

# CLIENT PREFERENCE WORKSHEET

Place a check next to the statement that may describe a client the best by asking:

Does the client (prefer to..... Or, are they?)

Total each column, and enter the letter having the highest total on the bottom of the page.

	E		I
Tuned into the external environment		Drawn more to an inner world	
To communicate by talking		To communicate in writing	
To work out ideas by talking them through		To work out ideas by reflecting on them	
To learn through doing things or discussion		To learn by reflection, using mental "practice"	
To have a broad view of interests		To focus in depth on you interests	
Sociable and expressive		More private and contained	
To take the initiative both at work and in relationships.		To take the initiative when the situation or issue is important to you	
<b>Total Score</b>		<b>Total Score</b>	

	S		N
Oriented in the present realities		Look to future possibilities	
Interested in the facts		Imaginative and like to speak creatively	
To focus on what is real		To focus on patterns and meanings in data	
To observe and remember specifics		Remember the specifics especially when they relate to a pattern	
To build carefully and thoroughly towards conclusions.		To move quickly to conclusions and follow your hunches	
To understand ideas and theories through practical applications		To clarify ideas and theories before actually putting them into practice	
Trust experiences		Trust inspiration	
<b>Total Score</b>		<b>Total Score</b>	

	T		F
Analytical		Empathetic, considerate	
Like to use cause and effect reasoning		Guided more by personal values	
Use logic to solve problems		To assess the impact of your decision on others	
Strive for an objective standard of truth		To strive for harmony and positive interactions	
Reasonable		Compassionate	
Can be "tough-minded" when needed		Tenderhearted	
To be fair and treat everyone equally		To be fair and treat others individually	
<b>Total Score</b>		<b>Total Score</b>	

	J		P
To live by a schedule		Spontaneous	
To live an organized lifestyle		Flexible	
Systematic		Casual	
Methodical		Open-ended	
To make both short and long term plans		Adaptable to the need to change course	
To have things decided		Open to change, like things loose	
Avoid last minute stress situations		Enjoy the pressure of the "Last Minute" rush	
<b>Total Score</b>		<b>Total Score</b>	

Estimated Type:

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