

1. **Introduction:** Last lesson we looked at some details about the 2 temperament groups identified as SJ's and SP's. This lesson we will look at the other 2 groups, NF's and NT's.
2. **NF's (Idealists):** NF's prefer an idealistic view of the world. They incline toward a diplomatic perspective on events. They enjoy mentoring roles such as teacher and counselor, as well as active advocate roles such as championing a cause or assisting in curing relationship or organizational problems.
 - They prefer to spend time cultivating relationships, pursuing self-development, and helping others develop their potential.
 - They incline toward abstract, global, and personal. meaningful activities. They tend to focus on human potential, ethics, culture, quality of life, metaphysics, and personal development. NF's tend to be future oriented and people focused.
 - NF's tend to relate to others empathetically. They often have a keen ability to anticipate and reflect unspoken issues and intentions. They are good at praising and rewarding people.
 - They excel at enthusiastic interactions, participatory leadership, personalizing the impersonal, motivating and facilitating growth in those around them. They appear to be natural catalysts of group formations and interaction.
 - They yearn to live a life of significance, making a difference in the world, while maintaining a unique, whole-person identity.
 - NF's prefer abstract interpretive communication. Abstract refers to things that cannot be observed by the 5 senses but only imagined. Interpretive refers to explaining the "true" meaning of something.
 - NF's desire to uncover meaning and significance in the world around them by finding and interpreting the truth "behind the facts".
 - They tend to focus on things like love and hate, belief, possibility, symbols, intellect, emotions, temperament, will, character, and personality.
 - There are concrete consequences associated with most of these concepts, but the things themselves are not concrete. NF's seem to have a sixth sense about people.
 - NF's often feel they just know what people are up to, or what they truly mean. They think they are extraordinarily sensitive to mere hints of things.
 - To others, NF's sometime seem to arbitrarily transform one thing into another, joining opposites, eliminating distinctions, and combining categories.
 - NF's are naturally inductive in thought and speech and tend to move quickly from the part to the whole, from a few particulars to sweeping generalizations, from the smallest sign of something to its entirety. These "intuitive leaps" can be astonishing to others.
 - NF's place high value on authenticity in people, relationships, and organizations.
 - NF's seek affiliation, harmony, and cooperation in social situations and often adopt a nurturing role toward those around them.

- As leaders, **NF**'s are oriented toward diplomacy, good in roles of Mentor or Advocate.
- They prefer to be a catalyst facilitating, motivating, and energizing people to cooperatively work together, all the while maintaining high morale.
- The impersonal is stressing to them. They tend to suffer in situations where their preferences for esteem, relationship, and significance are not met.
- They prefer to avoid, if possible, argumentative, or competitive atmospheres.
- **NF**'s are enthusiastic, sympathetic, benevolent, imaginative, insightful, spiritual, and subjective. Only about 12-15% of the U.S. population are **NF**'s, but their influence is great.
- Most non-technical writers and many teachers and counselors come from this group – novelists, dramatists, TV writers, playwrights, journalists, poets, biographers.
- Technical and scientific writers tend to be **NT**'s. Writers who wish to inspire and persuade, who produce literature, most often are **NF**'s.
- The questions **NF**'s ask about the meaning of life, of their own lives, and what is significant for humankind, saturate fictional literature. **NF**'s believe the pen is mightier than the sword.
- **NF**'s are best at Diplomacy, next Strategy, next Logistics, and last Tactics.
- Some **NF**'s are expressive (**E**), some are reserved (**I**), some are structured and orderly (**J**), and some are flexible and spontaneous (**P**).
- But all are idealists focused on relationships and searching for meaning and authenticity.
- Famous **NF**'s include Leo Tolstoy, Pearl S. Buck, James Joyce, Mohandas Gandhi, Eleanor Roosevelt, Leon Trotsky, Vladimir Lenin, Mikhail Gorbachev, Jane Fonda, Alexander Hamilton, Thomas Paine, Plato, Soren Kierkegaard.

3. **NT's (Rationalists or Conceptualists):** **NT**'s prefer an objective strategic view of the world, a view based on knowledge and understanding.

- They enjoy roles involving acquiring knowledge and using it competently, whether for its own sake, or for the political, pragmatic, or strategic advantage to self or others.
- They incline toward abstract enduring concepts – things that were true in the past, are true in the present, and will be true in the future.
- **NT**'s prefer to communicate in abstract terms and do not usually use many concrete words.
- Concrete words refer to observable things. Abstract words refer to imaginable things.
- Everyone can both observe what is before them and imagine things that are not before them, but they don't do the two things equally well.
- People are inclined either toward language describing observable things or toward conceptual things. That is, toward objects or toward ideas. **NT**'s incline toward ideas.
- They strive for coherency in debate or arguments. They try to make certain that each set of words advance the argument, that nothing is inserted that doesn't logically belong, and nothing left out that is logically necessary. **NT**'s tend to enjoy words and verbal intricacy.
- **NT**'s prefer to appear unemotional when communicating, but often cannot do so.
- They tend to qualify their statements with modifiers such as "likely," "probably," "usually," "maybe," "to some degree," "not likely," and "occasionally."

- NT's define their terms often and clearly. Their prevailing mood is tranquility.
- NT's excel in identifying and solving problems and enigmas, in unraveling mysteries,
- They tend to be competitive, independent, and make friends based on shared interests.
- NT's admire and value competence, coherence, quality, will power, and genius.
- They dislike incompetence, injustice, weak will, and redundancy.
- They tend to focus on the patterns and meaning that exist in all things. They enjoy strategizing, planning, forecasting, trend analysis, building theories, and recognizing or discovering principles. NT's seek the "why" behind things and events.
- They prefer to "think systems." They move with facility from the big picture to the minute details of things or situations.
- NT's are analytical, competent, complex, curious, efficient, exacting, impersonal, intellectual, logical, independent, inventive, systematic, and strategic.
- These preferences lead NT's to develop skills in mathematics, science, engineering, technology, philosophy, architecture, and indeed, anything complicated and demanding.
- To NT's work is pleasure and pleasure is work. They are likely to be a "workaholic."
- NT's are best at strategy, next diplomacy, next tactics, and last logistics. Like NF's they are abstract and conceptual in language and like SP's are utilitarian in the use of tools.
- As leaders NT's are oriented toward strategy. They look far ahead, envision goals, and conceive strategic plans to enable those goals to be implemented effectively and efficiently.
- They can convey to their followers their vision of things that can be achieved in a way that motivates the followers to heartily join in making the envisioned future come true.
- NT's inclinations typically lead them to be strong in ingenuity and technical know-how.
- They enjoy using their innate understanding of factors to reduce the complex to the simple.
- Devising and trying something new stimulates them.
- Some NT's are expressive (**E**), some are reserved (**I**), some are structured and orderly (**J**), some are flexible and spontaneous (**P**). But all seek understanding, all look for patterns and connections, and all prefer to deal with ideas more than with the objects the ideas represent.
- Only about 3-5% of the U.S. population is NT. That means in a group of about 32 people, it is likely that only one will be an NT.
- Famous NT's include Thomas Jefferson, Abraham Lincoln, John Adams, Steve Jobs, Thomas Edison, Albert Einstein, Charles Darwin, Napoleon Bonaparte, Dwight Eisenhower, Margaret Thatcher, Marie Curie, Aristotle, Mark Twain.

4. What is Next: Introduction to Character.

Statistics: CPC 2020 class. Scored total of 52 MBTIs. 46 people attended the class. Statistical results for the 46 “2020 folks” and other data for comparison are as follows. This class not yet done.

TEMPERAMENT

2020 CPC Class (46)	V7PCA (300)	CPCPCA-PC (85)	Presbyterian Clergy (254)	U.S. Data Base (> 7 million)
SJ's – 34 or 74%	SJ's – 67.5%	SJ's – 63%	SJ's – 29%	SJ's – 45%
SP's – 6 or 13%	SP's – 10.2%	SP's – 17.3%	SP's – 8%	SP's – 40%
NF's – 4 or 8.7%	NF's – 10.2%	NF's – 12.3%	NF's – 44%	NF's – 12%
NT's – 2 or 2.2%	NT's – 12.1%	NT's – 7.4%	NT's – 19%	NT's – 3%