- - (7%)	- (24%)	= (38%)	+ (24%)	++ (7%)

E: EXTRAVERSION

THE DEGREE TO WHICH WE TOLERATE SENSORY STIMULATION FROM PEOPLE/SITUATIONS

57

INTROVERT (E-): Prefers working alone. Typically, is a serious, skeptical, quiet, private person who may prefer writing to talking. Enjoys handling individual assignments without interruptions. May come across to others as cool, aloof, or hard to read. May also appear to be a loner. Preferred work environment is an area with little sensory stimulation and away from the action.

AMBIVERT (E=): Tends to shift easily from working with other people to working alone. Finds too much of either kind of work dissatisfying. Has a moderate threshold for sensory stimulation from the work environment. To extraverted co-workers, may come across as an introvert, or may appear as an extravert to introverted co-workers because of operating from the mid-range.

EXTRAVERT (E+): Prefers being around other people and involved in activities. Naturally talkative, enthusiastic, sociable, warm, trusting and fun loving. May become the formal or informal leader in a work team. Usually comfortable with lots of sensory stimulation and meetings. May be perceived as talking too much. May also lack some listening skills because of the tendency to dominate conversations.

E1: WARMTH

HOW MUCH WE EXPRESS POSITIVE FEELINGS TO OTHERS

72

Low Warmth (E1-)
Holds down positive feelings

Medium Warmth (E1=)
Demonstrates some positive feelings

High Warmth (E1+)
Shows a lot of positive feelings

E2: SOCIABILITY

THE DEGREE TO WHICH WE ENJOY BEING WITH OTHERS

65

Low Sociability (E2-)
Prefers working alone

Medium Sociability (E2=)
Occasionally seeks out others

High Sociability (E2+)
Prefers working with others

E3: ACTIVITY MODE

NEED FOR KEEPING ON THE MOVE

49

Low Activity Mode (E3-)
Prefers being still or in one place

Medium Activity Mode (E3=)
Maintains a moderate activity level

High Activity Mode (E3+)
Prefers to be physically active

E4: TAKING CHARGE

THE EXTENT TO WHICH WE WANT TO LEAD OTHERS

66

Low Taking Charge (E4-)
Prefers being independent of others

Medium Taking Charge (E4=)
Accepts some responsibility for others

High Taking Charge (E4+)
Enjoys responsibility of leading others

E5: TRUST OF OTHERS

HOW EASILY WE BELIEVE OTHER PEOPLE

44

Low Trust of Others (E5-)
Is skeptical of others

Medium Trust of Others (E5=)
Is somewhat trusting of others

High Trust of Others (E5+)
Readily trusts others

E6: TACT

THE DEGREE OF CARE WE TAKE IN SPEAKING

37

Low Tact (E6-)
Tends to speak more directly

Medium Tact (E6=)
Exerts moderate care in selecting words

High Tact (E6+)
Carefully selects right words

- -	-	=	+	++

0 35 45 55 65 100

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