

What's Your Style?

Judging Styles

Analytic

active/focused/fixed
Often in business, law,
science, or technology

"Manager" Te

Committed to succeed at a few ambitious goals. Speak logically and confidently. Apply a business mindset to affairs. Manage and drive others as resources to get things done. May put speed and profit above usefulness or accuracy.

"Ideologue" Ti

Stubborn on principles. Stick to a singular, most-worthy framework that can explain everything. Define precisely. Provide expert logic and guidance. Bring order to ideas. Correct errors, poor thinking, and wrong approaches.

"Shepherd" Fe

Announce values and prescribe the best actions. Corral outliers and encourage them to join the group. Actively work to fix relationships. Inspire as an orator. Make sacrifices, and ask others to sacrifice, in a push to meet needs.

"Quester" Fi

Pursue a singular life quest or truth. Aim for moral clarity. Dedicated to a congruent set of beliefs. Align quest and core personal identity. Listen to a select voice like one's own conscience. Contain your feelings.

Holistic

receptive/diffuse/yielding
Often in the arts, humanities,
or social service

"Builder" Te

Helpful hard worker. Efficient, frugal, economical, and timely. Focus on doing work right. Avoid distractions. Perfect details and optimize functionality. Comfortable with different forms of complexity and multiple projects.

"Systemist" Ti

Take multiple points of view. Find patterns in the chaos. Notice how systems scale, and apply principles in a fluid way. People, art, nature, and technology all interrelate. Understand and find leverage in the messiness of life.

"Host" Fe

Enjoy supporting your community, family, and friends. Value harmony with others over being right. Sensitive to negative feedback. Accommodate people's many differences. Can be self-sacrificing as you even help foes.

"Romantic" Fi

Live a life of deep quiet feeling. Listen to and harmonize with many voices. Pursue multiple soft quests. Allow room for inner and outer conflicts. Identity is subtle, diffuse, and varies in the context of each relationship.

Perceiving Styles

Analytic

active/focused/fixed
Often in business, law,
science, or technology

"Mover" Se

Physically active. Move, and move others. Aggressive style. Tackle problems directly. Alert for relevant data. Court danger. Focus on actionable options for tangible, bottom-line results. Impulsive, strong, and maybe crude.

"Defender" Si

Act as an anchor. On guard, and guard others. A firm sense of culture and history. Stick with the strongest impressions from your upbringing. Prefer convenience and familiarity. Block big changes. Traditional. Aim to civilize.

"Marketer" Ne

Put on a show. Pitch and juggle many ideas, trusting quantity over quality in search of advantages or gains. Recruit others and rely on strong energy of ideas to shift situations to one's liking. Court uncertainty for progress.

"Visionary" Ni

Stick to a singular vision of the future to improve self and society. Be certain of a few compelling insights. Don't let go or water down. Turn realizations into principles. Apply many complex concepts. Act as a guiding spirit.

Holistic

receptive/diffuse/flexible
Often in the arts, humanities,
or social service

"Sensate" Se

Absorb sensory experiences. Enjoy life's pleasures. Trust rich sensory data. Prefer fun, relaxing activities. Attend to others' motion and get in synch with them. Sensual style. Appreciate beauty. Artistic, graceful, and inviting.

"Hearth" Si

Maintain home and traditions. Draw on a big memory bank of sense impressions. Feel grounded. Adapt to the group's changes and flex to others' will. Prefer comfort and safety. Sensitive to subtle sensory variations.

"Catalyst" Ne

Notice subtle patterns. Negotiate toward a novel win-win outcome with a relaxed, subtle style. Use humor and disguises. Include and promote others. Search for the highest quality potential possibilities for everyone's gain.

"Oracle" Ni

Hold lightly many interrelated insights. Connect to the many facets of the archetypal world. Open to transformation. Respond to others' questions, and innovate for the group. Cultivate an aesthetic or spiritual practice.

Analytic vs. Holistic Styles

Dr. Jung described eight psychological types (aka cognitive processes). When we look closer at his work and at scientific data, we see that each of these eight comes in two styles: *Analytic* or *Holistic*. For your favorite process, you likely develop a bias for one style early in life, and later you likely develop the other style. Let's explore these.

We can cluster people based on their brain wiring. Your brain wiring is how different regions of your brain connect and work together as a social network. To keep it simple, we can sort brain wiring into two groups, sometimes called *Analytic* and *Holistic*. To understand these terms, imagine driving a car. You keep up two kinds of attention. One kind is focused, such as looking for specific signage as part of following directions. It is more "left brain". The other is global as you attend in a diffuse way to the whole traffic environment so that you can respond to anything that comes up. It is more "right-brain". Brain wiring reflects habits over a period of time, and generally, such brain data is reliable for two years, suggesting that people can and do change their style.

There are statistical trends. Among youth (age 15-25), a person's style *tends* to link to biological sex. This is no surprise since the adolescent brain is shaped by sex hormones and social expectations. However, among adults (age 25+), these two styles correlate strongly to career choice instead. The Analytic style *tends* to be in business, law, science, or technology, whereas the holistic style *tends* to be in the arts, humanities, and social services. Of course, every person has a unique brain. The links are statistical. Moreover, most people can flex moderately well with context. You might show one style at work and another style at home. Among older persons (age 55+), differences in style tend to disappear altogether. Likely, we integrate the styles as we find balance in life.

The 2-page chart on the facing side offers snapshots of all eight processes with both styles. Please explore the chart, rate the snapshots to determine a profile for yourself, and answer the questions below. For each process, you may select one style (Analytic or Holistic) as *most* like you, checking the box alongside it. Think of it like handedness or as what's in the foreground versus the background. Or, you may assign a percentage value for each such as 70% versus 30%.

Finding Balanced Use

Please answer the questions below using the two-page chart as a reference. When you are unsure, consider that one style often finds expression later in life than the other style, or we show a style only in a specific context only, or one style provides a background context for what we feel is "us" in the foreground. Also, feel free to share and compare with others who know you well.

1. What's your "judging" style? For your favorite judging process, describe several ways that you are Analytic and/or Holistic.

2. What's your "perceiving" style? For your favorite perceiving process, describe several ways that you are Analytic and/or Holistic.

3. What's your history? Has a favorite style changed since your youth? How did parents or social roles influence your style? Did a style change come with a career change? Explore how you've shifted and why.

4. Meeting Your Needs? How well is your overall profile meeting your needs and fulfilling your potential? Where is one area where you could stretch to gain more balance?