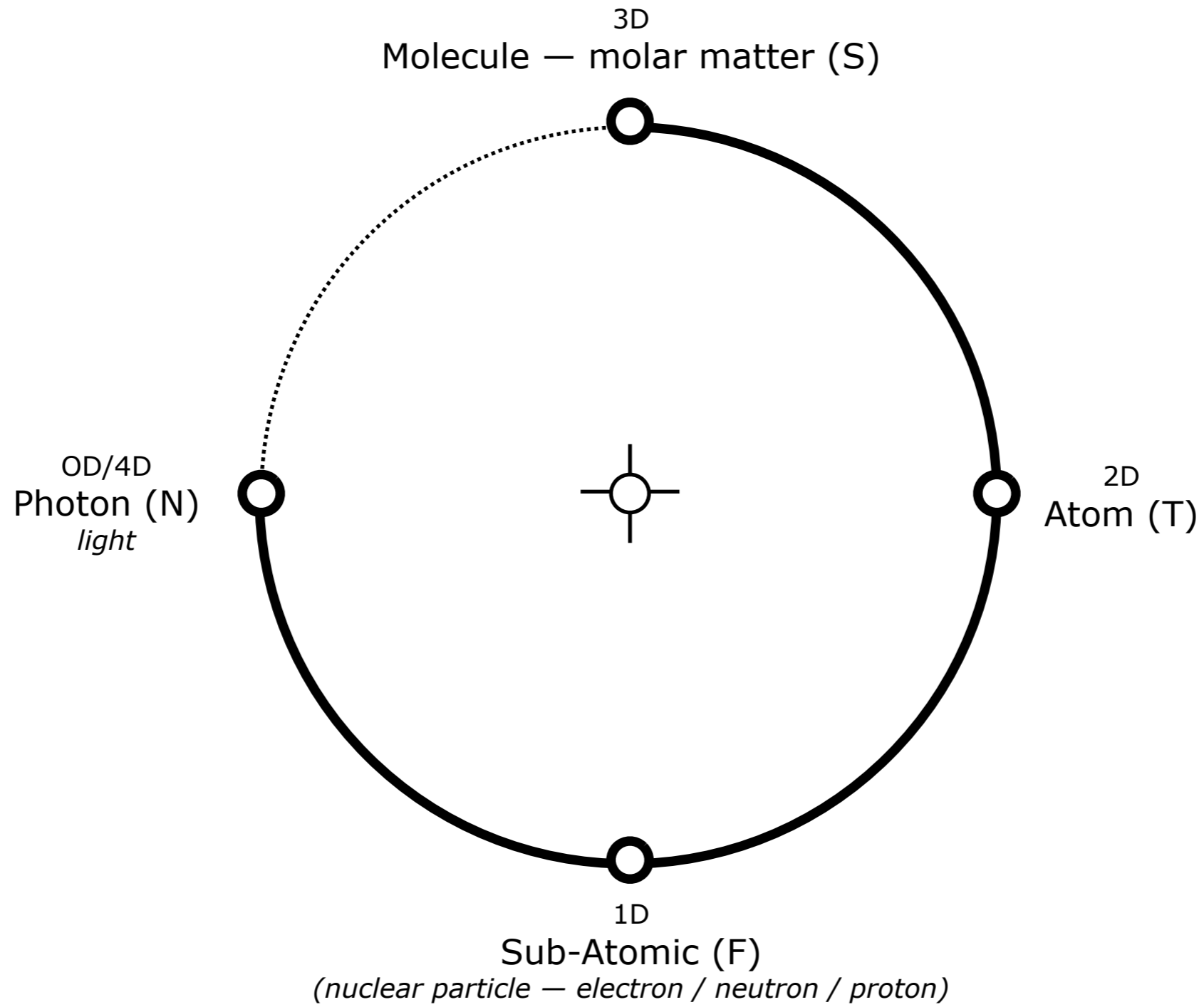
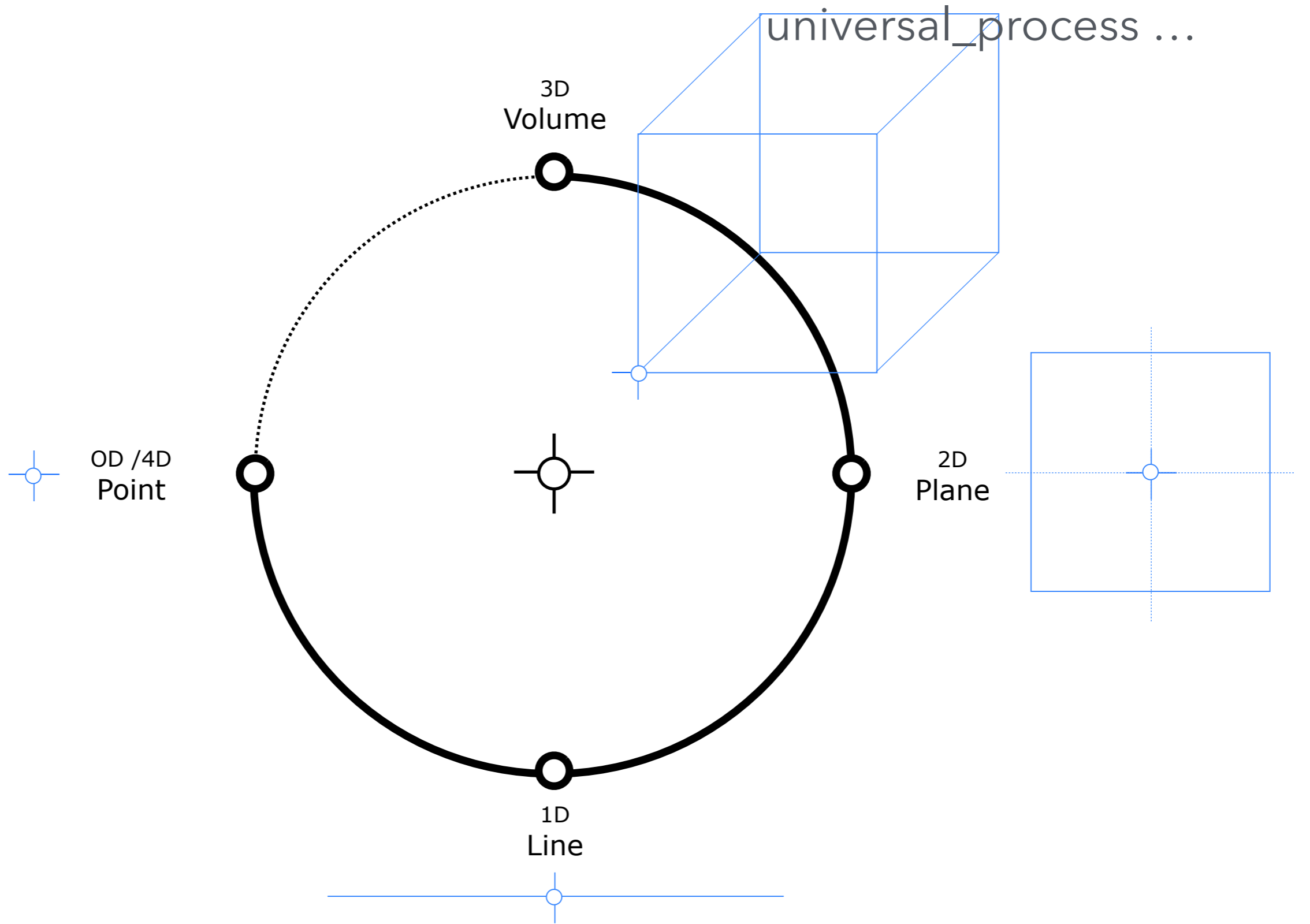
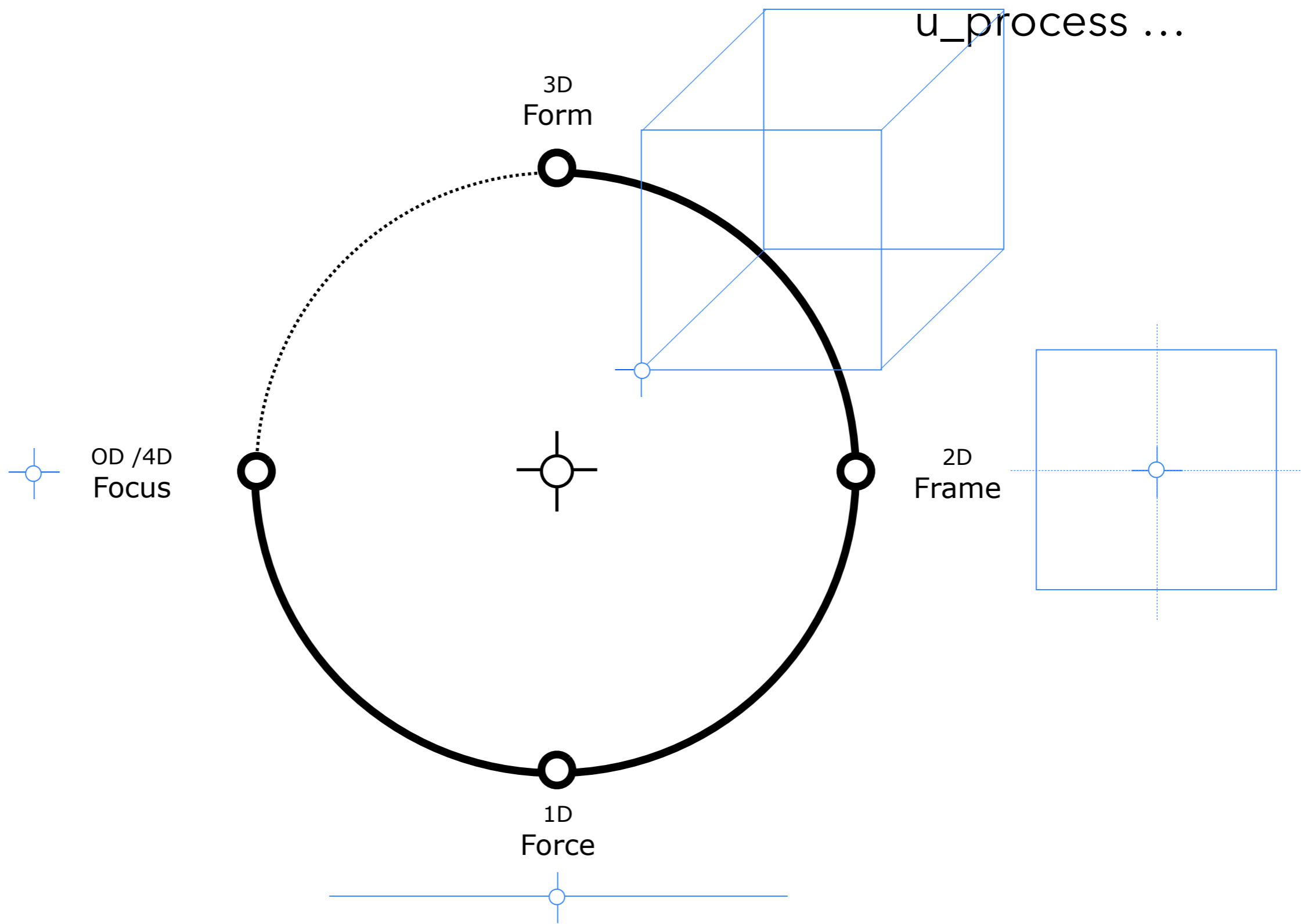


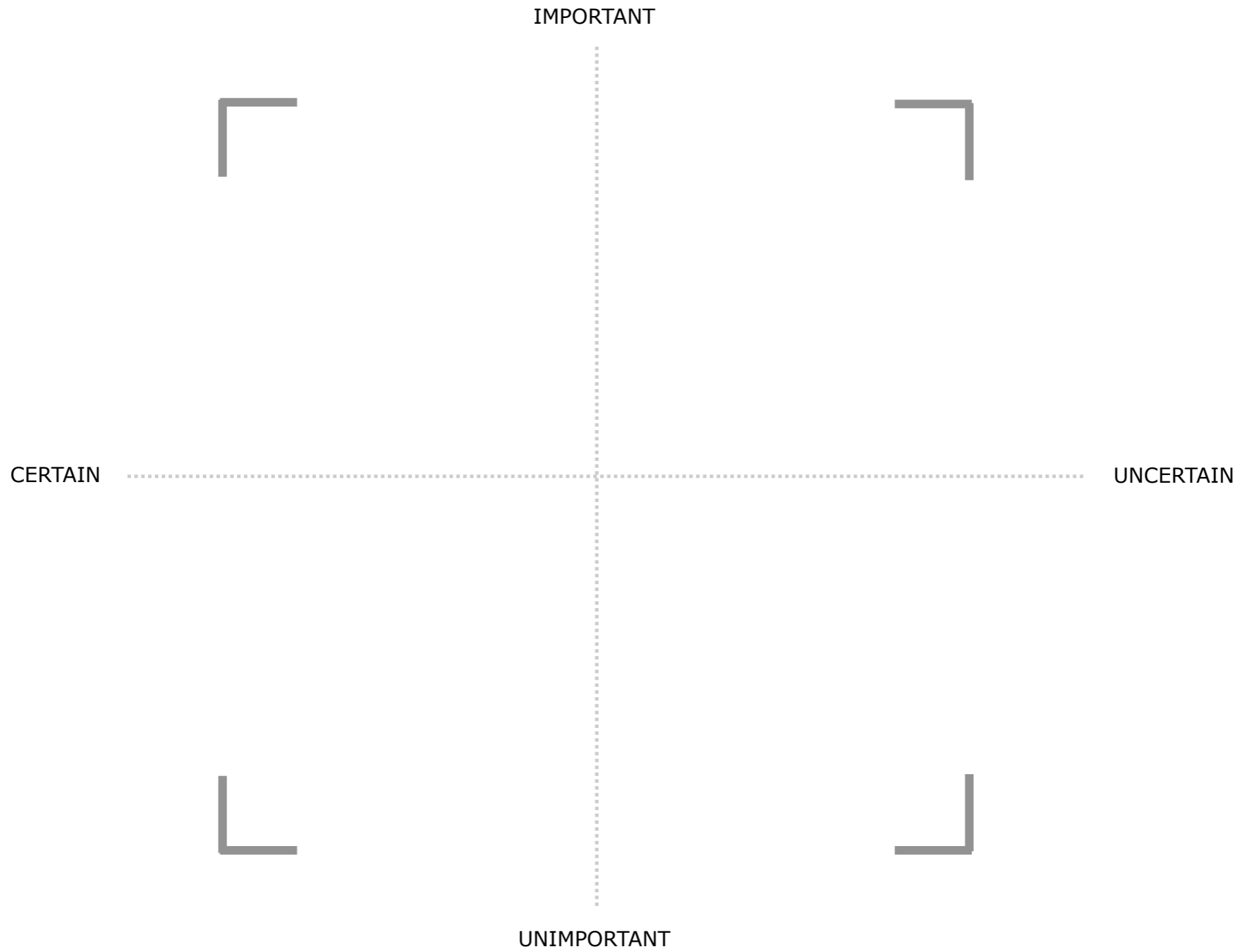
u_process

universal_process ...

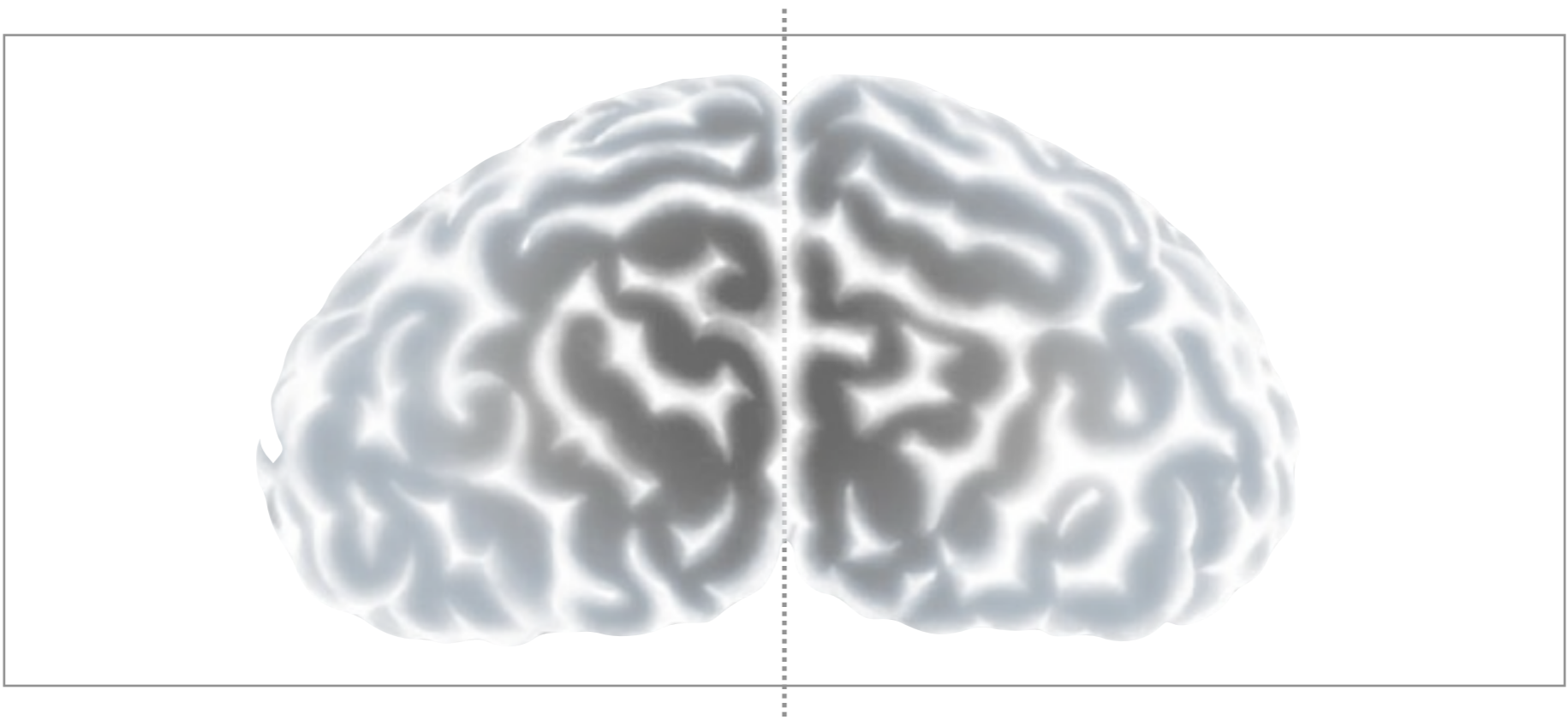


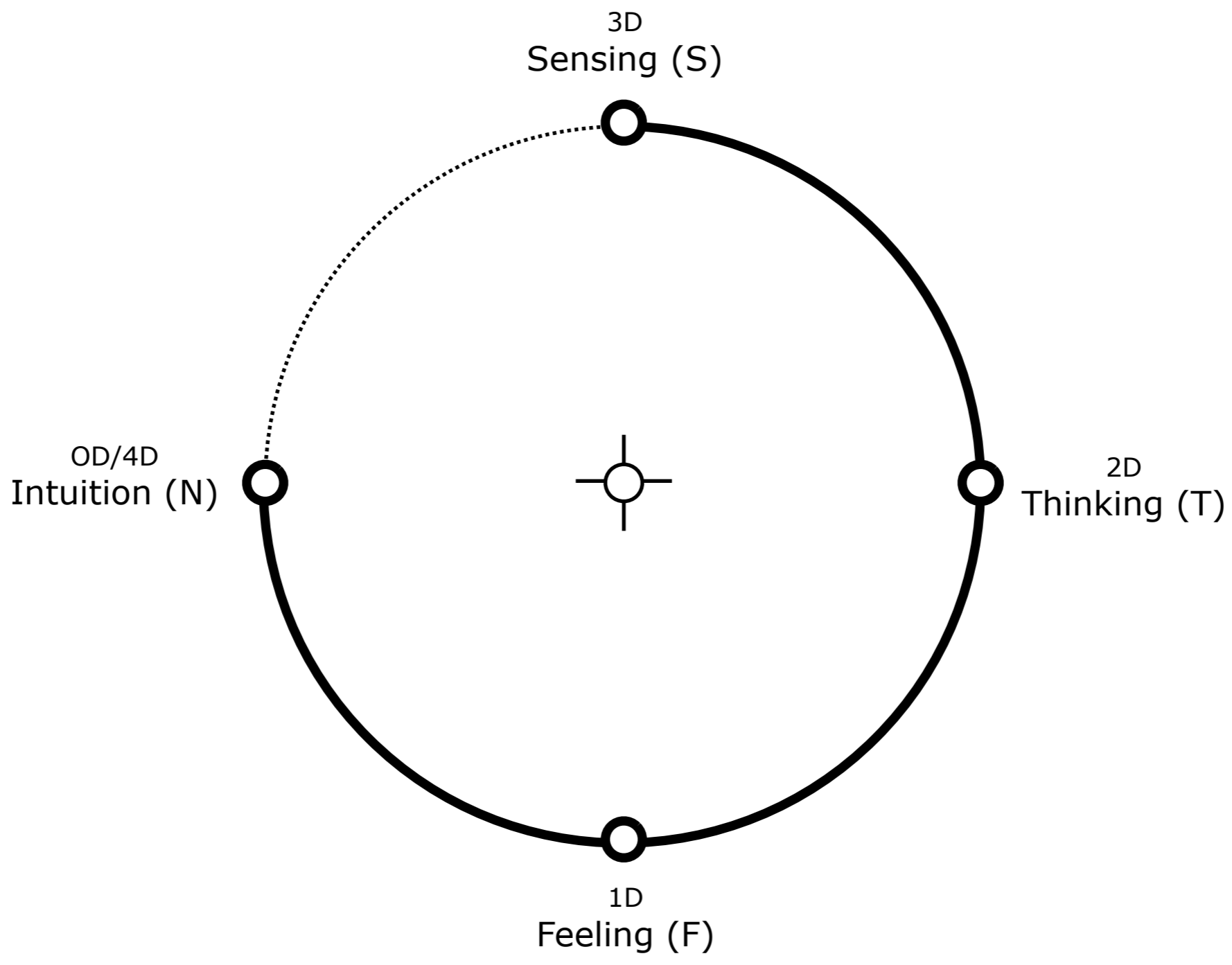


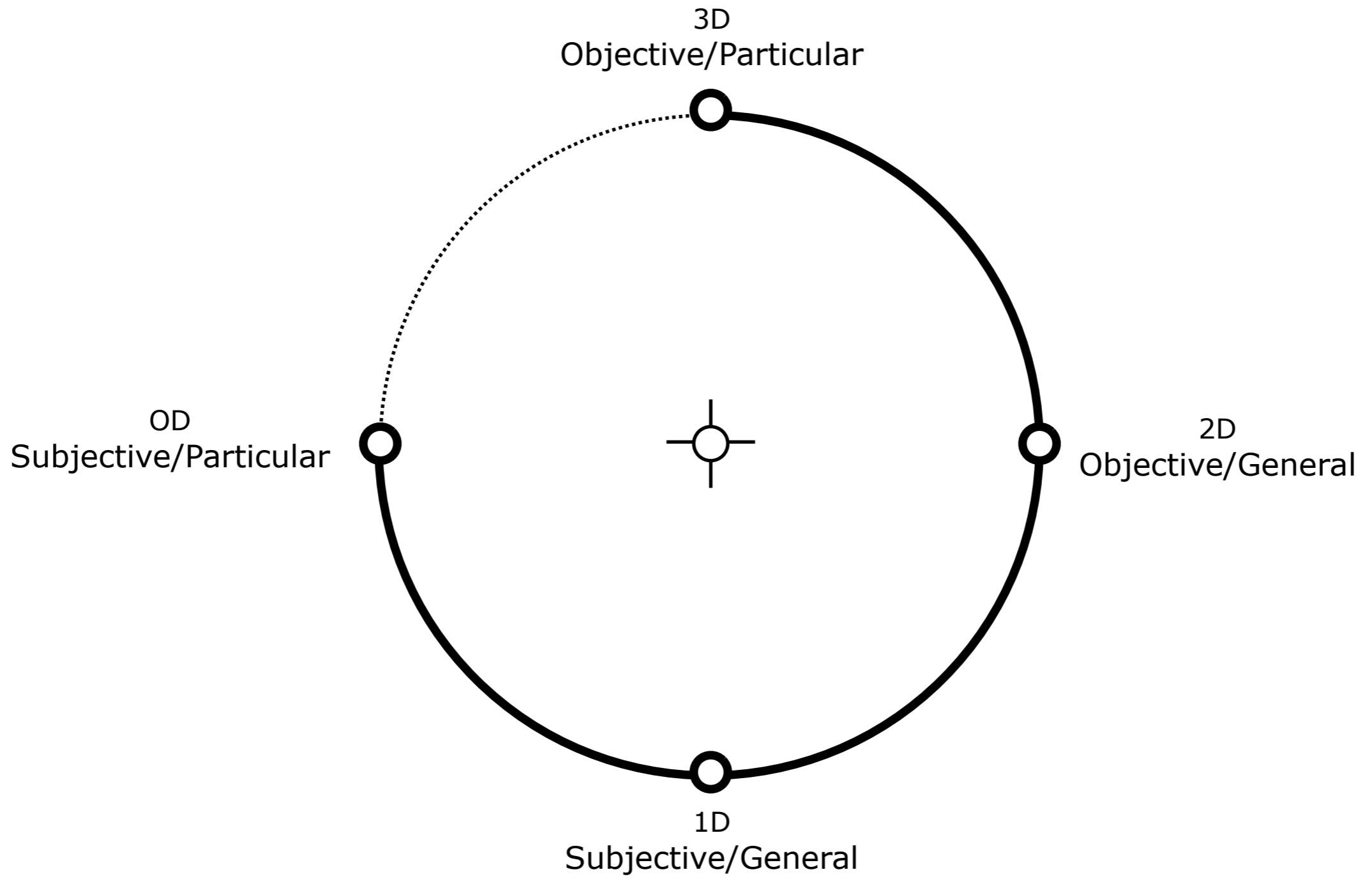


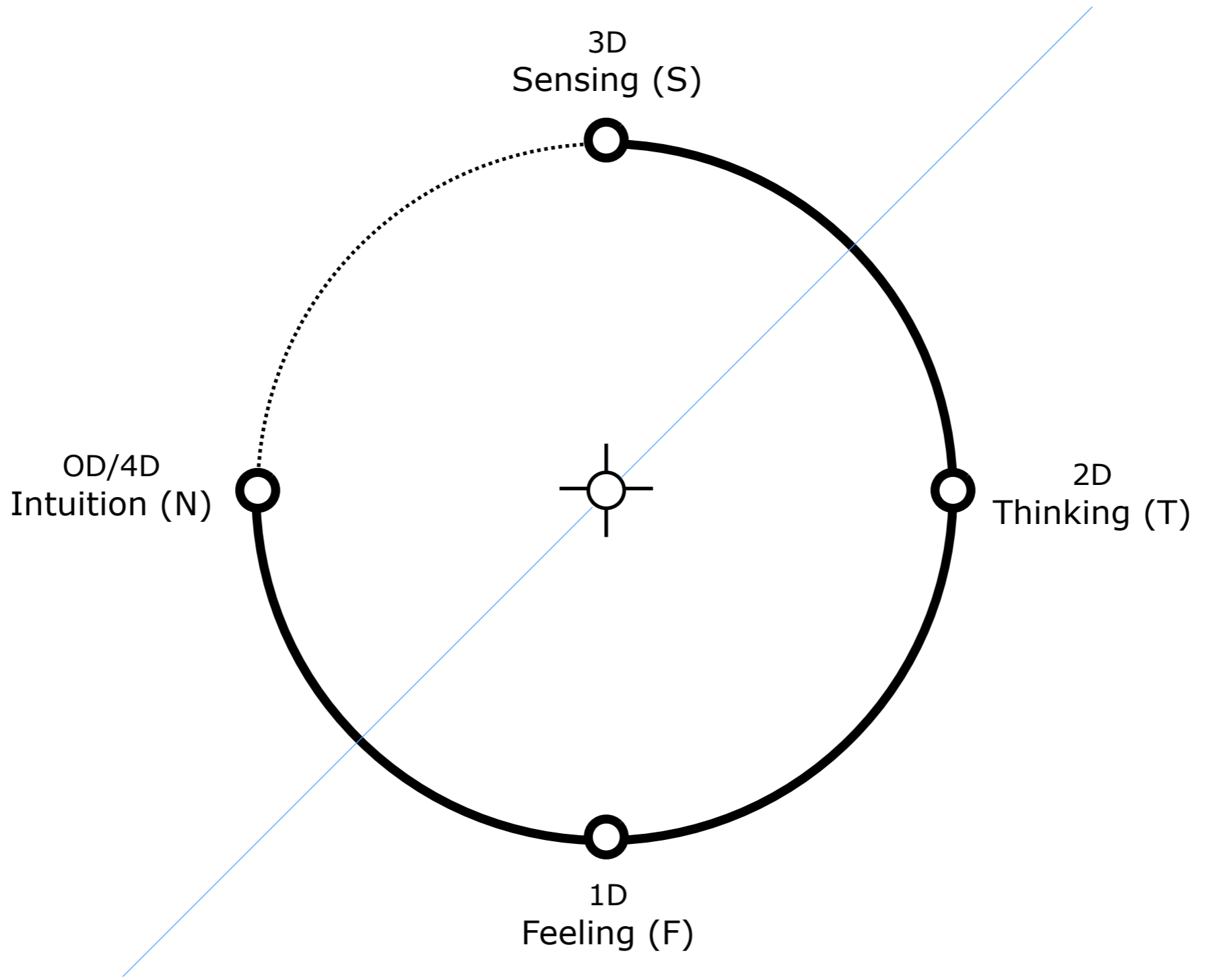


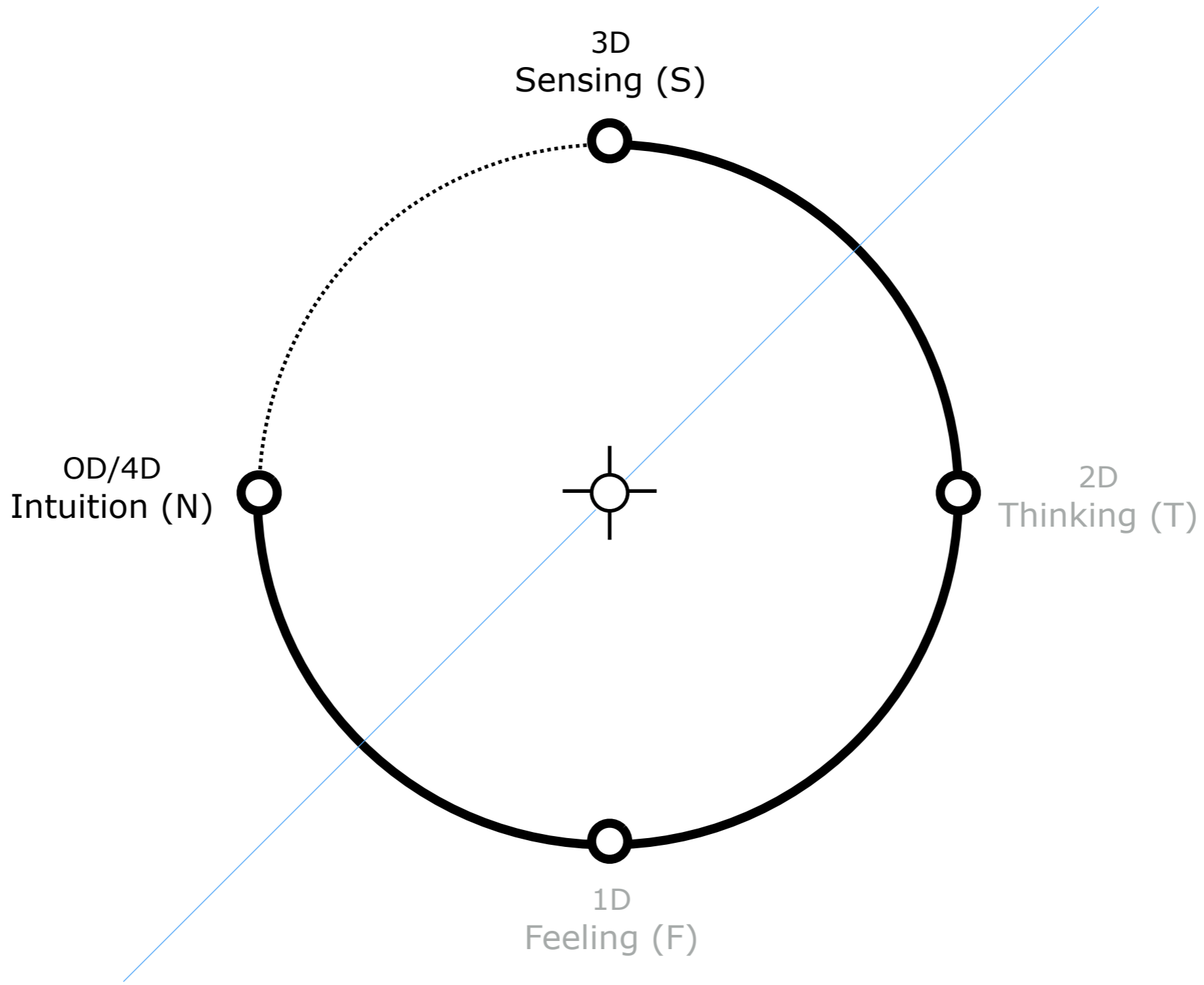
cognitive emphasis and differences ...











attending — how one gathers / absorbs information

[S] sensing

people who prefer sensing tend to focus on the present (past) and on concrete, real, practical, direct, facts-of-life experiences; information gained through the senses (explicit meanings).

attending — how one gathers / absorbs information

[N] intuition

people who prefer intuition tend to focus on future possibilities, with a view towards patterns, abstract relations and implicit meanings.

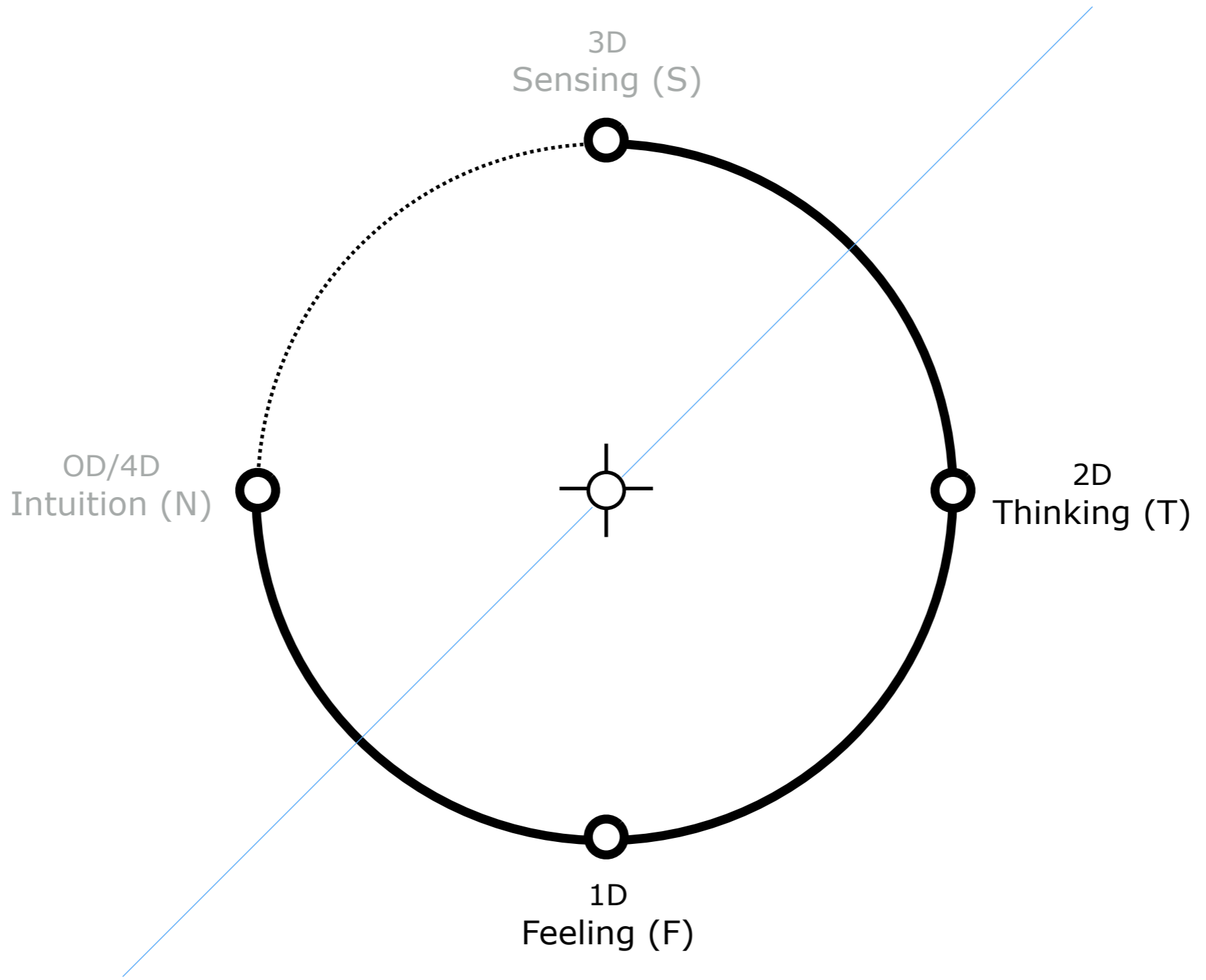
attending — how one gathers / absorbs information

[S] sensing

people who prefer sensing tend to focus on the present (past) and on concrete, real, practical, direct, facts-of-life experiences; information gained through the senses (explicit meanings).

[N] intuition

people who prefer intuition tend to focus on future possibilities, with a view towards patterns, abstract relations and implicit meanings.



deciding — how one makes decisions once information is gathered / absorbed

deciding — how one makes decisions once information is gathered / absorbed

[T] thinking (analytical)

people who prefer thinking tend to base their decisions on logic and objective analysis of cause and effect relations.

deciding — how one makes decisions once information is gathered / absorbed

[F] feeling (beliefs-based)

people who prefer feeling tend to base their decisions on values, beliefs i.e. internal sense of right and wrong, including subjective evaluation of human-centered concerns.

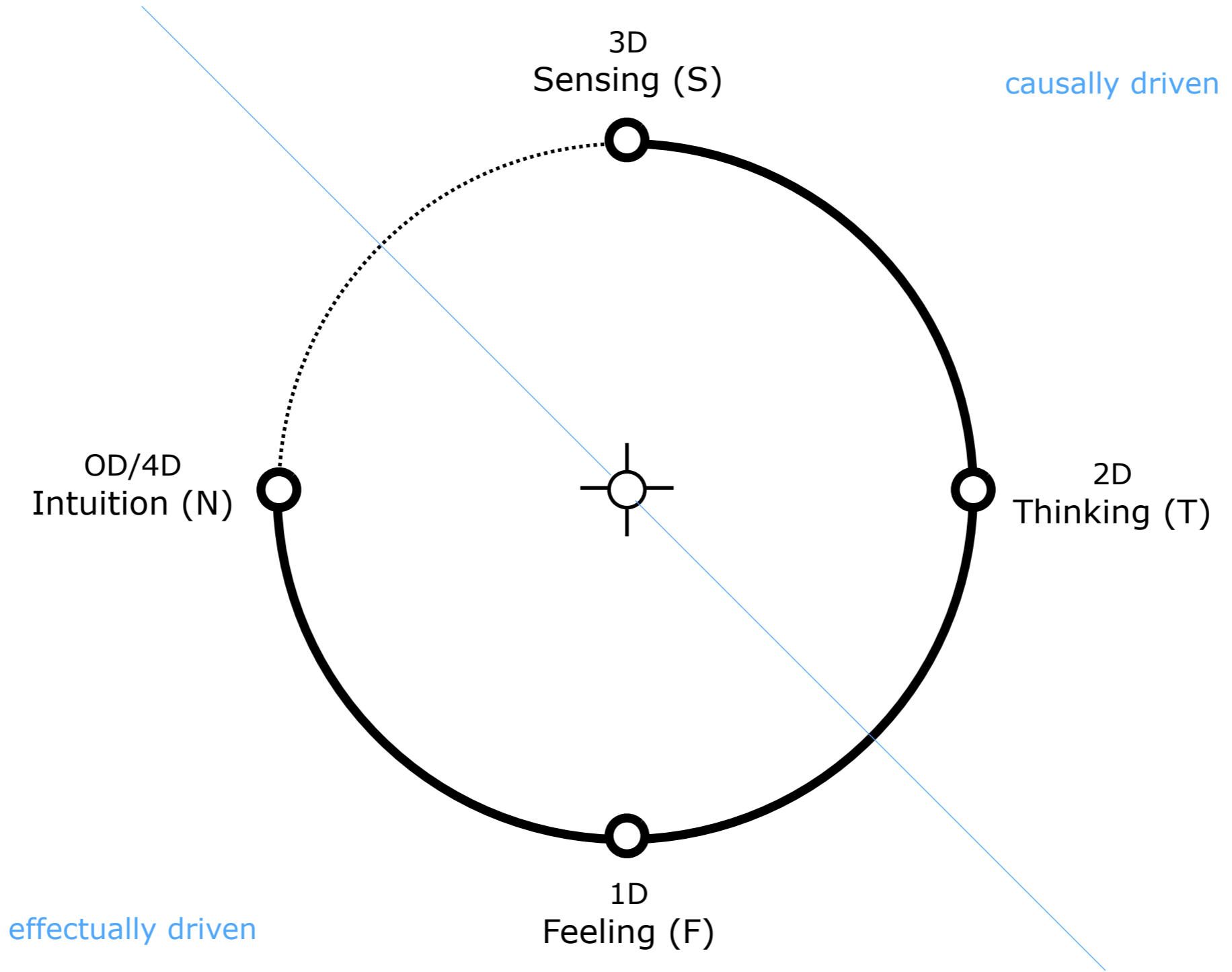
deciding — how one makes decisions once information is gathered / absorbed

[T] thinking (analytical)

people who prefer thinking tend to base their decisions on logic and objective analysis of cause and effect relations.

[F] feeling (beliefs-based)

people who prefer feeling tend to base their decisions on values, beliefs i.e. internal sense of right and wrong, including subjective evaluation of human-centered concerns.



energising — ones source of mental energy

energising — ones source of mental energy

[I] introversion

people who prefer introversion tend to focus on the inner-world of concepts, ideas and impressions.

energising — ones source of mental energy

[E] extroversion

people who prefer extroversion tend to focus on the outer-world of people, activities and objects.

energising — ones source of mental energy

[I] introversion

people who prefer introversion tend to focus on the inner-world of concepts, ideas and impressions.

[E] extroversion

people who prefer extroversion tend to focus on the outer-world of people, activities and objects.

living and working — how one organises oneself and others



living and working — how one organises oneself and others

[J] judging (structured)

people who prefer judgement tend to like a planned and organised approach to life and prefer to have things agreed and settled in advance — they seek control and certainty when and where possible.

living and working — how one organises oneself and others

[P] perceiving (probing)

people who prefer perception tend to like a flexible, open and spontaneous i.e. emergent approach to life and prefer to keep their options open — as a consequence they have a high tolerance for ambiguity and uncertainty.

living and working — how one organises oneself and others

[J] judging (structured)

people who prefer judgement tend to like a planned and organised approach to life and prefer to have things agreed and settled in advance — they seek control and certainty when and where possible.

[P] perceiving (probing)

people who prefer perception tend to like a flexible, open and spontaneous i.e. emergent approach to life and prefer to keep their options open — as a consequence they have a high tolerance for ambiguity and uncertainty.

disposition — where one focuses ones mental energy

disposition — where one focuses ones mental energy

[Op] opportunities

people who prefer seeing opportunities tend to focus their energy on positive new ideas, goals and objectives and tend to look at most situations in an optimistic way, as a consequence they tend to be avid risk-takers.

disposition — where one focuses ones mental energy

[Ob] obstacles

people who prefer seeing obstacles tend to focus their energy on things and situations that might go wrong e.g. finding faults with proposals, schedules, projects and people, as a consequence they tend to be somewhat risk-adverse.

disposition — where one focuses ones mental energy

[Op] opportunities

people who prefer seeing opportunities tend to focus their energy on positive new ideas, goals and objectives and tend to look at most situations in an optimistic way, as a consequence they tend to be avid risk-takers.

[Ob] obstacles

people who prefer seeing obstacles tend to focus their energy on things and situations that might go wrong e.g. finding faults with proposals, schedules, projects and people, as a consequence they tend to be somewhat risk-adverse.

Psychological Types ...

ISTJ	ISFJ	INFJ	INTJ
ISTP	ISFP	INFP	INTP
ESTP	ESFP	ENFP	ENTP
ESTJ	ESFJ	ENFJ	ENTJ

