

Outline for Presenting Type to Individuals

Distribute *Introduction to Type*® booklet (ITT) and use it during your presentation. It will lead you through the process, provide a structure for you, and ensure that your client gets accurate information.

Purpose: Clarify why client is taking MBTI® instrument and establish confidentiality

Process: Outline the process you will use

Background/context of MBTI instrument

- Based on theory developed by Jung.
- Instrument developed by Briggs and Myers, beginning in early 1940s.
- Form M published in 1998, based on national representative sample of adults in the United States.
- Most widely used personality inventory in the world.

Define “preference” as used by MBTI instrument

- Use “handedness” activity (ITT, p. 8).
- Distinguish natural preference from developed skills.

Define each set of opposites and give examples appropriate to client

- Watch your biases—be sure to give equal time to both sides.
- Direct client’s attention to definitions and characteristics (ITT, pp. 9–10).
- Ask client to talk about when he or she uses each side of the dichotomies: “When do you use Extraversion? When do you use your Introverted part?” This affirms that everyone uses both sides and often helps clients clarify which preference is most energizing and which is more a response to environmental requirements.
- Ask client to self-assess for each set of opposites: “Which do you think is your natural home base?” Refer back to handedness activity if client is having difficulty distinguishing natural preference from developed skills.

Verify type and decide on “best fit”

- After going through all four sets of opposites, help client identify his or her “first hypothesis,” the four letters he or she chose as you were defining the preferences (ITT, p. 11).
- Return client’s results by saying, “Here is a report on how you responded to the items on the MBTI instrument. This is your ‘second hypothesis’” (ITT, p. 11). This gives the client clear ownership of his or her MBTI results.
- If the two hypotheses are the same, have client read his or her full-page type description (ITT, pp. 14–29) and apply it to himself or herself. What fits? What doesn’t fit?
- If the two hypotheses differ, lead client through a verification process such as the one outlined in ITT, pp. 11–12.

Use resources to help client apply the information to his or her purpose for taking the instrument.

- Applications material in ITT
- Other resources

And have some fun!