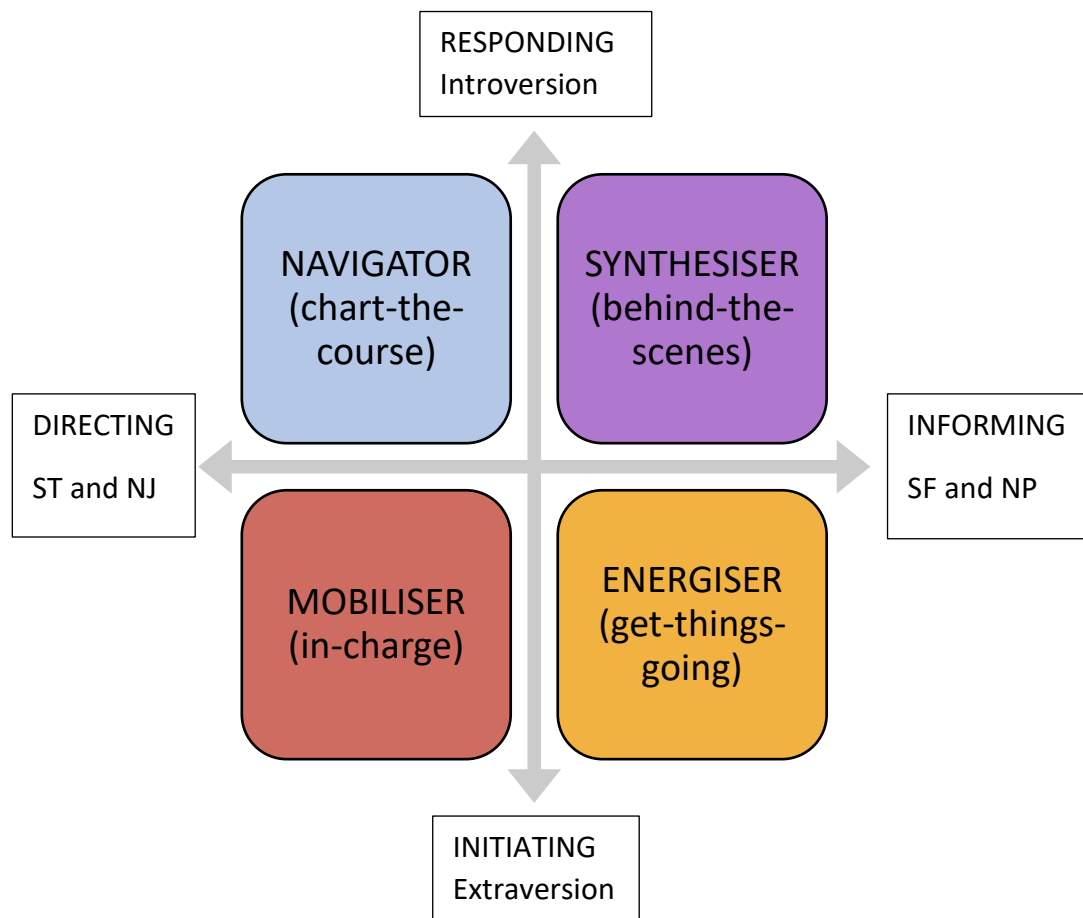


## MBTI Personality Type and Interaction Styles

The diagram maps the MBTI four letter code for personality type with Interaction Styles.

The energy patterns of the four styles have three underlying preferences:

- the role we take in setting the pace and tone of an interaction - either by initiating communication or responding to it (similar to extraversion and introversion)
- the way we aim to influence others – either by using a directing or informing style of communication (tell or suggest)
- where we focus our attention when interacting – either on control over the outcome or on the process for moving forward



Synthesisers and Mobilisers share a focus on the outcome while Navigators and Energisers share a focus on the process for moving forward.

The names in brackets are the Berens' Interaction Styles; names in capitals are those used in Catherine Stothart's book *How to Get On with Anyone*.