

**Jung, MBTI, and Experiential Theory: Summary**

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Eugene Gendlin at Giving The Body It's Due conference,  
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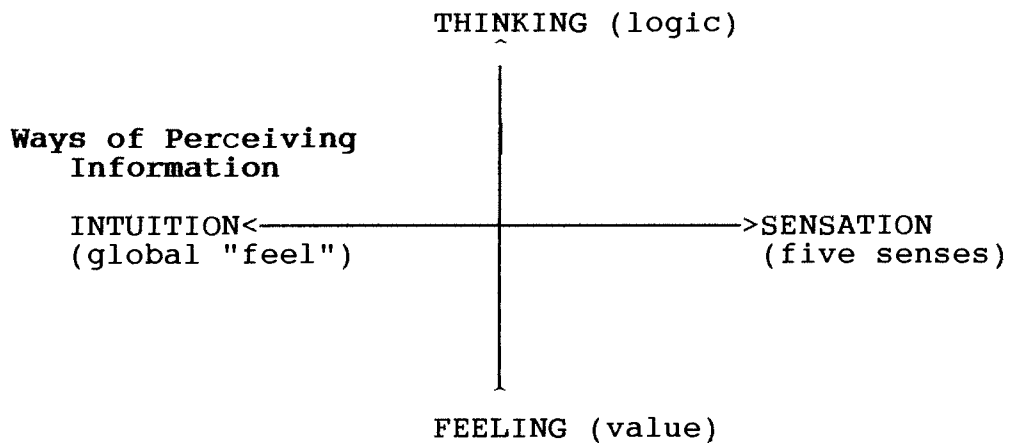
Nov.4, 1989

## JUNG'S TYPOLOGY

Basic Orientations: Extroversion vs. Introversion

Four Functions:

### Ways of Judging Information Perceived



Everyone needs to develop all four functions, plus both introversion and extroversion. Initially, a person develops one function as dominant and two others as auxiliary. The function opposite the dominant one will be the inferior function: primitive, undifferentiated, and projected onto others. The mid-life crisis often is the psyche's way of demanding development of the inferior function and the other orientation.

Readings: Myers, Isabel Briggs. Gifts Differing. Palo Alto, CA : Consulting Psychologists Press, Inc., 1980.

Keirse, David, and Bates, Marilyn. Please Understand Me. Del Mar, CA: Prometheus Nemesis Books, 1978.

Dr. McGuire studied with Dr. Eugene Gendlin at the University of Chicago. She has a private practice specializing in focusing and grieving in Eugene. Her book, The Experiential Dimension in Psychotherapy (see reverse) is at the book table. It shows focusing-based therapy in two detailed transcripts, one of a highly intellectualized client, one of a highly emotional client. Also at the table is her tape, Focusing Instructions.

Firstly, I want to say that I have been working within Gendlin's theory for almost twenty years. I am thrilled to see, even in this short paper, another step toward definition of the actual process by which change is possible in psychotherapy. Most research in psychology measures change in therapy with pre- and post-testing on various outcome variables. Gendlin struggles to explain how and when this change occurs. In this paper, Gendlin convincingly describes the bodily givenness of the felt sense phenomenon, and the way in which the felt sense can imply new possibilities. He gives the example of exhalation in relation to oxygen. This relation implies possibilities for meeting the need for oxygen which have never before been imagined but still are implicitly present. So one can begin to explain how, by symbolizing a felt sense, a person can create a new way of being out of his/her bodily givenness.

My experience has also shown that no amount of talking about it will convince those of you in the audience who do not know what we mean when we refer to a "bodily felt sense." I am not a philosopher but a personality theorist. I think that much of the debate between the analytical and the existential/phenomenological philosophers can be explained by a difference in the way of being of the philosophers. Similarly with the debate between cognitive, behavioral, and experiential therapies in psychology. This difference in personality styles is captured in a relatively value-free description by C.G. Jung's typology. It has been operationalized in the Myers-Briggs' Type Indicator Test. Jung's typology is based on a number of polarities:

One is between extroversion and introversion. The extrovert is fascinated by the external world. The introvert is fascinated by the internal world. In order to resonate with Gendlin's theory, you have to be introverted, meaning that you are fascinated by what goes on inside of yourself. If you have this fascination, then you will be able to distinguish between an "emotion" and a "felt sense." You will attend carefully to what is going on inside of your body. If you are extroverted, you will have a hard time learning what is talked about in these inner distinctions. Gendlin's focusing training, with its great deal of emphasis upon learning to "clear a space" in the body, is a method of teaching introversion to extroverts.

Secondly, there are two different modalities for taking in information about the world. "Sensation" means perceiving through concrete sense impressions--color, sight, sound. "Intuition" means perceiving through a global, intuitive "feel" for the situation. Those preferring "intuition" will resonate with the concept of a

"felt sense". "Sensors" will have to learn the difference between a concrete sensation like a muscular tightness and the broader, less localized "felt sense."

Thirdly, there are two different ways of judging the information that has been perceived. One is "thinking," making judgments according to abstract, impersonal principles. The other is "feeling," making judgments according to personal values, the personal effect of the decision on the people involved. I want to stress the word judgment here. Thinking and feeling are both rational processes, ways of making distinctions and decisions. Not "rational" vs "irrational" or "emotional" vs. "unemotional." Everybody has emotions. Whether these emotions remain primitive and undifferentiated or are subjected to careful discrimination and judgment according to values depends upon the sophistication of the feeling function. Feeling as a form of judgment is rational.

There are two other main principles to Jung's theory: one is that, throughout the life span, a person needs to develop facility in the four functions--thinking, feeling, sensation, and intuition, as well as in both introversion and extroversion. The midlife crisis is often the psyche's push toward development of the undeveloped potentialities. Secondly, initially the person will develop one dominant function and two others as auxiliaries. The fourth function, the one opposite the dominant one, will remain primitive and undeveloped. The person will tend to project this primitiveness upon other people who are dominant in this function. So the sensation type thinks the intuitive type is weird. The intuitive type thinks the sensation type is shallow and boring. The thinking type thinks the feeling type is overly emotional. The feeling type thinks the thinking type is cold and unemotional.

The analytical philosophers are thinking types, perhaps with a good dose of sensation. They want abstract, manipulable symbols and laws without bodily reference. The existential philosophers are intuitives with a good dose of feeling --they want to talk about human meaning. They want concepts and language that are experientially grounded. The primary focusing question is "What does this situation mean for me? What's in this stuckness for me?" Action decisions arising from focusing are based upon personal values rather than abstract "shoulds" or principles.

75% of Americans are extroverted, only 25% introverted. So a theory like Gendlin's will always represent a minority viewpoint. This is not to underestimate it's importance. Introverts bring depth and meaning to human living, and every person must work to develop introversion

as well as extroversion in his or her lifetime.

75% of Americans are sensation types, 25% intuitive. Most people will have to be taught how to distinguish between a concrete body sensation and the more subtle felt sense, even if you can get them to begin to attend inside.

Thinking and feeling are evenly distributed in the population but with a gender difference. Six out of ten men prefer thinking judgments. Six out of ten women prefer feeling judgments.

This brings me to the one difference which I have with Gendlin, which I think is a gender based, or a thinking vs. feeling difference. Even the manner of discovering the difference speaks to the point which I want to make, so I will describe it. I have been Gendlin's client at times, I have been both therapist for and client with many people trained by Gendlin, and always there has been much crying along with the focusing upon and opening of felt meanings. So I was startled when I wrote an article about the felt shift process, describing these deep tears, and got back from Gendlin strong commentary saying, "This talk about pain and crying is not part of my work. It's your idea. It's not central to the work I'm doing on focusing."

My experience as a therapist, as well as this interaction with Gendlin, points to a gender difference in the way that focusing and felt senses happen. I find that tears, sometimes a subtle sheen in the eyes, sometimes deep sobbing, are the harbinger of personal meaning. People cry not just when they are in pain but when they are touched or moved--when something touches their personal values. I believe that women have an easier time crying than men, and that this ease in finding tears is related to a greater ease in working with bodily felt meanings. I think that Gendlin may devalue crying somewhat, whereas I walk around in it as a very wide and differentiated landscape. I remember hearing that an Eskimo could distinguish between many kinds of snow, each having a different functional meaning for him. Gendlin has made the same kind of world of distinctions in the inner landscape of symbols and experiencing. I ask him and others to consider that, for someone strong in the feeling function, there is a similarly rich world of kinds of crying and value determinations.

My work as a therapist trying to work with felt experiencing is much easier with women than with men. And this seems to be related to women's facility in finding tearfulness in their bodies. With most men, I have to spend a great deal of time teaching how to find tears. I give focusing instructions: Can you look in your chest? Is there a tightening there, or a lump? Can you imagine what

it would be like if that lump melted a little bit...if it became warm...as if you put your arms around it and it became a warm feeling...not just sadness, but the feeling of being moved or touched...there's a lot of love in that feeling, as well as pain...can you try to just let the warmth spread, to let the tears well in your eyes if they are there...I see a sheen of tears in your eyes...can you just notice that and maybe let it come a little bit...just let those tears be here and be very gentle with yourself, loving that little person inside of you who is crying, who is being moved."

I believe that this learning to be moved to tears is integral to learning to operate out of a feeling or value orientation. I would like this capacity to make distinctions in personal value to be seen as a skill as is the capacity to make logical distinctions. As women are currently learning to strengthen their logical thinking through formal education, men can strengthen their valuing process through feeling-oriented psychotherapy.

Similarly, with concepts that are free of bodily reference vs. concepts that are tied to bodily intricacy, as Gendlin describes. Certain kinds of mathematicians, linguists, philosophers like to deal with concepts that are abstract, that are totally free of bodily meaning, that are dis-embodied and can be freely manipulated. Other people, like myself, can only deal with concepts that are embodied, that are tied to a phenomenological distinction which I can feel myself: "Oh, a felt sense. I know what that is. A felt shift. Yes, I've had one of those bodily openings." You will never convince the logician that he/she would be better off with concepts that are tied to experiencing, nor will you get me to be comfortable with manipulating symbols that have only a logical and not an experiential meaning.

		SENSING TYPES	
		WITH THINKING	WITH FEELING
EXTRAVERTS	PERCEPTIVE	ESTP Extraverted Sensing with thinking	ESFP Extraverted Sensing with feeling
	JUDGING	ESTJ Extraverted Thinking with sensing	ESFJ Extraverted Feeling with sensing
		INTROVERTS	JUDGING
		PERCEPTIVE	ISTP Introverted Thinking with sensing
		JUDGING	ISFP Introverted Feeling with sensing

		INTUITIVE TYPES	
		WITH FEELING	WITH THINKING
EXTRAVERTS	PERCEPTIVE	ENFP Extraverted Intuition with feeling	ENTP Extraverted Intuition with thinking
	JUDGING	ENFJ Extraverted Feeling with intuition	ENTJ Extraverted Thinking with intuition
		INTROVERTS	JUDGING
		PERCEPTIVE	INFP Introverted Feeling with intuition
		JUDGING	INTJ Introverted Intuition with thinking

From Isabel Briggs Myers with Peter B. Myers  
 Gifts Differing, Consulting Psychologists Press, Inc., Palo Alto, CA, 1980

## THUMBNAIL SKETCHES OF THE SIXTEEN TYPES

*(Underlined letter indicates first function; the other middle letter is second function)*

### INTROVERTS

- ISTJ** Serious, quiet, earn success by concentration and thoroughness. Practical, orderly, matter-of-fact, logical, realistic, and dependable. See to it that everything is well organized. Take responsibility. Make up their own minds as to what should be accomplished and work toward it steadily, regardless of protests or distractions.
- ISTP** Cool onlookers—quiet, reserved, observing and analyzing life with detached curiosity and unexpected flashes of original humor. Usually interested in cause and effect, how and why mechanical things work, and in organizing facts using logical principles.
- ISFJ** Quiet, friendly, responsible, and conscientious. Work devotedly to meet their obligations. Lend stability to any project or group. Thorough, painstaking, accurate. Their interests are usually not technical. Can be patient with necessary details. Loyal, considerate, perceptive, concerned with how other people feel.
- ISFP** Retiring, quietly friendly, sensitive, kind, modest about their abilities. Shun disagreements, do not force their opinions or values on others. Usually do not care to lead but are often loyal followers. Often relaxed about getting things done, because they enjoy the present moment and do not want to spoil it by undue haste or exertion.
- INFJ** Succeed by perseverance, originality, and desire to do whatever is needed or wanted. Put their best efforts into their work. Quietly forceful, conscientious, concerned for others. Respected for their firm principles. Likely to be honored and followed for their clear convictions as to how best to serve the common good.
- INFP** Full of enthusiasms and loyalties, but seldom talk of these until they know you well. Care about learning, ideas, language, and independent projects of their own. Tend to undertake too much, but then somehow get it done. Friendly, but often too absorbed in what they are doing to be sociable. Little concerned with possessions or physical surroundings.
- INTJ** Usually have original minds and great drive for their own ideas and purposes. In fields that appeal to them, they have a fine power to organize a job and carry it through with or without help. Skeptical, critical, independent, determined, sometimes stubborn. Must learn to yield less important points in order to win the most important.
- INTP** Quiet and reserved. Especially enjoy theoretical or scientific pursuits. Like solving problems with logic and analysis. Usually interested mainly in ideas, with little liking for parties or small talk. Tend to have sharply defined interests. Need careers where some strong interest can be used and useful.

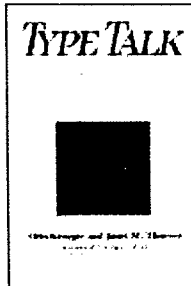


## *EXTRAVERTS*

- ESTP** Good at on-the-spot problem solving. Do not worry, enjoy whatever comes along. Tend to like mechanical things and sports, with friends on the side. Adaptable, tolerant, generally conservative in values. Dislike long explanations. Are best with real things that can be worked, handled, taken apart, or put together.
- ESTJ** Practical, realistic, matter-of-fact, with a natural head for business or mechanics. Not interested in subjects they see no use for, but can apply themselves when necessary. Like to organize and run activities. May make good administrators, especially if they remember to consider others' feelings and points of view.
- ESFP** Outgoing, easygoing, accepting, friendly, enjoy everything and make things more fun for others by their enjoyment. Like sports and making things happen. Know what's going on and join in eagerly. Find remembering facts easier than mastering theories. Are best in situations that need sound common sense and practical ability with people as well as with things.
- ESFJ** Warm-hearted, talkative, popular, conscientious, born cooperators, active committee members. Need harmony and may be good at creating it. Always doing something nice for someone. Work best with encouragement and praise. Main interest is in things that directly and visibly affect people's lives.
- ENFP** Warmly enthusiastic, high-spirited, ingenious, imaginative. Able to do almost anything that interests them. Quick with a solution for any difficulty and ready to help anyone with a problem. Often rely on their ability to improvise instead of preparing in advance. Can usually find compelling reasons for whatever they want.
- ENFJ** Responsive and responsible. Generally feel real concern for what others think or want and try to handle things with due regard for the other person's feelings. Can present a proposal or lead a group discussion with ease and tact. Sociable, popular, sympathetic. Responsive to praise and criticism.
- ENTP** Quick, ingenious, good at many things. Stimulating company, alert and outspoken. May argue for fun on either side of a question. Resourceful in solving new and challenging problems, but may neglect routine assignments. Apt to turn to one new interest after another. Skillful in finding logical reasons for what they want.
- ENTJ** Hearty, frank, decisive, leaders in activities. Usually good in anything that requires reasoning and intelligent talk, such as public speaking. Are usually well informed and enjoy adding to their fund of knowledge. May sometimes appear more positive and confident than their experience in an area warrants.

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## Type Talk : The 16 Personality Types That Determine How We Live, Love, and Work

Determine your personality using a scientifically validated method based on the work of C.G. Jung and gain insight into why others behave the way they do, and why you are the person you are.

<p style="text-align: center;"><b><u>ISTJ</u></b></p> <p>management accounting auditing efficiency expert engineer geologist bank examiners organization development electricians dentists pharmacist school principals school bus drivers file clerk stock broker legal secretary computer operator computer programmer technical writer chief information officer police officer real estate agent</p>	<p style="text-align: center;"><b><u>ISFJ</u></b></p> <p>counseling ministry library work nursing secretarial curators bookkeepers dental hygienists computer operator personnel administrator paralegal real estate agent artist interior decorator retail owner musician elementary school teacher physical therapist nurse social worker personnel counselor alcohol/drug counselor</p>	<p style="text-align: center;"><b><u>INFJ</u></b></p> <p>career counselor psychologist educational consultant special education teacher librarian artist playwright novelist/poet editor/art director information-graphics ...designer HRM manager merchandise planner environmental lawyer marketer job analyst mental health counselor dietitian/nutritionist research educational consultant architects interpreter/translator</p>	<p style="text-align: center;"><b><u>INTJ</u></b></p> <p>management consultant economist scientist computer programmer environmental planner new business developer curriculum designer administrator mathematician psychologist neurologist biomedical researcher strategic planner civil engineer intellectual properties attorney designer editor/art director inventor informational-graphics ...designer financial planner judge</p>
<p style="text-align: center;"><b><u>ISTP</u></b></p> <p>surveyor fire fighter private investigator pilot police officer purchasing agent chiropractor medical technician securities analyst computer repair person race car driver computer programmer electrical engineer</p>	<p style="text-align: center;"><b><u>ISFP</u></b></p> <p>bookkeeper clerical supervisor dental assistant physical therapist mechanic radiology technologist surveyor chef forester geologist landscaper designer crisis hotline operator teacher: elementary</p>	<p style="text-align: center;"><b><u>INFP</u></b></p> <p>information-graphics ...designer college professor researcher legal mediator social worker holistic health ...practitioner occupational therapist diversity manager human resource ...development specialist</p>	<p style="text-align: center;"><b><u>INTP</u></b></p> <p>strategic planning writer staff development lawyer architect software designer financial analyst college professor photographer logician artist systems analyst neurologist</p>

<p>legal secretary coach/trainer commercial artist carpenter paralegal dental assistant radiological technician marine biologist software developer</p>	<p>beautician typist jeweler gardener potter painter botanist marine biologist social worker</p>	<p>employment development ...specialist minister/priest/rabbi missionary psychologist writer: poet/novelist journalist editor/art director organizational development ...specialist</p>	<p>physicist psychologist research/development ...specialist computer programmer data base manager chemist biologist investigator</p>
<p><b><u>ESTP</u></b></p> <p>real estate broker chef land developer physical therapist stock broker news reporter fire fighter promoter entrepreneur pilot budget analyst insurance agent management consultant franchise owner electrical engineer aircraft mechanic technical trainer EEG technologist radiological technician emergency medical tech. corrections officer flight attendant</p>	<p><b><u>ESFP</u></b></p> <p>veterinarian flight attendant floral designer real estate agent child care provider social worker fundraiser athletic coach musician secretary receptionist special events producer teacher: preschool teacher: elementary emergency room nurse occupational therapist exercise physiologist team trainer travel sales public relations specialist waiter/waitress labor relations mediator</p>	<p><b><u>ENFP</u></b></p> <p>conference planner speech pathologist HR development trainer ombudsman clergy journalist newscaster career counselor housing director character actor marketing consultant musician/composer artist information-graphics ...designer human resource manager merchandise planner advertising account manager dietitian/nutritionist speech pathologist massage therapist editor/art director</p>	<p><b><u>ENTP</u></b></p> <p>systems designer venture capitalist actor journalist investment broker real estate agent real estate developer strategic planner political manager politician special projects developer literary agent restaurant/bar owner technical trainer diversity manager art director personnel systems developer computer analyst logistics consultant outplacement consultant advertising creative director radio/TV talk show host</p>
<p><b><u>ESTJ</u></b></p> <p>government employee pharmaceutical sales auditor computer analyst technical trainer project manager officer manager factory supervisor credit analyst electrical engineer stockbroker regulatory compliance officer chief information officer</p>	<p><b><u>ESFJ</u></b></p> <p>nurse social worker caterer flight attendant bookkeeper medical/dental assistant exercise physiologist elementary school teacher minister/priest/rabbi retail owner officer manager telemarketer counselor</p>	<p><b><u>ENFJ</u></b></p> <p>entertainer recruiter artist newscaster writer/journalist recreation director librarian facilitator politician psychologist housing director career counselor sales trainer travel agent</p>	<p><b><u>ENTJ</u></b></p> <p>program designer attorney administrator office manager chemical engineer sales manager logistics consultant franchise owner new business developer personnel manager investment banker labor relations management trainer credit investigator</p>

construction worker general contractor paralegal industrial engineer budget analyst data base manager funeral director cook security guard dentist	special education teacher merchandise planner credit counselor athletic coach insurance agent sales representative massage therapist medical secretary child care provider bilingual education teacher professional volunteer	program designer corporate/team trainer child welfare worker social worker - (elderly services) interpreter/translator occupational therapist executive: small business alcohol/drug counselor sales manager	mortgage broker corporate team trainer environmental engineer biomedical engineer business consultant educational consultant personal financial planner network integration specialist media planner/buyer
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Source: U.S. Department of Interior, Career Manager

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**Keirsey Temperament Sorter**  
(based on David Keirsey, *Please Understand Me II*)

**Four Basic Temperaments**

1. Artisans (like Foxes): 38% of Americans.

SP = Hands-on, creative, independent, freedom-seeking.

Possible Careers: Performing through fine arts, theatrical arts, martial arts, industrial arts, athletic arts, medical arts, selling, promoting

Life Goal: freedom, independence

2. Guardians (like Beavers): 38% of Americans.

SJ = Rule-following, organized, status-quo preserving, authoritarian.

Possible Careers: administrators, bankers, teachers, nurses, home-makers, business people

Life Goal: Security

3. Idealists (like Dolphins): 12% of Americans

NF = imaginative, humanistic, literary, diplomatic

Possible Careers: counselors, ministers, poets, teachers, activists, visionaries

Life Goal: Self-actualization, growth and change of the culture

4. Rationals (like Owls): 12% of Americans

NT = abstract, analytical, curious, scientific

Possible Careers: mathematicians, scientists, inventors, philosophers

Life Goal: Power over the universe by understanding its laws

Prepared by Kathy McGuire-Bouwman, Ph.D., September, 2002