MYERS-BRIGGS TYPE INDICATOR® | GLOBAL STEP I™
PROFILE

Prepared for
MARTIN SAMPLE

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Your Myers-Briggs® Profile is designed to help you understand your results on the *Myers-Briggs Type Indicator*® (MBTI®) assessment. This assessment identifies which of 16 different personality types best describes you.

Your answers to the questions on the MBTI assessment show which preference in each of four pairs of opposites you favor. Your preferences are choices between equally valuable and useful qualities. Each preference is indicated by a letter.

<table>
<thead>
<tr>
<th>Your Myers-Briggs personality type</th>
<th>Your preferences</th>
</tr>
</thead>
<tbody>
<tr>
<td>ESTJ</td>
<td>Extraversion</td>
</tr>
</tbody>
</table>

**THE WAY YOU DIRECT AND RECEIVE ENERGY**

**Extraversion**
People who prefer Extraversion tend to direct their energy toward the outside world and get energized by interacting with people and taking action.

**Introversion**
People who prefer Introversion tend to direct their energy toward their inner world and get energized by reflecting on their ideas and experiences.

**THE WAY YOU TAKE IN INFORMATION**

**Sensing**
People who prefer Sensing tend to take in information that is real and tangible. They focus mainly on what they perceive using the five senses.

**Intuition**
People who prefer Intuition tend to take in information by seeing the big picture. They focus mainly on the patterns and interrelationships they perceive.

**THE WAY YOU DECIDE AND COME TO CONCLUSIONS**

**Thinking**
People who prefer Thinking typically base their decisions and conclusions on logic, with accuracy and objective truth the primary goals.

**Feeling**
People who prefer Feeling typically base their decisions and conclusions on personal and social values, with understanding and harmony the primary goals.

**THE WAY YOU APPROACH THE OUTSIDE WORLD**

**Judging**
People who prefer Judging typically come to conclusions quickly and want to move on, and take an organized, planned approach to the world.

**Perceiving**
People who prefer Perceiving typically look for more information before coming to conclusions and take a spontaneous, flexible approach to the world.
TYPE DESCRIPTION: ESTJ

Decisive, clear, assertive
 Logical, analytical, objectively critical
 Adept at organizing projects, procedures, and people
 Value competence, efficiency, and results
 Prefer proven systems and procedures
 Focus on the present; apply past experience to deal with problems
 Seen as conscientious, dependable, decisive, outspoken, self-confident

Some of these descriptors may not fit you because you are a unique person. Although most ESTJs have personality attributes in common, there are still plenty of individual differences among people who share the same four-letter type.

Your MBTI responses indicate not only your preferences, but also the probability that your reported preferences really do fit you. The graph below shows the probability index for each of your preferences. The closer the blue marker is to a preference, the greater the probability that the preference describes you well. The probability index does not measure how much of a preference you have or how well you use that preference. It simply shows how likely it is that the preference you reported is accurate for you.

PROBABILITY INDEX FOR EACH OF YOUR MBTI® PREFERENCES

<table>
<thead>
<tr>
<th></th>
<th>VERY LIKELY</th>
<th>LIKELY</th>
<th>SOMEWHAT LIKELY</th>
<th>LIKELY</th>
<th>VERY LIKELY</th>
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<tr>
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<td>98</td>
<td>94</td>
<td>84</td>
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<td>JUDGING</td>
<td>80</td>
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<td>94</td>
<td>84</td>
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</tbody>
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Each of the Myers-Briggs types is characterized by its own interests, values, and unique gifts. Although each individual tends to use his or her preferences most naturally and most often, keep in mind that everyone can and does use all of the preferences from time to time, depending on what the situation calls for. For a more complete understanding of the 16 different personality types, refer to the Introduction to Myers-Briggs® Type booklet by Isabel Briggs Myers or to the many other MBTI resources that are available.