



S U C C E S S  
I N T E G R A T E D

presents

# THE SIMPSONS™

MBTI Personality Profile



Which Simpsons character are you most like?



# What is personality?

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A person's **preferred** style of behaviour

We are 'creatures of habit'

- we tend to be **consistent** over time & situations

A very well validated measurement of our behaviour or personality is the Myers Briggs Type Indicator (MBTI)



# What the MBTI is...

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## The MBTI:

- is a measure of our **dominant preferences** for taking in information & making decisions
- helps to explain our working style preferences
- profiles are no better or worse than another
- may not be polarised clearly between scales
  - that is, you can be a little of both



# The Scales

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**Extraversion (E)**

**Introversion (I)**

**Sensing (S)**

**Intuition (N)**

**Thinking (T)**

**Feeling (F)**

**Judging (J)**

**Perceiving (P)**



# What the MBTI is not...

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## The MBTI:

- measures our **abilities** - it's not a test
- is a tool or '**indicator**' - you can agree or disagree
- there are no right or wrong answers



# Instructions

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You have to circle one letter from each of **4 pairs** of opposing personality type indicators

This will result in a **4 letter code** eg. E N I P

The code will be cross matched to one of **16 Simpsons characters** with whom your personality is most closely aligned

**Remember:** choose words according to how you are, not how you want to be. That is, your instinctive responses or behaviours.



# Scoring Example

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**E**

or

**I**

You prefer to direct your energy to deal with people, things & situations.

You prefer to direct your energy to study ideas, information, explanations or beliefs.

People

Expressive

Speak to think

Private

Contained

Think to speak

Choose only one word from each of the 3 opposing pairs; even if you feel you may be a little of both.

The total number of circled words should not exceed **3**.



# Direction of your Energy

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**E**

or

**I**

You prefer to direct your energy to deal with people, things & situations.

You prefer to direct your energy to study ideas, information, explanations or beliefs.

**People**  
**Expressive**  
**Speak to think**

**Private**  
**Contained**  
**Think to speak**





# Information Processing

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**S**

or

**N**

You prefer to deal with facts, proven procedures, what you know, a realist in the here & now.

You prefer to deal with ideas, look into the unknown, to generate new possibilities or to anticipate what isn't obvious.

**Present**  
**Practical**  
**Familiar**

**Future**  
**Imaginative**  
**New**



# Making Decisions

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T

or

F

You prefer to decide on the basis of logic, using an analytic and impersonal approach.

You prefer to decide using values &/or beliefs, using a subjective, people oriented approach.

**Head**  
**Objective**  
**Analytical**

**Heart**  
**Subjective**  
**Empathetic**



# Organising your life

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**J**

or

**P**

You prefer your life to be planned in a stable and organised way.

You prefer to go with the flow, have flexibility & respond to events.

**Organised**  
**Scheduled**  
**Good finisher**

**Flexible**  
**Spontaneous**  
**Good starter**





# Cross Match

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You should have a 4 letter code eg. ENTP \_\_\_\_ \_  
Find your Simpson character in the next 4 pages





## Protectors (SJ)

| Type        | <b>ESTJ</b><br><b>Chief Wigam</b>   | <b>ESFJ</b><br><b>Ned Flanders</b>   | <b>ISTJ</b><br><b>Principal Skinner</b>   | <b>ISFJ</b><br><b>Marge Simpson</b>  |
|-------------|---|--|---|--|
| Character   |    |    |                        |                                       |
| Strength    | Enthusiastic people who are driven to fulfil their obligations and duties. They are committed to relationships which they consider to be lifelong & unalterable. Good in a tight spot | Warm hearted individuals who highly value their relationships.<br><br>People focused with the ability to bring out the best in others. | Honour their commitments.<br><br>Able to take constructive criticism well .                               | Warm, friendly and affirming by nature.<br><br>Excellent organisational capabilities.                                    |
| Weakness    | Tendency to always need to be in charge & maybe controlling of friends & colleagues.  | Can be self-sacrificing & may not pay enough attention to their own needs.   | Tendency to believe that they're always right.<br><br>Their value for structure may seem rigid to others. | Extreme dislike of conflict and criticism.<br><br>Unlikely to express their needs, which may cause pent-up frustrations. |
| Personality | <b>ESTJ – The Guardian</b>  | <b>ESFJ - The Caregiver</b>  | <b>ISTJ - The Duty Fulfiller</b>  | <b>ISFJ - The Nurturer</b>   |



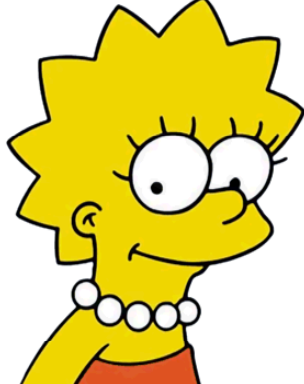
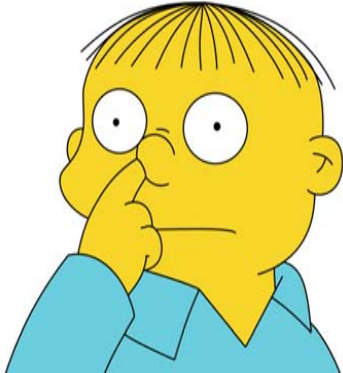
## Creators (SP)

| Type        | <b>ESTP<br/>Bart</b>   | <b>ESFP<br/>Homer</b>   | <b>ISTP<br/>Sideshow Bob</b>  | <b>ISFP<br/>Smithers</b>   |
|-------------|--|---|---|--|
| Character   |   |   |  |                                   |
| Strength    | They love action & always seem to be doing something. Clear-headed when dealing with emergencies. Enjoys lavishing loved ones with big gifts. Good to have on your side. | Generous & will go out of their way to help peers.<br><br>Live for the moment & know how to make the most of each moment.       | Usually self-confident.<br><br>Not threatened by conflict or criticism.             | Flexible and laid-back.<br><br>Usually willing to defer to their mates.<br><br>Warm, friendly & affirming by nature. |
| Weakness    | Gets bored easily.<br><br>Enjoys lavishing loved ones with big gifts.  | Can take conflict personally.<br><br>Resists relationships that require them to function on a high intuitive or thinking level. | They thrive on action & excitement & may stir things up to create it.               | Extreme dislike of conflict & criticism.<br><br>Tendency to hold back their thoughts & feelings unless drawn out.    |
| Personality | <b>ESTP - The Doer</b>   | <b>ESFP - The Performer</b>   | <b>ISTP - The Mechanic</b>  | <b>ISFP - The Artist</b>   |

## Intellectuals (NT)

| Type        | ENTJ<br>Krusty the Clown   | ENTP<br>Kent Brockman   | INTJ<br>Mr Burns   | INTP<br>Prof Frink   |
|-------------|--|---|--|--|
| Character   |                 |   |                 |   |
| Strength    | Enjoys lively intellectual conversations - welcoming such interactions as a learning opportunity | Laid back & can get along with almost all other types of people.<br>Enjoys discussing & debating theories and concepts that interests them. | Not threatened by conflict or criticism.<br><br>Able to leave relationships which should be ended. | Approaches things which interest them very enthusiastically.<br><br>Richly imaginative and creative.   |
| Weakness    | Can be direct & confrontational  | Can initiate arguments because they enjoy the debate.   | May be insensitive at times.<br><br>Tendency to be unwilling or unable to accept blame             | Tend to be suspicious & distrusting of others.<br>Tends to 'blow off' conflict situations by ignoring them or else they 'blow up' in heated anger. |
| Personality | <b>ENTJ - The Executive</b>  | <b>ENTP - The Visionary</b>   | <b>INTJ - The Scientist</b>  | <b>INTP - The Thinker</b>  |

## Visionaries (NF)

| Type        | ENFJ<br>Apu   | ENFP<br>Barney Grumble   | INFJ<br>Lisa Simpson  | INFP<br>Ralph Wigam   |
|-------------|---|--|---|---|
| Character   |  |    |    |                                  |
| Strength    | Warm sociable people who are keenly in tune with others' feeling & perspectives.  | See the best in people & likely to bring out the best in people.<br><br>Put a lot of effort into making thing work out between people. | Have very high expectations for themselves & others (both a strength & weakness).<br><br>Sensitive and concerned for others' feelings . | Driven to meet others' needs.<br><br>Strive for 'Win-Win' situations .  |
| Weakness    | Well defined value systems can make them inflexible in some areas .               |  | Extreme dislike of conflict & criticism.  | May tend to be shy & reserved.<br><br>Perfectionist tendencies may cause them to not give themselves enough credit. |
| Personality | <b>ENFJ - The Giver</b>   | <b>ENFP - The Inspirer</b>   | <b>INFJ - The Protector</b>   | <b>INFP - The Idealist</b>  |