

Type Distribution of the U.S. National Representative Sample and of U.S. Lawyers

ISTJ 11.6% <i>10.9%</i>	ISFJ 13.8% <i>3.3%</i>	INFJ 1.5% <i>3.1%</i>	INTJ 2.1% <i>7.2%</i>
ISTP 5.4% <i>4.7%</i>	ISFP 8.8% <i>1.4%</i>	INFP 4.4% <i>4.8%</i>	INTP 3.3% <i>8.9%</i>
ESTP 4.3% <i>5.4%</i>	ESFP 8.5% <i>1.8%</i>	ENFP 8.1% <i>6.8%</i>	ENTP 3.2% <i>11.1%</i>
ESTJ 8.7% <i>11.9%</i>	ESFJ 12.3% <i>4.1%</i>	ENFJ 2.5% <i>5.0%</i>	ENTJ 1.8% <i>9.7%</i>

Lawyer numbers from MBTI Type Table for Occupations, page 137, Mountain View, CA, CPP, Inc., 2008.

"IN THE GRIP" - TRIGGERS AND BEHAVIORS

TYPE (DOMINANT FUNCTION)	WHEN USING THE DOMINANT FUNCTION	IN THE GRIP OF THE INFERIOR FUNCTION	COMMON TRIGGERS OF THE INFERIOR FUNCTION	WHAT HELPS
ESTJ, ENTJ (Extraverted Thinking)	Make Decisions; Look for Truth, Effectiveness, and Commitment; Enjoy Leadership	Hypersensitive to Criticism; Prone to Emotional Outbursts; Uncomfortable With Their Own Feelings and Those of Others	Violation of Their Core Values; Accusations of Coldness; Remorse Over Their Unfeeling Actions	Solitude; Rest; Assessment of Limitations
ISFP, INFP (Introverted Feeling)	Known as Trustworthy and Affirming; Focus on the Best in Others; Maintain Inner Harmony	Judgmental; Critical of Others; Acting Before Thinking Things Through	Negative Atmosphere; Fear of Loss or Failure in a Relationship; Violation of Values	Time; Acknowledge the Effect of Criticism on Others; Emphasize Established Skills
ISTP, INTP (Introverted Thinking)	Observe Objectively in Order to Find the Truth; Use Logical Analysis Adeptly, Applying That Analysis to People and Events; Known for Depth of Knowledge	Overly Defensive When Trying to Prove the "Logic" of Their Feelings; Excessively Sensitive About Relationships; Too Emotional	When Others Are Overly Emotional; Situations That Appear Arbitrary or Uncontrollable; Having No Time for Reflection	Time Alone Doing Activities They Enjoy; Physical Activity; Having Others Give Them Space
ESFJ, ENFJ (Extraverted Feeling)	Depend on Feelings, Which are Considered More Rational Than Logic; Known for Sensitivity to the Needs of Others; Able to Easily and Appropriately Express Emotion	Overly Critical and Domineering; Sidetracked by Poor Logic; Compulsively Search for Answers in Books or Unusual Philosophies	Being Asked to Compromise a Value; Being Misunderstood or Belittled by Others; Experiencing Too Much Conflict, Too Little Harmony	Change in Routine; A New Project; Confiding in an Understanding Friend or to Self Through Journaling
ESTP, ESFP (Extraverted Sensing)	Take In and Sort All the Data the Senses Provide; Accept the World at Face Value; Enjoy Everyday Life	Imagine Doom and Gloom; Misinterpret the Motives of Others; Obsessed With Mystical Life Views	Overcommitment; Being Forced to Make Decisions About the Future; Having Too Much Structure at Work	Contingency Planning; Solitary Activities (Gardening, Exercise, Etc.); Getting Help From Others to Adjust Priorities
INTJ, INFJ (Introverted Intuition)	Demonstrate Intellectual Clarity; Sort Intuitive Hunches Accurately; Have Long-Term, Novel Perspectives	Overindulge in Sensing (TV, Food) Without Enjoyment; Approach the World as an Enemy; Overwhelmed by Sensory Data	Dealing With Details; Experiencing Unexpected Events; Too Much Extraverting	Space; Quiet, Natural Surroundings; Using Thinking to Find Solutions or Feeling to Allow Themselves to be Less Serious
ISTJ, ISFJ (Introverted Sensing)	Exhibit Efficiency, Calmness, and Attention to Specifics; Focused on the Present and Perfecting the Tried and True; Aware of Their Sensory Experiences	Anxious Over Facts and Details; Reckless and Impulsive; Worried About Possible Future Disasters	Experiencing Change, Prospect of the Unknown; When Others Deny Reality (Especially Dominant Intuitive Types); Overdoing Reliability and Efficiency	Finding Others Who Will Take Them Seriously; Delegating Details; Working Through Auxiliary Thinking to Find Feeling Solutions
ENFP, ENTP (Extraverted Intuition)	Focus on Their Vision of the Big Picture; Pursue New ideas Optimistically; Identify Future Trends With Uncanny Ability	Depressed and Withdrawn; Obsessed With Details and Information; Focused on Physical Symptoms	Overcommitted and Tired; Attending to Details; Violation of Important Values or Principles	Meditation; Positive Use of Sensing (Physical Exercise, Sleep, Healthy Diet); Using Thinking or Feeling to Lend Perspective

Type Exaggeration

Type exaggeration is a warning sign that we're stressed. When we're stressed, we try to stay on top of things by over-using the best developed parts of our personality. Here are some examples of type exaggeration from *WorkTypes* by Jean Kummerow, Nancy Barger and Linda Kirby, Warner Books, 1997, Chapter 9.

S: For Sensors (people with focus on details/facts/present)

Normal, balanced

Aware of their immediate physical environment

Focused on the "right" details

Somewhat exaggerated

Focused on one aspect of their environment or job

See only the "right" details

Out of control

Obsessed with one thing!

Obsessed and fixated on the "ONLY" important detail

N: For Intuitives (people with focus on big picture/possibilities/the future)

Normal, balanced

See the possibilities

Enthusiastic

Clarity of vision

Somewhat exaggerated

Scatter attention on all the possibilities

Try to make everyone else enthusiastic

Sure about their clarity of vision

Out of control

Swamped by possibilities

Manic

Arrogance about their clarity of vision

T: For Thinkers (people concerned with logical implications)

Normal, balanced

Search for truths and logical explanations

Organized

Critique in an analytical way

Somewhat exaggerated

Focus on finding *the* truth

Controlling ("We *will* be organized!")

Critical monologues ("This is so stupid!")

Out of control

Obsessive insistence on the truth they have found

Rigid ("You must be organized *my* way!")

Dismissal of the perspectives of others

F: For Feelers (people concerned with the impact on individuals/human values)

Normal, balanced

Loyal

Caring for others

Somewhat exaggerated

Defensively loyal

Knowing what's best for others

Out of control

Embattled martyrs

Self-righteous about what's best for others