



NT- "Change for the sake of change produces learning, even if the only thing we learned is that we shouldn't have changed."

NTs gather data consisting largely of abstractions and possibilities (iNtuition), which they filter through their objective decision-making process (Thinking). Their driving force, in their never-ending quest for competence, is to theorize and intellectualize everything. Driven to try to understand the universe, they ask "Why?" or "Why Not?" of everything: Why does this rule exist? Why can't we do it differently? NTs are enthusiastic pursuers of adventures who, in their enthusiasm, may take risks that unintentionally imperil other people close to them.

NTs -- who represent about 12 percent of the U.S. population -- learn by challenging any authority or source. They have their own standards and benchmarks for what is "competent," against which they measure themselves and everybody else. Relentless in their pursuit of excellence, they can be very critical of their own and others' shortcomings, and impatient when confronted with them. They are frequently perceived by others -- often incorrectly -- as being aloof, intellectual snobs.

The NT's strengths -- which, when maximized, become liabilities -- include:

- an ability to readily see the big picture
- a talent for conceptualization and systems planning
- insight into the internal logic and underlying principles of systems and organizations
- the ability to speak and write clearly and precisely

Here, briefly, are some of the positive and negative ways the NT role plays out:

Management

At work, NTs are the strategic planners and researchers, although they can get lost in their strategies and overlook day-to-day business. An NT's loyalty is directly related to an individual's competencies. If the NT discerns an individual is competent, credentials are totally unimportant; conversely, if the NT deems an individual to be incompetent by NT standards, all the credentials in the world are of little use. Even when an NT does judge someone as competent, the judging process continues. In fact, "competence" is merely an invitation to further testing, challenging, and intellectual stretching.

Mating

NT mates intellectualize feelings and emotions, and are more interested in theorizing a relationship than nurturing and experiencing it.

Parenting

With their high standards and desire to inspire independence in their children, they become role models who may seem impossible to live up to. They demand intellectual prowess of their children and enthusiastically sometimes over-enthusiastically surround their children with learning "opportunities."

Teaching



The NT's conceptual clarity and precision of language can be exciting to students, although it can also be intimidating at times. They love it when students challenge them, allowing both parties to learn from the engagement.

Learning

As one who learns by discussing, the NT is initially fun to have in any classroom but, over the long haul, can become tiresome as a consequence of working any given point to death.

Money

NTs cover the financial waterfront -- they tend to have well-designed financial plans but can still lose their shirts because they like high-risk ventures.