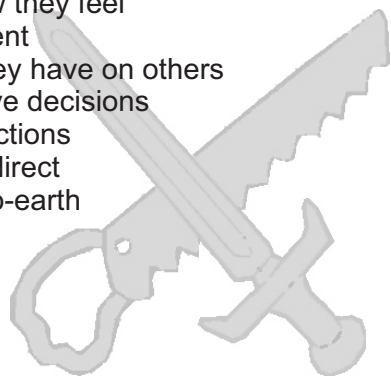


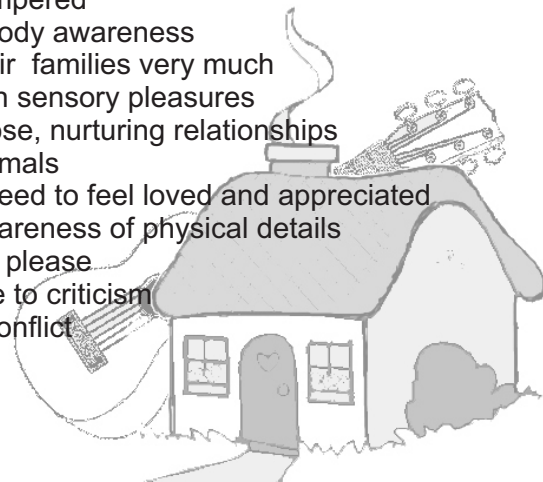
ST *Down-to-Earth Problem Solver*

- Highly logical, responsible, & fairminded
- Self-contained emotionally
- Trust and believe first-hand experience
- Not easily offended, unless treated unfairly
- Literal and practical
- Don't discuss emotions freely
- Good at facts and details
- Not naturally empathetic
- Quick learners of physical skills
- Often don't know how they feel
- Live in present moment
- Don't notice effect they have on others
- Make logical, objective decisions
- Impatient with abstractions
- Straightforward and direct
- Realistic and down-to-earth
- Naturally honest



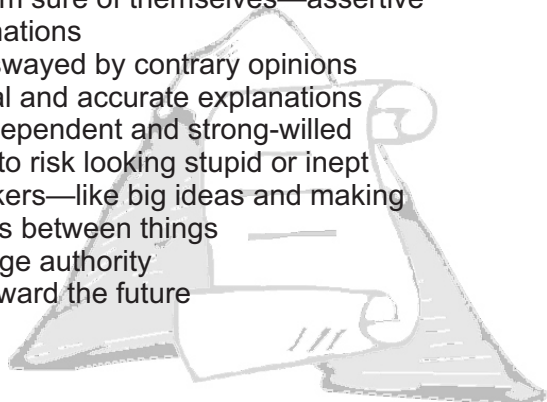
SF *Down-to-Earth People Person*

- Warm, gentle, friendly
- Earthy and literal
- Caring and sensitive
- Realistic and practical
- Loving and considerate
- Accept life as it is
- Even-tempered
- Strong body awareness
- Love their families very much
- Delight in sensory pleasures
- Need close, nurturing relationships
- Love animals
- Strong need to feel loved and appreciated
- Solid awareness of physical details
- Eager to please
- Sensitive to criticism
- Dislike conflict



NT *Big-Picture Problem Solver*

- Strong, opinionated, independent, & logical
- Emotionally self-contained
- Strong intellectual curiosity—love learning
- Demand fairness
- Creative & inventive
- Not very aware of needs & concerns of others
- Want to be competent and knowledgeable
- Like things that are out of the ordinary
- Always seem sure of themselves—assertive
- Rich imaginations
- Not easily swayed by contrary opinions
- Need logical and accurate explanations
- Fiercely independent and strong-willed
- Don't want to risk looking stupid or inept
- Global thinkers—like big ideas and making connections between things
- Will challenge authority
- Oriented toward the future



NF *Big-Picture People Person*

- Need harmony in relationships
- Individualistic
- Deeply attached to family
- Creative and highly imaginative
- Empathetic, sensitive, and warm
- Curious about new and different ideas
- Value being kind and thoughtful
- Easily upset by slight offenses
- Like writing, arts
- Like to talk ethics and values
- Need their feelings and values honored and understood
- Interested in other cultures and religions
- Well-developed spiritual side
- Innate grasp of global concepts and connections between things
- Want to make a contribution to humanity
- Highly developed sense of what's possible

