

Introverts and Extroverts

Introverts think before they speak and usually say little. They prefer a few close friends rather than many acquaintances, and would often opt for a quiet night at home rather than a social get-together. They may be warm, caring, and friendly toward people, but social interaction drains them (they feel slightly uncomfortable in groups), so they need a heavy balance of energizing solitude. They need to get alone where they can relax, “let down,” and be themselves again.

Extroverts, on the other hand, derive energy from interaction with people. Most extroverts enjoy working and playing on a team. They usually have friends and spend much of their time with others. Extreme extroverts love nothing more than a party – and usually end up being the life of it. They tend to talk a lot; in fact, it sometimes seems they have to talk in order to figure out what they think. Extroverts enjoy solitude now and then, but too much of it drains them emotionally. They need the inspiration of interaction to keep their batteries charged.

<i>Person</i>	<i>Introvert or Extrovert</i>	<i>Rating</i>
Me:	<i>Introvert or Extrovert</i>	Very Strong Strong Mild
Spouse:	<i>Introvert or Extrovert</i>	Very Strong Strong Mild

Sensers and Intuitives

If **sensers** were to describe themselves in one word, it would probably be “practical.” Sensing people tend to base their reality on facts, facts, and more facts. They have their feet firmly planted in reality. Giving little thought to what might have been or what may be in the future, they focus on what really happened or what is. They look to the past, learn through experience, and highly value other people's experiences. When “sensing” employers interview potential employees, they tend to focus questions on the applicants' history, reasoning that past experience is the best basis for assuming future productivity.

Intuitives would probably describe themselves as “innovative.” For them, what is can always be improved upon. Their vague sense of dissatisfaction with reality propels them toward change. The future intrigues them far more than the past or present, and they are fascinated with ideas and possibilities. Intuitive employers interviewing prospective employees tend to pay more attention to what the applicant says regarding the future of the organization than what he or she has done in the past. Intuitives delight others with their speculation, imagination, creativity, and poetic imagery, but because their heads are often in the clouds, they are subject to error regarding facts and details.

<i>Person</i>	<i>Senser or Intuitive</i>	<i>Rating</i>
Me:	<i>Senser or Intuitive</i>	Very Strong Strong Mild
Spouse:	<i>Senser or Intuitive</i>	Very Strong Strong Mild

Thinkers and Feelers

A third category – that of thinkers and feelers – shows how people differ in the area of assessing choices and making decisions.

Thinkers take a logical approach to life, preferring to let their heads rule. They tend to be cool and calculated, cut-and-dried. They concern themselves with right and wrong, with prudence, with goals, with efficiency. In the legal system, they cry for justice, in business, for productivity and profit, in education, for unwavering truth. If something is right, they do it. If something is fair, they promote it. If something makes sense, they pursue it.

Feelers prefer to let their hearts rule. They feel deeply themselves and empathize easily with how others feel. They tend to base their decisions on how their choices will affect others. They hate it when people feel sad or hurt or discouraged, and long to be able to ease their pain. They prefer mercy over justice, put people ahead of profits, and sometimes see gray where thinkers see black and white.

<i>Person</i>	<i>Thinker or Feeler</i>	<i>Rating</i>
Me:	<i>Thinker or Feeler</i>	Very Strong Strong Mild
Spouse:	<i>Thinker or Feeler</i>	Very Strong Strong Mild

Initiators and Responders

Initiators create ideas and action. They are aggressive, assertive, and willing to confront. They tend to be outspoken, often talking loudly and quickly, adding emphasis with intonation and body language. Initiators make decisions easily, and express them with directness and intensity. They know how to take charge and like to do it. They can be excellent leaders, though they sometimes seem overwhelming to others.

Responders prefer to let other people's ideas and actions come their way. They are less assertive and aggressive than initiators and avoid confrontations whenever possible. They are indecisive and cautious, and tend to speak quietly and unemotionally, hesitating to express their opinions for fear of imposing them on others. They listen carefully, avoid the use of power if at all possible, and have a generally supportive attitude. Others view them as shy, but likable.

<i>Person</i>	<i>Initiator or Responder</i>	<i>Rating</i>
Me:	<i>Initiator or Responder</i>	Very Strong Strong Mild
Spouse:	<i>Initiator or Responder</i>	Very Strong Strong Mild

5 Love languages

Words of Affirmation - Actions don't always speak louder than words. If this is your love language, unsolicited compliments mean the world to you. Hearing the words, "I love you," are important—hearing the reasons behind that love sends your spirits skyward. Insults can leave you shattered and are not easily forgotten.

Quality Time - In the vernacular of Quality Time, nothing says, "I love you," like full, undivided attention. Being there for this type of person is critical, but really being there—with the TV off, fork and knife down, and all chores and tasks on standby—makes your significant other feel truly special and loved. Distractions, postponed dates, or the failure to listen can be especially hurtful.

Gifts - Don't mistake this love language for materialism; the receiver of gifts thrives on the love, thoughtfulness, and effort behind the gift. If you speak this language, the perfect gift or gesture shows that you are known, you are cared for, and you are prized above whatever was sacrificed to bring the gift to you. A missed birthday, anniversary, or a hasty, thoughtless gift would be disastrous—so would the absence of everyday gestures.

Acts of Service - Can vacuuming the floors really be an expression of love? Absolutely! Anything you do to ease the burden of responsibilities weighing on an "Acts of Service" person will speak volumes. The words he or she most want to hear: "Let me do that for you." Laziness, broken commitments, and making more work for them tell speakers of this language their feelings don't matter.

Physical Touch - This language isn't all about the bedroom. A person whose primary language is Physical Touch is, not surprisingly, very touchy. Hugs, pats on the back, holding hands, and thoughtful touches on the arm, shoulder, or face—they can all be ways to show excitement, concern, care, and love. Physical presence and accessibility are crucial, while neglect or abuse can be unforgivable and destructive.

<i>Person</i>	<i>Primary Love Language</i>
Me:	
Spouse:	

<http://www.5lovelanguages.com/assessments/love/>

Bonus Question

How many points did your team score? _____