

# Mental Mechanisms

## **General Orientation:**

### **Extraversion – Introversion**

Extraverts tend to speak freely about whatever is on their mind. They develop their thoughts by talking through them with others. Extraverts gain energy from chatting with others.

Introverts are somewhat territorial with their mental space and personal space. They need time to think and reflect before sharing their thoughts. Introverts gain energy from quiet time.

## **Modes of Operation:**

### **Planned – Spontaneous**

Individuals who have a preference for operating in a planned manner find comfort in following routines and schedules. They have an innate drive to make decisions as soon as possible and bring things to closure.

Individuals who have a preference for operating in a spontaneous manner find schedules and routines restricting. They have an innate drive to keep options open. They crave variety and flexibility and may change their minds often.

## **Information Gathering:**

### **Hands-On – Theoretical**

Individuals who prefer hands-on gathering of information using their five senses focus on the present moment and proceed one step at a time. They appreciate clear objectives and tangible results.

Individuals who prefer theoretical gathering of information by means of insights focus on future possibilities and pull from all directions at once to see the big picture. They appreciate opportunities to be creative and use their imagination.

## **Decision-Making:**

### **Objective- Subjective**

Individuals who prefer making decisions objectively seek clarity and have a sincere need to evaluate and improve. They make decisions based on logic and impersonal facts.

Individuals who prefer making decisions subjectively seek harmony and need to know that others care how they feel. They make decisions based on values and personal impact.

**Circle your preferences for each pair of Mental Mechanisms:**

If you feel you are tied, simply circle both mechanisms in the pair.

**Extraversion**

**Introversion**

**Planned**

**Spontaneous**

**Hands-On**

**Theoretical**

**Objective**

**Subjective**