

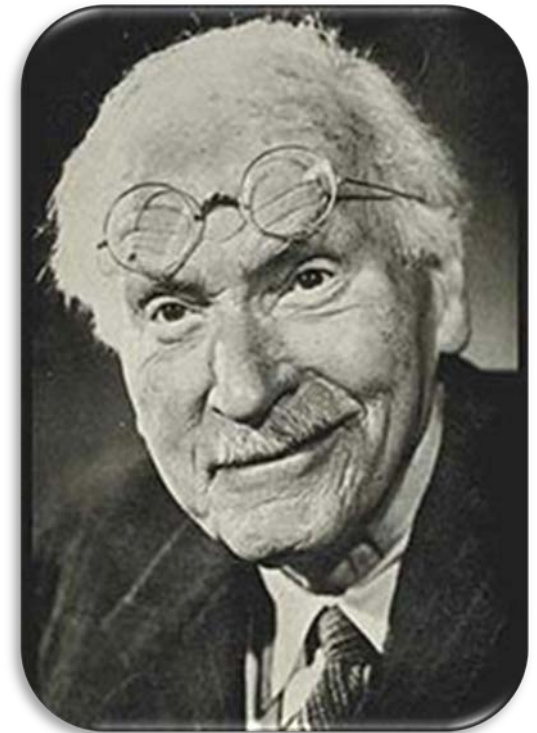
Tipos psicológicos.

La teoría de la personalidad de Carl Gustav Jung

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La teoría de la personalidad de Jung (I)

- La teoría de Jung de los tipos psicológicos es tal vez la creación más influyente en la tipología de las personalidades, especialmente por los constructos de Introversión y Extraversión, presentes en el resto de modelos.
- Las personas obtienen su energía, enfocados al mundo interno (introversión) o al externo (extraversión). Son las denominadas **ACTITUDES**.



La teoría de la personalidad de Jung (II)

Introversión

- Se obtiene energía del interior, en el **mundo interno** de las ideas y la reflexión.
- Los principales intereses de la persona introvertida son el mundo interior de los **conceptos y de las ideas**.
- Buscan profundidad y están **orientados hacia el pensamiento**.
- Ven **sus niveles de energía disminuir a medida que actúan**. Prefieren reflexionar, luego actuar, y luego reflexionar nuevamente.
- Muestran interés en la claridad de conceptos e ideas; **confianza en los conceptos** más que en los sucesos externos transitorios; una objetividad reflexiva, contemplativa.
- **Necesitan tiempo para reflexionar** y así poder reponer sus niveles de energía.
- Disfrutan de la **soledad y la privacidad**.

Extraversión

- La persona busca la energía en el **mundo exterior**, en las personas y las cosas. La energía se obtiene del entorno y de la acción.
- La atención fluye hacia fuera, desean amplitud y están **orientados hacia la acción**.
- Hay un **deseo de actuar**. Tienen la tendencia a actuar, luego reflexionar, y luego seguir actuando.
- Son personas conscientes y **utilizan el entorno para estimularse** y orientarse.
- Tienen una forma de ver la vida basada en la acción, que a veces puede ser **impulsiva**.
- Si están **inactivos, su nivel de energía y motivación tiende a declinar**.
- Son francas, con facilidad de comunicación y **sociables**.

La teoría de la personalidad de Jung (III)

- Estas dos actitudes modulan cuatro funciones principales en la:
 - **Obtención de información:** sensación e intuición.
 - **Toma de decisiones:** reflexión y emoción.
- Cada individuo presenta todas estas funciones, aunque sólo una resulta predominante.
- Son funciones innatas, moduladas por el ambiente social, que favorecen la adaptación del individuo en el medio.
- Se distinguen en ocho tipos de personalidad.

reflexivo-extravertido	perceptivo-extravertido
reflexivo-introvertido	perceptivo-introvertido
sentimental-extravertido	intuitivo-extravertido
sentimental-introvertido	intuitivo-introvertido

Toma de decisiones	Pensamiento	Introvertido	Le interesa más las ideas que los hechos. Están más enfocados en sus propios pensamientos que en lo que ocurre en el mundo exterior. Les gustan los pensamientos abstractos, las reflexiones y desafíos teóricos como los que presenta, por ejemplo, la filosofía.
		Extravertido	Crean explicaciones de lo que los rodea a partir de lo que ocurre a su alrededor, creándose reglas casi fijas sobre la realidad. No suelen cambiar muy fácilmente de opinión e intentarán imponer su visión a los demás. A menudo les sucede que intentan reprimir sus emociones y sentimientos.
	Sentimiento	Introvertido	Simpáticos y empáticos, tienen cierta facilidad para crear vínculos afectivos con un círculo pequeño, pero, poco habladores, no demostrarán frecuentemente su apego.
		Extravertido	Son muy empáticos y conectan fácilmente con los demás, y disfrutan mucho de la compañía. Es un perfil muy bueno para las relaciones humanas ya que cuentan con grandes habilidades sociales. En contrapartida, en general presentan baja inclinación a la reflexión y el pensamiento abstracto.
Captación de información	Sensación	Introvertido	Están enfocados a los fenómenos subjetivos más que a los objetivos que ocurren a su alrededor, como el resto de las personalidades introvertidas. Pero la diferencia es que, en este caso, estos fenómenos están más relacionados con las impresiones sensoriales y sus sensaciones internas.
		Extravertido	En este tipo de personalidad se mezclan la búsqueda de las sensaciones tangibles con la experiencia con el entorno y los demás. Necesitan cambiar de estímulos de manera casi constante.
	Intuición	Introvertido	Son muy soñadores y fantasean bastante acerca del futuro, al punto de dejar casi de lado el presente.
		Extravertido	Tendencia a emprender todo tipo de proyectos y aventuras de media o larga duración, y a empezar otra de inmediato cuando terminan. Viajes, creación de empresas, planes de transformación... las perspectivas de futuro relacionadas con la interacción con el entorno son el centro de las preocupaciones de estas personas, e intentan hacer que el resto de miembros de su comunidad las ayuden en sus empeños (independientemente de si los demás salen beneficiados o no).

La teoría de la personalidad de Jung (IV)

- ¿Cómo captan la información? (S) Sensación/(N) intuición.
 - (S) Buscar, mediante los sentidos, la experiencia de lo que ocurre en el momento presente, centrado en la realidad, en lo concreto y en su aplicación práctica.
 - (N) Confiar en información de naturaleza más abstracta o teórica, en presentimientos, en la inspiración, asociada a otra información (vista previamente o descubierta al observar un contexto más amplio o patrón).
- ¿Cómo toman decisiones? (T) pensamiento/(F) sentimiento.
 - (T) Racionalizar, tomar decisiones en cuanto a lo que es razonable, lógico, causal, consistente y se ajusta a reglas.
 - (F) Empatizar con la situación, viéndola desde dentro, tratando de alcanzar la mayor armonía y consenso, considerando las necesidades de las personas involucradas.

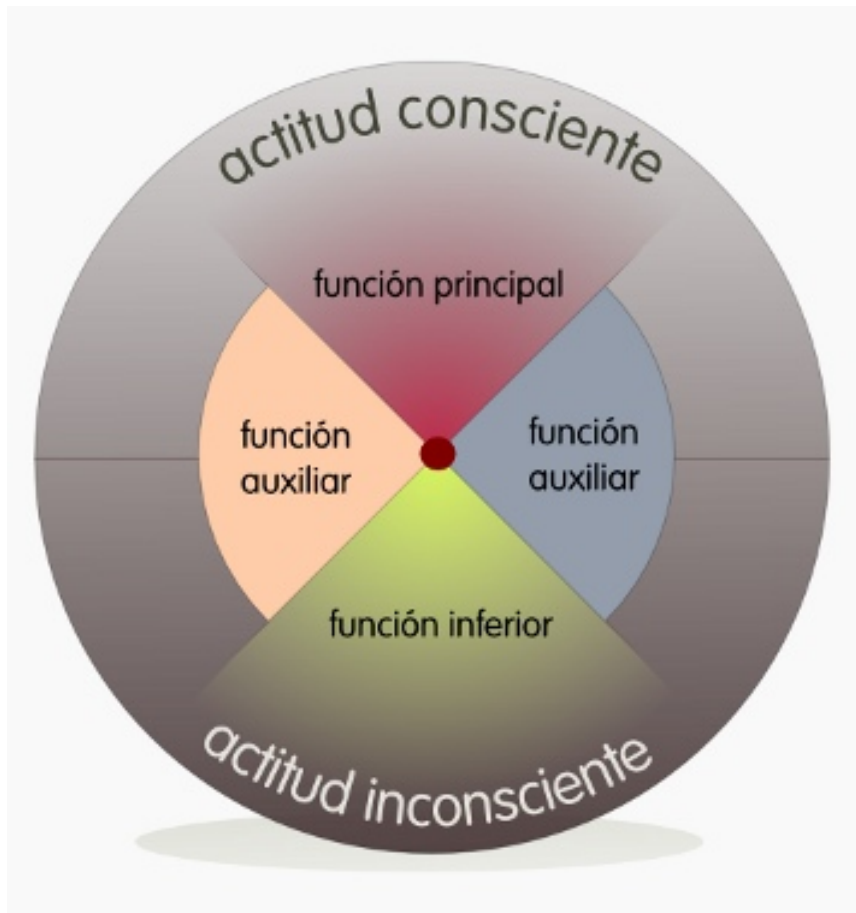
La teoría de la personalidad de Jung (V)

- La teoría del tipo afirma que los niños nacen con la predisposición de preferir unas funciones en lugar de otras.
- Los niños están más interesados en el dominio de su función preferida. Se sienten motivados a ejercitar su función dominante, volviéndose más diestros, adeptos y diferenciados en su uso.
- Gracias al refuerzo que proporciona la práctica constante, se alcanza un mayor control y confianza en esa función. Surge un sentimiento de competencia al ejercerla bien.
- El placer de usar la función se extiende a otras actividades que requieren el uso de dicha función, y conduce a los rasgos, comportamientos y habilidades asociadas con la función.

La teoría de la personalidad de Jung (VI)

- La clave para la dinámica de la teoría se encuentra en la asunción de que las cuatro funciones tiran en direcciones distintas.
- En la teoría del tipo, hay una **función** de las cuatro que es la favorita o la **dominante**. Esta función determina la dirección deseada.
- Las otras **funciones** son importantes, pero se encuentran **subordinadas** y sirven a los propósitos de la función dominante.
- Mientras se desarrolla esta función preferida, se descuida en cierta forma el polo opuesto de la misma preferencia.

Preferencias y Tipo psicológico



La variante de Myers-Briggs (1)



Isabel Briggs Myers



Katharine Cook Briggs

- Añadieron un concepto adicional: El estilo de vida.
- Son las funciones *Juzgadoras* y *Perceptivas*:
 - Juicio: Planifica las acciones y organiza las actividades. Las decisiones y los planes suelen estar basados en análisis lógicos. Aparentan ser organizados, determinados y decididos. Prefieren una vida planificada y organizada.
 - Percepción: Comportamiento externo espontáneo, curioso y adaptable, abierto a nuevos acontecimientos y cambios, y tratan de no perderse nada. Prefieren un tipo de vida flexible y espontánea.

El inventario Myers Briggs Type Indicator (MBTI) (1)

- El MBTI contiene cuatro índices separados: E/I, S/N, T/F y J/P:
 - (E) extraversión - (I) introversión
 - (S) percepción – (N) intuición
 - (T) reflexión – (F) emoción
 - (J) juicio – (P) percepción
- Preferencias básicas del uso de la percepción (S/N) y del juicio (T/F).
- Actitudes o estilos de orientación hacia el mundo interior y exterior (E/I) y estilo de vida (J/P).
- Juntas, estas funciones y orientaciones influyen en cómo una persona percibe una situación y decide qué acción emprender.
- Cada alternativa es o una ramificación en la trayectoria posible para desarrollarse. Existen caminos diferentes que llevan a tipos diferentes.
- El tipo de excelencia hacia el que se dirige la persona viene determinado, según la teoría del tipo, por preferencias innatas que influyen en la toma de decisiones.

El inventario MBTI (2)

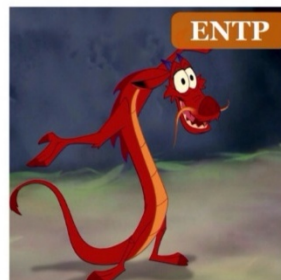
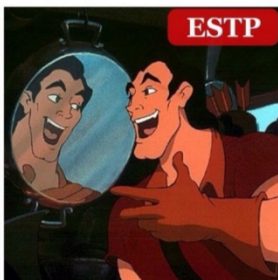
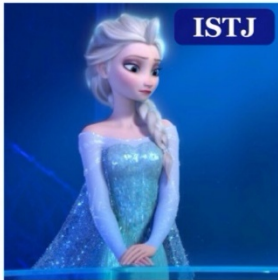
- Las personas crean su “tipo” desarrollando sus preferencias mediante el uso de la percepción y el juicio.
- Quienes tienen las mismas preferencias suele tener en común cualquier cualidad que *resulte* del ejercicio de estas preferencias.
- Los intereses, valores, necesidades y hábitos que surgen de forma natural tienden a producir un tipo reconocible de persona.
- Por lo tanto podemos describir *parcialmente* a los individuos estableciendo sus preferencias como ENTP, ESFJ, INFP, etc.
- Los índices, por tanto, reflejan cuatro dimensiones y 16 tipos que nacen de la combinación de estos primeros. Las letras llevan un orden específico, de manera que la primera refleja la preferencia de E o I, la segunda de la función perceptiva (S o N), la tercera la preferencia de la función de juicio T o F, y la cuarta la función predominante de juicio o percepción (J o P).

EL inventario MBTI (y IV)

- Los resultados se contabilizan para indicar preferencias por cada una de las cuatro escalas:
 - Extraversión-Introversión (EI): orientación de la atención y preferencia por extraer energía del mundo exterior o del propio mundo interior.
 - Sensación-Intuición: forma de adquirir información. Preferencia por atender a los cinco sentidos para saber lo que es real o, a través de un “sexto sentido” y aventurar lo que puede ser (SN).
 - Reflexión-Emoción: de qué manera se toman las decisiones, si se prefiere organizar y estructurar la información para decidir de manera lógica y objetiva o si se suele organizar y estructurar la información decidiendo de forma personal y atendiendo a los valores (TF).
 - Juicio Percepción (JP): qué estilo de vida se prefiere adoptar, planificado y organizado o flexible y espontáneo.
- Por ejemplo, una combinación INTJ significa ser introvertido, intuitivo, reflexivo y juicioso. La fórmula empleada identifica el uso de la función dominante (primera), la auxiliar (segunda) y la inferior (tercera y cuarta).

	Sensación		Intuición		
Introversión	ISTJ	ISFJ	INFJ	INTJ	Percepción
	ISTP	ISFP	INFP	INTP	Juicio
Extroversión	ESTP	ESFP	ENFP	ENTP	Percepción
	ESTJ	ESFJ	ESFJ	ENTJ	Juicio
	Reflexión	Emoción	Reflexión	Emoción	

Figura 4. Dimensiones y tipos Myers-Briggs



THE LORD OF THE RINGS

MBTI Chart



ESTJ

Boromir - The Supervisor



ISTJ

Aragorn - The Inspector



ESFJ

Bilbo - The Provider



ISFJ

Sam - The Protector



ESTD

Gimli - The Promoter



ISTD

Eowyn - The Crafter



ESFP

Pippin - The Performer



ISFP

Arwen - The Composer



ENFJ

Faramir - The Teacher



INFJ

Galadriel - The Counselor



ENFP

Merry - The Champion



INFP

Frodo - The Healer



ENTJ

Eomer - The Fieldmarshal



INTJ

Elrond - The Mastermind



ENTP

Gandalf - The Inventor



INTP

Legolas - The Architect

STAR WARS personality chart

ISTJ  Owen Lars The Inspector Responsible, loyal, and hard working. Have an acute sense of right and wrong and work to preserve established norms and traditions. Somewhat reserved and prefer to work alone, but can make great team members if the need arises. Characterized by the ability to work hard and make sacrifices to keep society running smoothly.	ISFJ  C-3PO The Protector Traditional, loyal, quiet, and kind. Extremely intuitive about people and sensitive to others' needs. Often fear change and try hard to maintain peace and order. Tend to serve behind the scenes without seeking recognition. Like routine and possess excellent follow-through skills. Characterized by the ability to identify the needs of others and meet them selflessly.	INFJ  Obi-Wan Kenobi The Counselor Introspective, caring, sensitive, and complex. Strive for peace and seek to develop and guide others. Value self-control and the pursuit of the greater good. Live their lives with a great purpose, and devoted to the causes they believe in. Characterized by the ability to connect with the essence of others and to identify their strengths.	INTJ  Palpatine The Mastermind Objective, independent, thorough, and adaptable, with well-developed powers of concentration. Natural leaders who strive for perfection. Talented in bringing ideas from conception to reality. Expect perfection from themselves as well as others. Characterized by their desire to produce mastery and achievement that reflects their brilliance.
ISTP  Chewbacca The Crafter Independent and adventurous, yet quiet and reserved. Interested in how and why things work. Adaptable and spontaneous, likes to live in the moment. Loyal to their peers and to their internal value systems, but not overly concerned with respecting rules if they get in the way. Characterized by their ability to get things done.	ISFP  Bail Organa The Artist Quiet, serious, sensitive, and kind. Loyal and faithful, dislike conflict. Have a keen appreciation for beauty due to their highly developed senses. Likely to be original and creative. Highly affectionate, but can be difficult to get to know. Live in the present and yearn for freedom. Characterized by their desire to help and contribute to the well-being of others.	INFP  Luke Skywalker The Idealist Introspective, private, creative, and highly idealistic. Driven by their values, and interested in helping people and serving humanity. Adaptable and laid-back unless a strongly-held value is threatened. Imaginative, often talented in language and writing. Characterized by their ability to be present with another person on a deep level.	INTP  Yoda The Architect Logical, original, reserved, and curious. Focus on ideas, theories, and explanations. Have a calm, serious exterior, but a deeply passionate soul. Appreciate and respect intelligence in others. Have a strong ability to stay on task. Characterized by their ability to design sophisticated systems and theories that improve the lives of others.
ESTP  Han Solo The Promoter Friendly, adaptable, and action-oriented "doers" who are focused on immediate results. Think on their feet and thrive in crises. Informal risk-takers who live fast-paced lives. Never allow rules to get in the way of their ambitions. Straightforward and realistic, take criticism well. Characterized by their ability to get things done and work well with others.	ESFP  Wicket The Performer Outgoing, friendly, and fun-loving. Likely to be the center of attention in social situations. Love new experiences and live for the moment. Adapt readily to new people and environments, can get bored easily. Enjoy material comforts and want the best of what life has to offer. Characterized by their ability to create positive experiences for others.	ENFP  Qui-Gon Jinn The Champion Enthusiastic, idealistic, inspiring, and creative. Actively advocate for what they feel to be important, attracting others to their causes with excellent people skills, warmth, and positivity. Excited by new ideas but tend to get bored with details. Characterized by their ability to inspire and motivate others with their enthusiasm and passion for life.	ENTP  R2-D2 The Inventor Quick, innovative, curious, and resourceful. Excellent ability to understand concepts and apply logic to find solutions. Introspective and carefree nonconformists who are bored by routine. Thrive at finding crafty solutions to technical problems. Characterized by their ability to pursue and succeed at any risk-taking venture.
ESTJ  Darth Vader The Supervisor Practical, realistic, organized, and strategic. Possess natural leadership qualities. Strict boundary setters who take personal responsibility very seriously. Intensely focused on getting results and seek ways to do so in the most efficient way possible. Characterized by their ability to preserve traditions and provide security for their loved ones.	ESFJ  Jar Jar Binks The Provider Warmhearted, conscientious, and popular. Tend to put the needs of others over their own needs. Sensitive to criticism and need positive reinforcement to feel good about themselves. Supportive and generous, can sometimes come across as overbearing due to their capacity for empathy. Characterized by their genuine concern for others, which drives everything they do.	ENFJ  Padme Amidala The Giver Warm, empathetic, and charismatic with excellent people skills. Highly sensitive to the emotions and needs of others, likely to find hidden potential in others and strive to help them fulfill it. Take their obligations to others very seriously. Characterized by their ability to help develop others, and making a lasting difference in people's lives.	ENTJ  Leia Organa The Executive Assertive, strategic, and decisive, with a natural desire to lead. Intelligent and well-informed, value knowledge and competence. Are quick to see illogical and inefficient systems, and develop intelligent solutions in response. Characterized by their ability to lead confidently and reach goals with excellence.

GAME OF THRONES

The Inspector
ISTJ
Stannis Baratheon



Defined by honor and duty. Serious and quiet, extremely thorough, reasonable, and dependable. Usually interested in supporting and enforcing tradition and established norms; well-organized and hard worker. Can usually accomplish any task once they have set their mind to it.

The Protector
ISFJ
Eddard Stark



Quiet, kind, and conscientious. Can be dependent on to follow through. Usually puts the needs of others above their own. Stable and practical, value security and traditions, well-developed sense of ethics and function. Interested in serving others.

The Counselor
INFJ
Jon Snow



Quietly forceful, unselfish, and sensitive. Tends to stick to plans until they are done. Extremely intuitive about people and concerned for their feelings. Well-developed value systems which they strictly adhere to, well-respected for their perseverance to do the right thing. Likely to be individualists.

The Strategist
INTJ
Varys (The Spider)



Independent, original, analytical, and determined. Have an exceptional ability to turn theories into solid plans of action. Natural leaders that value competence and structure. Considerate thinkers. Have very high standards for own performance, and the performance of others.

The Craftsman
ISTP
Jorys Stark



Quiet and reserved, interested in how and why things work. Live for the moment. Uncomplicated in their desires. Loyal to their peers and to their internal values, but not overly concerned with respectful laws and rules if they get in the way of getting something done. Great at finding solutions to practical problems.

The Artist
ISFP
Samwell Barley



Quiet, serious, sensitive and kind. Do not like conflict, and are likely to do things alone, may generate conflict. Loyal and faithful. Extremely well-developed senses, and aesthetic appreciation for beauty. Not interested in leading or controlling others. Original and creative. Enjoy the present moment.

The Healer
INFP
Daenerys Targaryen



Quiet, reflective, and idealistic. Interested in service to others. Well-developed value systems, which they strive to live in accordance with. Extremely loyal. Adorable and lovable, but unless a strongly-held value is threatened, usually tolerant of others. "Mentally watch, and able to see possibilities."

The Thinker
INTP
Moose (The Hound)



Logical, original, creative thinkers. Can become very excited about theories and ideas. Exceptionally capable and driven to turn theories into clear understandings. Master value knowledge, competence and logic. Quiet and reserved, hard to get to know well. Individualistic, having no interest in leading.

The Guardian
ESTJ
Robb Stark



Practical, traditional, and unemotional. Not interested in theory or abstraction unless they see the practical application. Have clear visions of how things should be. Loyal and hard worker. Like to be in charge. Exceptionally capable in organization and routine activities. "Good citizens" who value security and peaceful living.

The Provider
ESFJ
Sansa Stark



Warm-hearted, social, and conscientious. Tend to put the needs of others over their own needs. Feel strong sense of responsibility and duty. Value traditions and security, interested in serving others. Need positive reinforcement to feel good about themselves. Well-developed common sense and practical ability.

The Giver
ENFJ
Margaery Tyrell



Popular and sensitive, with outstanding people skills. Real concern for how others think and feel. Usually dislike being alone. See everything from the human angle. Very effective at managing people issues and leading group discussions. Interested in serving others, and will place the needs of others over their own needs.

The Planner
ENTJ
Daenerys Targaryen



Assertive, outgoing, and driven to lead. Excellent ability to understand difficult problems and create solid solutions. Intelligent and well-informed, usually excel at public speaking. Value knowledge and competence, and usually have little patience with inefficiency or disorganization.

The Promoter
ESTP
Jaime Lannister



Adaptable and action-oriented. "Doers" who are focused on immediate results. Lived in the here-and-now, they're risk-takers who live fast-paced lifestyles. Interested with local examinations. Extremely loyal to their peers, but not usually respectful of laws and rules if they get in the way of getting things done.

The Performer
ESFP
Theon Greyjoy



People-oriented and fun-loving, they make things more fun for others by their enjoyment. Likely to be the center of attention in social situations. Well-developed common sense and practical ability.

The Innovator
ENFP
Brienne Baratheon



Enthusiastic, idealistic, and creative. Able to do almost anything that interests them. Great people skills. Need to live life in accordance with their inner values. Excited by new ideas, but bored with details. Open-minded and flexible, with a broad range of interests and abilities.

The Inventor
ENTP
Theon Greyjoy



Creative, resourceful, and quick. Enjoy debating issues and may be too "one-upmanship". Get excited about new ideas and projects, but may neglect the more routine aspects of life. They enjoy people and are often friendly, curious. Ability to understand concepts and apply logic to find solutions.

Harry Potter MBTI Chart



The Inspector
ISTJ
Harry Potter

Quiet, serious, earn success by thoroughness and dependability. Practical, matter-of-fact, realistic, and responsible. Decide logically what should be done and work toward it steadily, regardless of distractions. Take pleasure in making everything orderly and organized - their work, their home, their life. Value traditions and loyalty.



The Protector
ISFJ
Neville Longbottom

Quiet, friendly, responsible, and conscientious. Committed and steady in meeting their obligations. Thorough, painstaking, and accurate. Loyal, considerate, notice and remember specifics about people who are important to them, concerned with how others feel. Strive to create an orderly and harmonious environment at work and at home.



The Counselor
INFJ
Fleur Delacour

Seek meaning and connection in ideas, relationships, and material possessions. Want to understand what motivates people and are insightful about others. Conscientious and committed to their firm values. Develop a clear vision about how best to serve the common good. Organized and decisive in implementing their vision.



The Mastermind
INTJ
Lord Voldemort

Have original minds and great drive for implementing their ideas and achieving their goals. Quickly see patterns in external events and develop long-range explanatory perspectives. When committed, organize a job and carry it through. Skeptical and independent, have high standards of competence and performance - for themselves and others.



The Crafter
ISTP
Victor Krum

Tolerant and flexible, quiet observers until a problem appears, then act quickly to find workable solutions. Analyze what makes things work and readily get through large amounts of data to isolate the core of practical problems. Interested in cause and effect, organize facts using logical principles, value efficiency.



The Artist
ISFP
Cho Chang

Quiet, friendly, sensitive, and kind. Enjoy the present moment, what's going on around them. Like to have their own space and to work within their own time frame. Loyal and committed to their values and to people who are important to them. Dislike disagreements and conflicts, do not force their opinions or values on others.



The Idealist
INFP
Remus Lupin

Idealistic, loyal to their values and to people who are important to them. Want an external life that is congruent with their values. Curious, quick to see possibilities, can be catalysts for implementing ideas. Seek to understand people and to help them fulfill their potential. Adaptable, flexible, and accepting unless a value is threatened.



The Architect
INTP
Luna Lovegood

Seek to develop logical explanations for everything that interests them. Theoretical and abstract, interested more in ideas than in social interaction. Quiet, contained, flexible, and adaptable. Have unusual ability to focus in depth to solve problems in their area of interest. Skeptical, sometimes critical, always analytical.



The Promoter
ESTP
Sirius Black

Flexible and tolerant, they take a pragmatic approach focused on immediate results. Theories and conceptual explanations bore them - they want to act energetically to solve the problem. Focus on the here-and-now, spontaneous, enjoy each moment that they can be active with others. Enjoy material comforts and style. Learn best through doing.



The Performer
ESFP
Fred and George Weasley

Outgoing, friendly, and accepting. Exuberant lovers of life, people, and material comforts. Enjoy working with others to make things happen. Bring common sense and a realistic approach to their work, and make work fun. Flexible and spontaneous, adapt readily to new people and environments. Learn best by trying a new skill with other people.



The Champion
ENFP
Nymphadora Tonks

Warmly enthusiastic and imaginative. See life as full of possibilities. Make connections between events and information very quickly, and confidently proceed based on the patterns they see. Want a lot of affirmation from others, and readily give appreciation and support. Spontaneous and flexible, often rely on their ability to improvise and their verbal fluency.



The Inventor
ENTP
Albus Dumbledore

Quick, ingenious, stimulating, alert, and outspoken. Resourceful in solving new and challenging problems. Adept at generating conceptual possibilities and then analyzing them strategically. Good at reading other people. Bored by routine, will seldom do the same thing the same way, apt to turn to one new interest after another.



The Supervisor
ESTJ
Hermione Granger

Practical, realistic, matter-of-fact. Decisive, quickly move to implement decisions. Organize projects and people to get things done, focus on getting results in the most efficient way possible. Take care of routine details. Have a clear set of logical standards, systematically follow them and want others to also. Forceful in implementing their plans.



The Provider
ESFJ
Ron Weasley

Warmhearted, conscientious, and cooperative. Want harmony in their environment, work with determination to establish it. Like to work with others to complete tasks accurately and on time. Loyal, follow through even in small matters. Notice what others need in their day-by-day lives and try to provide it. Want to be appreciated for who they are and for what they contribute.



The Giver
ENFJ
Cedric Diggory

Warm, empathetic, responsive, and responsible. Highly attuned to the emotions, needs, and motivations of others. Find potential in everyone, want to help others fulfill their potential. May act as catalysts for individual and group growth. Loyal, responsive to praise and criticism. Sociable, facilitate others in a group, and provide inspiring leadership.



The Executive
ENTJ
Draco Malfoy

Frank, decisive, assume leadership readily. Quickly see illogical and inefficient procedures and policies, develop and implement comprehensive systems to solve organizational problems. Enjoy long-term planning and goal setting. Usually well informed, well read, enjoy expanding their knowledge and passing it on to others. Forceful in presenting their ideas.