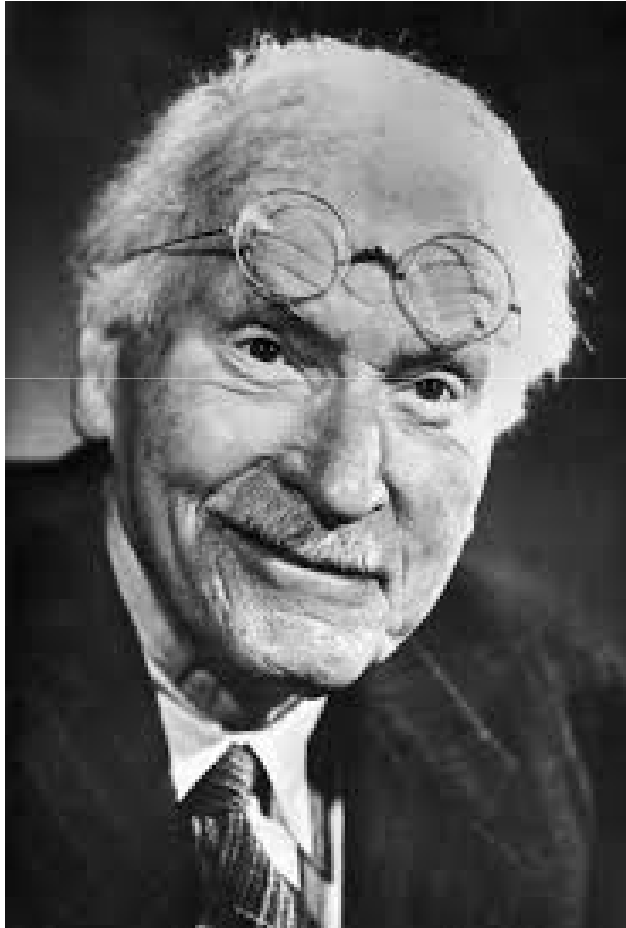


Jungian type and MBTI

Introduction

Carl Gustav Jung 1875 - 1961



- Swiss psychiatrist and psychoanalyst
- founder of analytical psychology
- known for his key concepts such as archetypes, collective unconscious, synchronicity etc.
- C. G. Jung assumed that our actions are more influenced by our unconscious than by what we consciously perceive

Work of C. G. Jung

„Psychological Types“

- first published in 1921
- typology stems from C. G. Jung's observations of his own patients
- main idea: there are individual differences in the perception and processing of information that lead to an individual style of decision making
- starting point: decision
- classification of types is based on the conscious behavior of the individual (he could have also tied his classifications to the unconscious behavior)

Jungian types are categorized
by their decision-making style



What is a decision?

- It happens before we act inside our mind.
- Amongst many options, we weigh the most suitable one for us.
- According to Jung, our decisions are very much based on habits; only some steps in the process are under our conscious control.



Elements of decision making

- It's all about information!

main processes (modes)

- Our world is filled up with them.
- There is more information out there than we can process in a lifespan.
- We need to be selective.

perceiving mode

judging mode

Four main functions in decision making

INTUITION

THINKING

SENSATION

FEELING



Perceiving functions



Judging functions

Introverts and Extraverts?

- According to C. G. Jung introversion and extraversion look very different depending on which of the four main functions we use.
- Questions in the MBTI and other inventories can be confusing as they never quite catch those differences.



inner world

Ni	Si
Ti	Fi

introvert
function
extravert



Ne Se
Te Fe

outer world

4 main functions

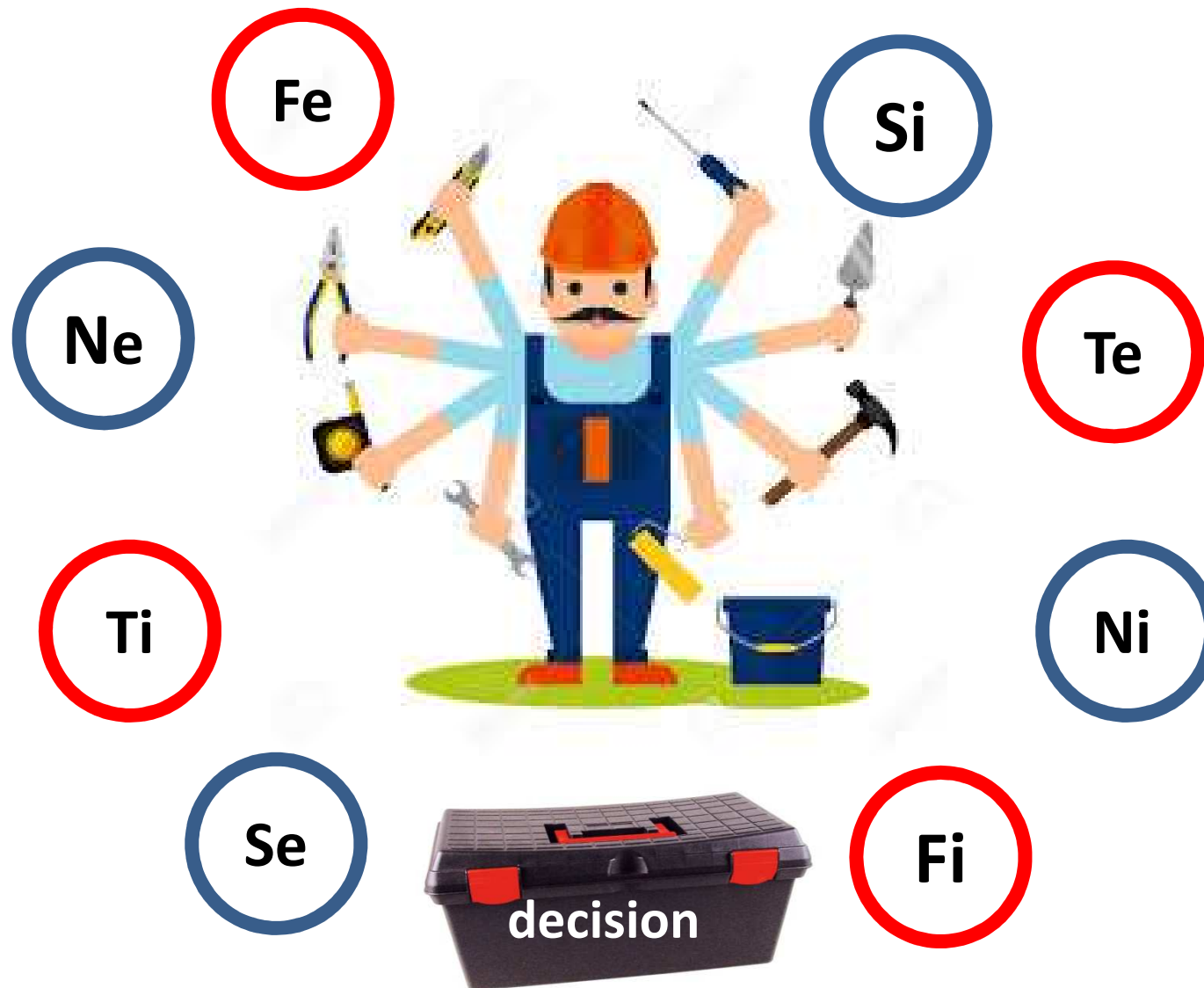


2 attitudes

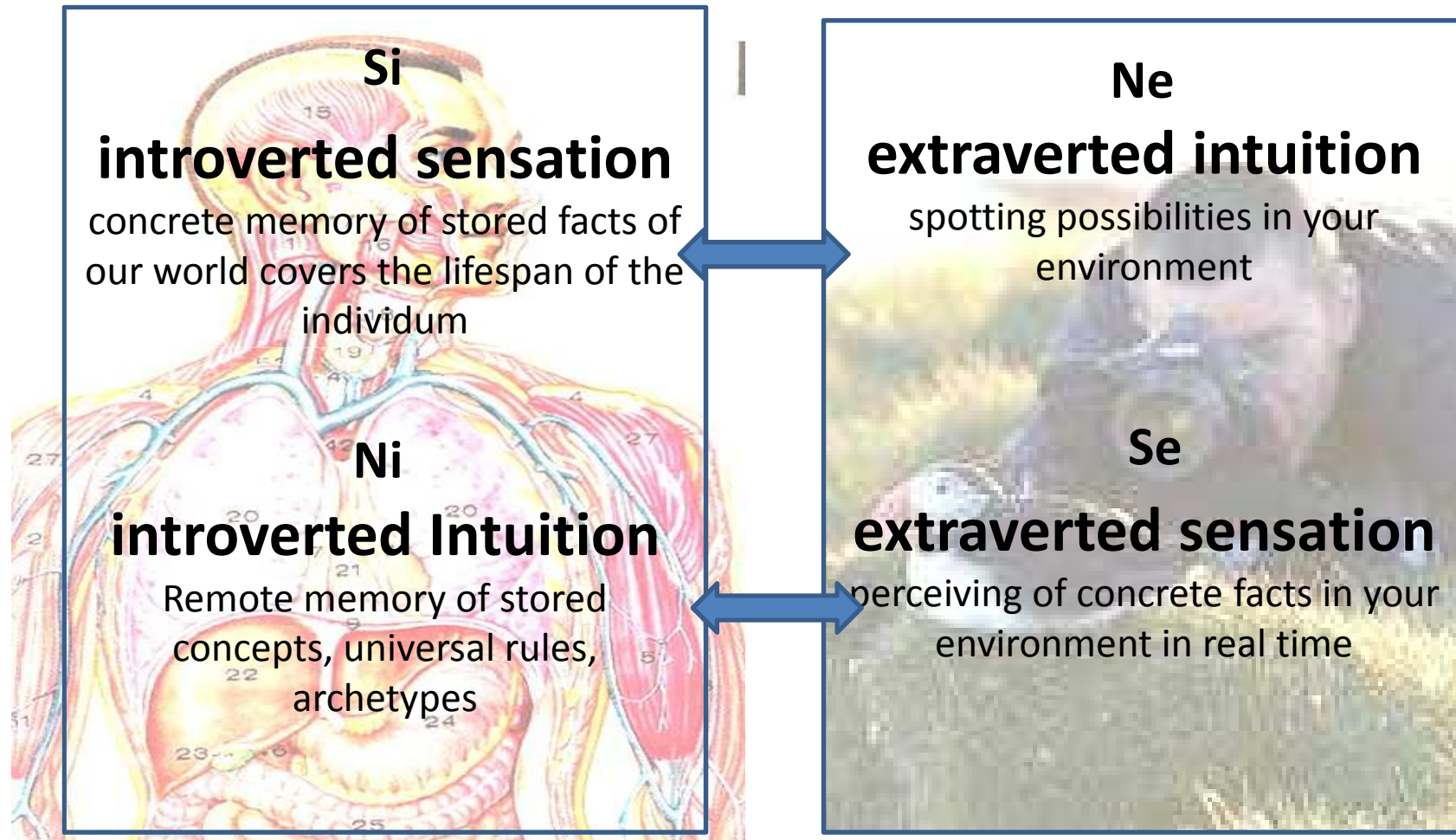


decision making
functions

Toolbox



Perceiving functions and content



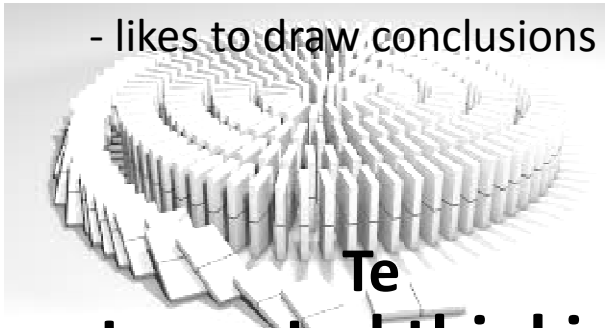
§§ Judging functions and content §§



Ti

introverted thinking

- tries to understand, how things work
- likes to draw conclusions



Te

extraverted thinking

- interested in application of knowledge, applies conclusions in the outside world



Fe

extraverted feeling

- focus on social convention harmony, needs of other people, expectations of others


Fi

introverted feeling

- subjective value judgement of likes and dislike
- arranging priorities in line with one's own values



„library“ of the judging world

	<ul style="list-style-type: none">- How to achieve everything you want?- Roadmap to success- How to fix abc and d? <p>Te</p>	<ul style="list-style-type: none">- What do I really want ?- Likes and dislikes in my life?- What to avoid and what to look out for? <p>Fi</p>
	<ul style="list-style-type: none">- How does it work?- Objective Truth- Improved understanding- Everything you ever wanted to know <p>Ti</p>	<ul style="list-style-type: none">- What is expected of me?- How can I make everybody happy?- How to create harmony? <p>Fe</p>

We use all 8 functions in decision making

- A **type** indicates that you prefer one of these functions either in the introverted or extraverted attitude.
- Jung assumes that the functions of the majority of people are undifferentiated and there are often only one or two functions that we are consciously aware of.
- **Type dynamics** assumes that there is an interplay between all these functions, which leads to a very **typical** mainly age-related development (unique to each type).

Order of functions for each type

INTJ	ENTJ	INTP	ENTP	INFJ	ENFJ	INFP	ENFP
Ni	Te	Ti	Ne	Ni	Fe	Fi	Ne
Te	Ni	Ne	Ti	Fe	Ni	Ne	Fi
Fi	Se	Si	Fe	Ti	Se	Si	Te
Se	Fi	Fe	Si	Se	Ti	Te	Si
ESFP	ISFP	ESFJ	ISFJ	ESTP	ISTP	ESTJ	ISTJ
Se	Fi	Fe	Si	Se	Ti	Te	Si
Fi	Se	Si	Fe	Ti	Se	Si	Te
Te	Ni	Ne	Ti	Fe	Ni	Ne	Fi
Ni	Te	Ti	Ne	Ni	Fe	Fi	Ne

Order of functions in an INTP

dominant function	Introverted thinking	Ti
auxiliary function	extraverted intuition	Ne
tertiary function	introverted sensation	Si
inferior function	extraverted feeling	Fe



Dominant function

- This is your most conscious function. It so ingrained in your conscious awareness that you naturally identify with its content.
- For this reason a well written-profile can make you feel like “this is me”.
- You use it often and therefore develop more skills in activities to do with this function and in this way reinforce its dominance even more.

„I suppose it is tempting, if the only tool you have is a hammer, to treat everything as if it were a nail.“

Abraham Maslow



- C. G. Jung did his study on patients with mental problems
- He basically considered a dominant function a disability as it obscures your sight and makes you disregard other solutions.
- Observing other people using tools you are not familiar with can be of help to be aware of the tools you are missing.

Auxiliary function

- Balances out the dominant function.
- It is in the less-favored world. If your dominant function is introverted, it will be extraverted and vice versa.
- It is in the other decision-making mode (if you prefer a judging function, it will be a perceiving function and the other way around).
- Thereby it helps you to better balance your internal needs with external demands.



Tertiary function

- The tertiary function is in the **same world** as your dominant function and in the **opposite mode** of decision making.
- In times of crises you may rush into your tertiary function to avoid dealing with the discomfort of having to move to the other world.
- Using the tertiary to avoid the opposing attitude puts you at risk of developing an unhealthy loop that will hinder your personal development.

Inferior function



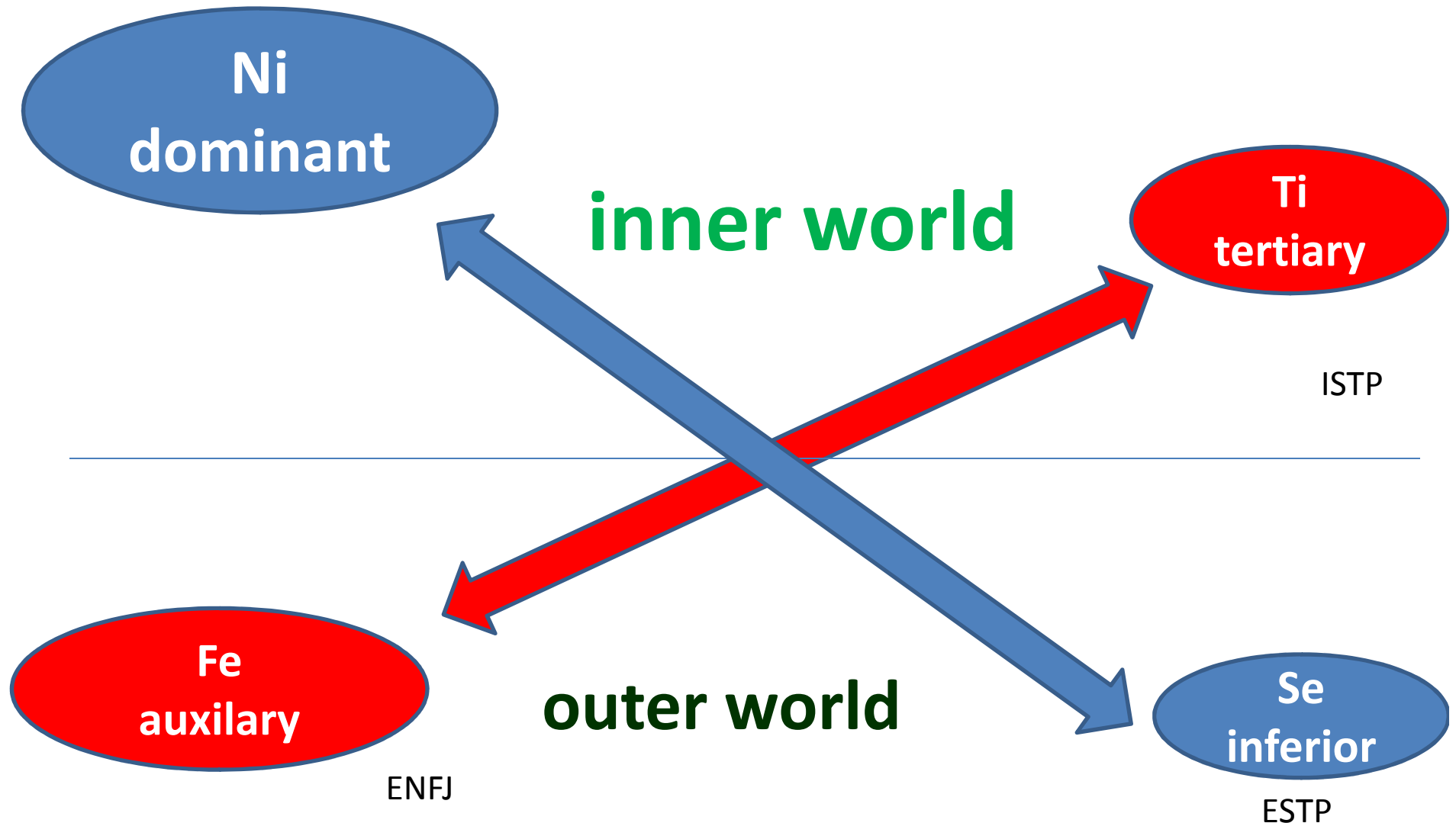
- This function is opposed to your dominant function like two sides of a coin.
- However, it is actually part of an axis and should work smoothly with your dominant function.
- It is usually not well trained and more exhausting to handle than your dominant function.
- If neglected, it might cause strange behavior uncommon to the picture you have of yourself.
- Often used in a creative way in your private life.
- The best way to access it consciously would be to develop the auxiliary function well.

test question: Can I be borderline

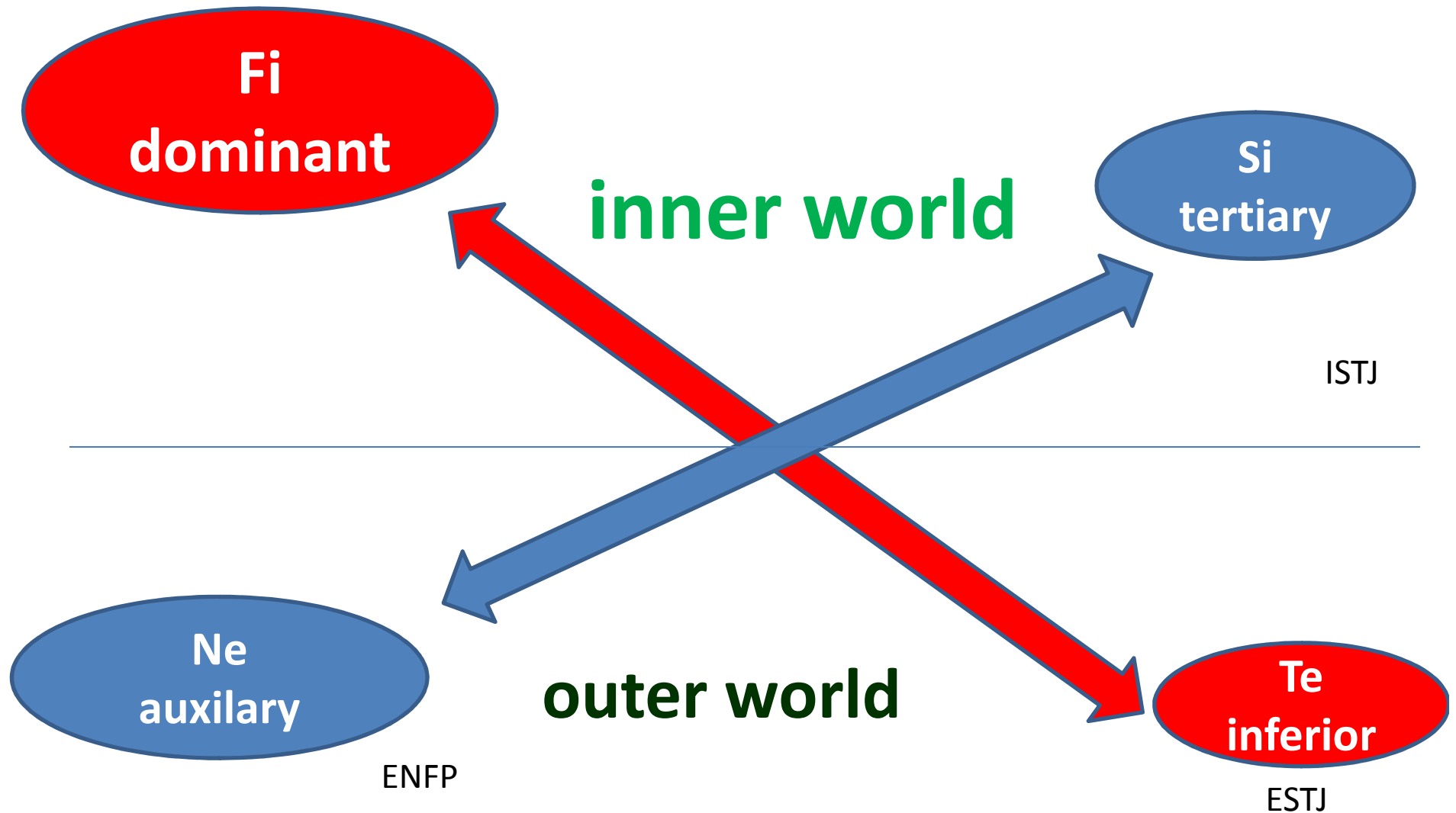
INFP/INFJ?

(or INTP/INTJ etc.)

INFJ and same axis-types



INFP and same axis-types



Corresponding axis

How does it
work? Would
it work?

Ti



Fe

What does
s/he wants?

How does it
feel? Do I like
it?

Fi



Te

How can I get
there or how
can I avoid it?

What is the
meaning
behind it?

Ni



Se

What is
there?

What was
there? What
is missing?

Si

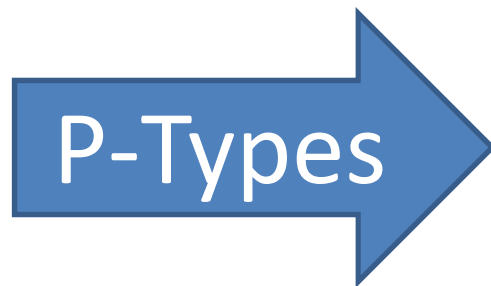


Ne

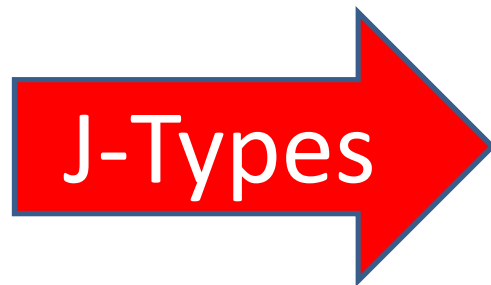
What
possibilities
are in it?

Irrationals and Rationals

Rationals get hit by accident whereas irrationals will get caught by the law.



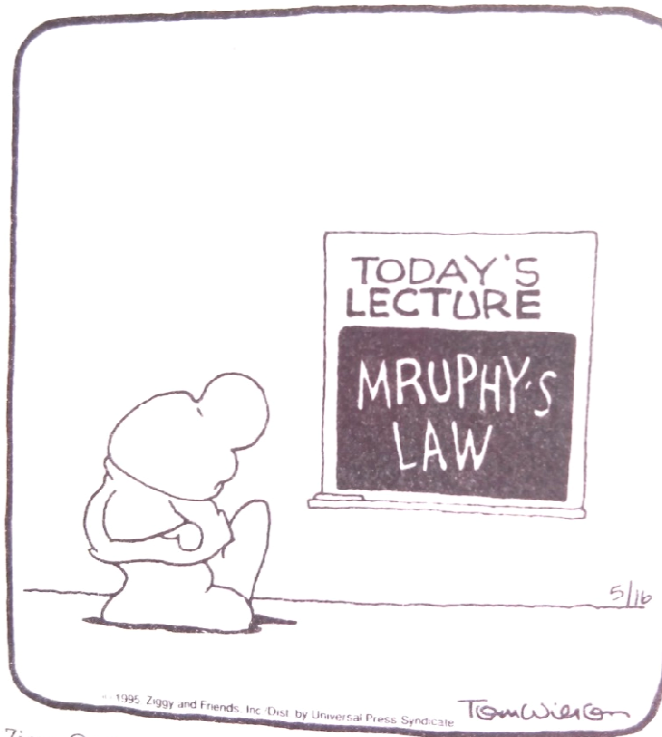
	EP	IJ
• Intuitives:	ENTP, ENFP, INTJ, INFJ	
• Sensors:	ESTP, ESFP, ISTJ, ISFJ	



	EJ	IP
• Thinkers:	ENTJ, ESTJ, INTP, ISTP	
• Feelers:	ENFJ, ESFJ, INFP, ISFP	

An introverted sensor's experience of the world

ZIGGY®



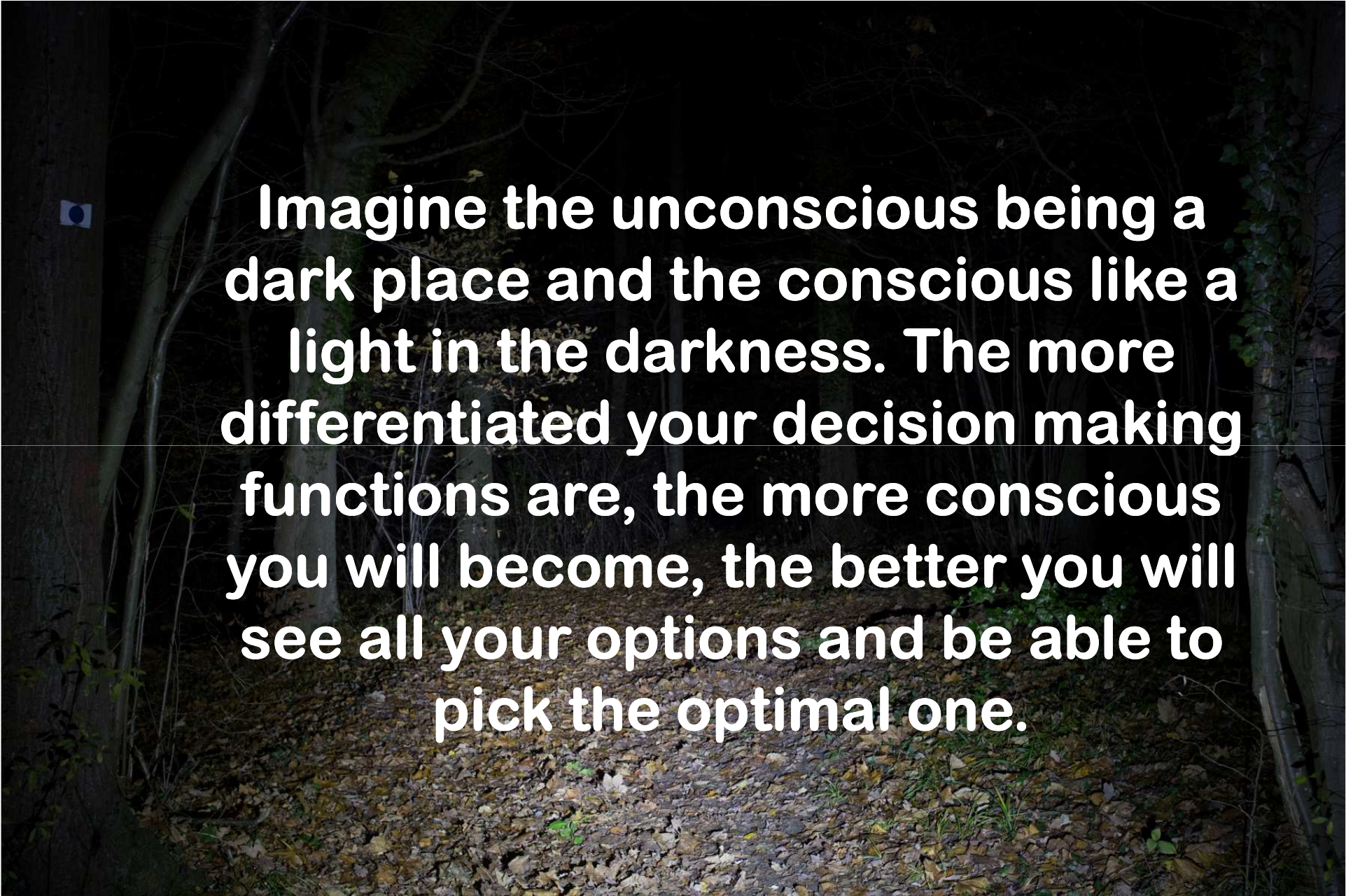
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Checklist to confirm your type:

- Check out the dominant function of that type.
- Understand the content of that function.
- Look for the inferior function. Does it sound like you at your worst?
- How do you feel if you meet your opposite type?
- If necessary: Check out every of the other 15 type profiles. Look for a high-quality description.

Main points

- Jungian types are about individual differences in decision making.
- Functions are the tools in decision making.
- A dominant function leads to noticeable differences in our decisions and consequently actions compared to other people.
- The less well-used functions rule us from the unconscious.
- The more differentiated your functions are the more adaptable you are in any environment.
- The types should not be seen as fixed categories but as processes that will develop and change your personality over your lifespan.

A dark, wooded path at night, illuminated by a light source from the right, creating a strong contrast between the lit path and the dark trees. The path is covered in fallen leaves and small plants. The text is overlaid in white, bold font.

Imagine the unconscious being a dark place and the conscious like a light in the darkness. The more differentiated your decision making functions are, the more conscious you will become, the better you will see all your options and be able to pick the optimal one.

Recommended reading

- Lenore Thomson, “Personality Type”, 1998
Boston, MA, Shambala
- Naomi L. Quenk, “Was That Really Me?”, 2002
Palo Alto, CA, Nicholas Brealey Publishing US
- Angelina Bennet, „The Shadows of Type“,
2010, Lulu Press
- Carl Gustav Jung, „Psychological Types“, 1971,
Routledge