Here's my attempt at reducing V. Talanov's list to a minimum (15 traits for each type), while keeping a balanced portrayal of types. As usual, remember that it is all subjective, so my views are not completely aligned with Talanov. Sources primarily are https://sociotoday.narod.ru and his VK page (summed up at https://talanov-works.carrd.co/).

For some general mainstream socionic theory, see <u>here</u>, from Sedecology (not cited here,but useful).

The 16 descriptions are followed by x-vs-y traits, filled ad hoc (use webpage search function to look for them). Keep in mind that these x-vs-y shouldn't generally be used to evaluate a type in itself.

Also keep in mind that according to this "school", intermediate types exist. Try to imagine what a combination of two "mirrors" would look like. For a harder exercise, pick two "mirages" or "extinguishers". For an extra-hard assignment, pick two revision types, or "superegos".

If you're already familiar with socionics, try to compare your views on types with ones here. How are they similar or different? If you come here from MBTI, try the same with MBTI. Which MBTI type does a description remind you of? What are the differences, or things you consider strange?

# ILE (ENTp):

- 1. He is characterized by a constant need for novelty and change, increased interest in new things and innovations.
- 2. He likes multiple choice situations, when there are many options to choose from. In general, he prefers variety and maximum freedom of choice in everything. His love for multivariance is closely correlated with innovation, with the desire to "get away" from the old and familiar.
- 3. He has the ability to quickly generate a variety of alternative ideas on any given topic.
- 4. He is characterized by a very high inquisitive curiosity. He likes to work with analyzing information, he constantly needs some fresh information for comprehension.
- 5. He is extremely unobservant of other people's attitudes and behaviors.
- 6. He likes paradoxes, likes to combine incongruous things mentally in the order of experiment.
- 7. "The voice of blood" in him is weak, he does not divide people into "his own" and "strangers".
- 8. He hates all kinds of prohibitions and "can'ts" in the sphere of regulating social behavior.
- 9. The key word for him is interest. He may abandon everything he has done before, if he feels something more interesting nearby. In any case, he is more interested in the initial phase (the phase of ideas and problem-setting) rather than the final phase (the phase of finishing and debugging), which is why he often quits before finishing.
- 10. Lacks diplomatic abilities, bad flatterer (doesn't like to flatter, either).
- 11. He often doesn't care about observing accepted social norms of behavior, and even less about how others observe them. He can't stand edifying conversations.

- 12. Due to weak cognitive empathy, he experiences difficulties in social contact with people who are not like himself hence the desire to unite with people who are identical to himself, the desire to have a "twin" around him. Also typical for LII.
- 13. He probably likes movies and books about faraway places.
- 14. Most likely, he easily deviates from time schedules and time regulations, lives avoiding somehow to plan time, is often late, often disrupts deadlines in some cases.
- 15. Lack of emotional flexibility and restraint, instant logical response out loud to emotional frustration.

# LII (INTj):

- 1. He has a strongly developed ability for inductive analysis, that is, the propensity and ability to isolate in surrounding objects and phenomena common features and general explanatory patterns.
- 2. He has a strongly developed research instinct. He is characterized by a constant intellectual search, a strong motivation to understand the causes of everything he encounters. He is well aware of the joyful feeling of ecstasy of revelation and discovery.
- 3. Priority on the values of scientific progress and the expanded production of human knowledge.
- 4. Arrogance and cavalier behavior are not his traits at all. Rather, it is just the opposite he is more often cautious, indecisive and shy. He is not persistent enough, and has little punching power.
- 5. He doesn't know how to intrigue and manipulate people (and doesn't want to), he doesn't like these activities at all.
- 6. With people he feels constrained, so he does not have his own circle of useful acquaintances it's difficult for him to make or use them.
- 7. Has a tendency to use long sentences with many commas and participial phrases in his written speech (correlated with intellectual values).
- 8. He has an excellent ability to systematize and hierarchical classification, and especially to analyze cause-and-effect relationships and formal logic. He is also highly sensitive to small logical details and facts, to any logical errors and irregularities (noticing them at a glance).
- 9. He does not like movies where the author mocks his characters, puts them in silly and awkward situations (he dislikes this because he himself is very sensitive to possible situations of awkwardness).
- 10. He severely lacks activity, sociability and cheerfulness. He is characterized by low initiative in behavior.
- 11. People of his type usually like to collect something, to systematize.
- 12. He is characterized by an increased predisposition to get stuck for long periods of time on his obsessive fears and doubts related to offenses or his embarrassment.
- 13. Interested in political theory, various kinds of political regimes (less in political practice).
- 14. In his youth, he seems older than most people, and as he ages, he seems younger (mentally, not physically).
- 15. He has absolutely no need to be the first, the top dog, the first kid on the block.

# SEI (ISFp):

- 1. He loves animals, loves socializing with them, loves to take care of them.
- 2. His movements are usually very smooth.
- 3. A person of his type would most likely enjoy working as a makeup artist or beautician. He can easily create a mood through a good arrangement of material things (good interior designer, florist...)
- 4. He does not like to set himself logically-organizationally complex tasks.
- 5. He is focused on the pleasures, conveniences and consumer values of the current moment. Seeker of pleasures, they easily distract him from any business and plans.
- 6. He likes to contemplate the beauties of nature, immersing his attention in the babbling of a brook, in the chirping of birds, in the games of animals, in the life of meadow flowers, etc.
- 7. Likes to indulge in bodily pleasures, more than others strives for pleasant sensations and comfort, for pleasant relaxation, avoids any discomfort and stress.
- 8. He is a man of habitual pleasures and simple worldly joys, this is the main thing for him. And to express his favor to another person he will also help in satisfying his vital needs he will feed him, take care of his peaceful sleep and comfortable rest.
- 9. He is a gourmet in food, and better than many representatives of his sex understands the culinary subtleties and subtle flavors.
- 10. He has an excellent natural potential for high cognitive empathy that is, the ability to see and understand other people's moods (both good and bad) and their nuances by behavior, facial expressions and voice.
- 11. It is difficult for him to follow pragmatic benefits in his activities he does a lot of things out of caprice, by mood, for the sake of beauty, or in general "just because" because it came into his head.
- 12. There is no outward low-emotional "coldness" in him, so he is never taken for an unapproachable prideful stuck-up purely by his outward behavior. On the contrary, they see him as a kindly good-tempered person, which is also not quite right.
- 13. Is characterized by avoidance of any conflict situations (not only personal, but also around oneself). He is characterized by reconciliation, striving for compromise and to eliminate any confrontations and tensions in relationships (both personal and people around him). At the same time, he is able to manipulate the situation to avoid conflicts.
- 14. He lives by the situation rather than the plan, and is very easily distracted by both momentary impressions and idleness.
- 15. It is likely that he often recalls his past pleasant experiences sounds, smells, colors, touches.

# ESE (ESFj):

- 1. He is characterized by high attachment to partners, desire to be near, nearby, trying to make them gifts and pleasant things, make them comfortable and raise their spirits. He loves other people's joy, easily empathizes with it himself, and therefore likes to give compliments.
- 2. He is often interested in the affairs of his relatives, rejoices for them, and feels a strong sense of joy and enthusiasm from the successes of a close relative. Constantly tries to do something pleasant to his relatives.
- 3. He likes to participate in conversations about other people's family affairs, he often likes appropriate topics of conversation and knows how to keep them going.
- 4. He has a very strong need for regular communication and relationships with other people.

- 5. He is a very caring person, open-minded, and emotional. "I couldn't care less" this is not his attitude.
- 6. Despite the general cheerfulness, in conflicts, his negative emotions are loud, fast-growing and explosive. In fact, it's hard for him to witness anything he perceives as injustice without an immediate loud intervention (but his relationship to general "justice" in the abstract may not be that certain).
- 7. He is very child-loving, loves children.
- 8. He is neat and elegant in his appearance he watches his hair, the general neatness of his appearance, carefully selects the most beautiful and suitable clothes. He is attentive to the appearance of other people.
- 9. People of his type usually like social roles related to care, increasing emotional and psychological comfort of other people (veterinarian, psychologist, educator, social worker often chosen life roles).
- 10. Somewhat collectivist. Even team sports are more interesting to him than individual sports, and he prefers to go to museums with a tour rather than alone.
- 11. Talkative. He is characterized by increased frankness, talkativeness, and weakness of restraining control over what he says (so that he sometimes regrets his excessive frankness).
- 12. He is used to a very short distance of communication, he does not understand the inviolability of other people's personal space. Sometimes, after five minutes of acquaintance, he pours himself out to you, and he is ready to get into your soul, or even he moves close to you and takes you by the button.
- 13. He likes to "cuddle", likes to bodily touch close people (and not necessarily only the sexual partner), likes to hug or embrace them, shake their hair, take them under his arm, touch their hands and shoulders. Also valid for SEI.
- 14. People of his type usually have excellent automatic visual observation, detailed accuracy and detail of visual perception. His psychotype is also usually characterized by a very high olfactory sensitivity.
- 15. He does not get tired of the noisy company of guests, this is the environment in which he feels comfortable for a long time and he will also add to the fun and noise to make it more.

# SLE (ESTp):

- 1. He is characterized by an attitude of willful and decisive transformation of the world "under himself", disrespect for any of its existing order.
- 2. He is more courageous than others (i.e. he has no fears he fears almost nothing in advance, he is not characterized by fears that automatically precede a potentially dangerous action).
- 3. He is distinguished by the rapidity of muscle mobilization, high speed of reaction, swagger, motor liberation, he has no problems in the rapid initiation of movements.
- 4. He likes to test himself in difficult conditions, likes to be "challenged" by life, and likes to physically assert himself in stressful and risky situations.
- 5. For his psychotype, inexpressiveness of fright reactions are common in general, it is very difficult for him to be frightened by anything, even unexpected, and to bring him into confusion. It's even likely that he usually lacks any noticeable psycho-vegetative reactions in response to fright (like sweating, heart palpitations, trembling hands)
- 6. High perseverance, excellent "breakthrough" abilities persistence and vigor in the pursuit of the intended and in obtaining the desired.

- 7. It is difficult for him to be "emotionally flexible", difficult to restrain himself in communication with people. This is a consequence, firstly, of the fact that he is not sensitive to the nuances of other people's behavior. Secondly, he does not know how to adapt and even more so "bend". Thirdly, in conflicts, he often starts to "go out of the limit" in an escalating manner.
- 8. This psychotype is highly predisposed to service in the army or other hierarchical power structures.
- 9. He is characterized by minimizing any constraints on the way of movement towards the goal, including moral ones. Like ILE, he does not tolerate edifying talks.
- 10. Tendency to provoke conflicts. High correlation with increased competitive behavior in any situation he is eager and looking for someone to immediately compete with in terms of strength and the level of his dominant influence.
- 11. In love, he more often liked to be the conqueror rather than the conquered.
- 12. He is often intolerant of other people's points of view, without any fear of spoiling relations with anyone (he has almost no such fears at all).
- 13. Most likely, he thinks quickly and switches thoughts quickly thought viscosity and tight-mindedness are not characteristic of his psychotype at all.
- 14. He is characterized by a high degree of arrogance, cantankerousness, intransigence, recalcitrance, disagreement with an accusatory bias and a tendency to confrontation. That's why he's a bad flatterer or harmonizer.
- 15. Admires strength, despises weakness.

# LSI (ISTj):

- 1. He has a sense of stable constancy in his feelings, his self-esteem, his opinions, his lifestyle, and the structure of his personality.
- 2. Key concepts for his character: reliability, conservatism, memory for evil and good, inevitability of punishment, perfect cleanliness, order in the house, calculating, wariness, beautiful expensive things, self-respect.
- 3. He has strong self-control of his desires, emotions, and his behavior.
- 4. He does not think with an associative "fan" of thoughts, almost chaotically directed in different directions from the starting point, but with a mostly linear sequence of thoughts, rather strictly following from each other on the basis of their chronological or cause-and-effect relationship. For this reason, it is very difficult for him to change something inside his ready-made action programs "viscosity" of character.
- 5. He is characterized by suspicion and ill-will towards everything unexpected, new or alien, capable of destroying or changing the established order in his territory, or capable of disobeying it, or capable of influencing the stability of this order in any way. For the above two reasons, it is difficult for him to come up with any new ideas.
- 6. Representatives of this type are very reluctant to change their opinion on any issues.
- 7. He has weak probabilistic thinking and finds it very difficult and unpleasant to work with probabilities, ambiguous situations and vague sets without clear boundaries.
- 8. He has a high tolerance for monotonous activities, including his high perseverance.
- 9. He is more committed than others to subordination and to a strictly hierarchical chain of command.
- 10. This psychotype is more likely than others to consider restrictions on pluralism and individual freedom as useful and normal. Not always but the tendency is there.

- 11. His thinking copes very well with the tasks of ordering, sorting into categories, classifying and systematizing, analyzing complex phenomena and objects.
- 12. He (like LII) has an excellent ability to systematize and hierarchical classification, and especially to analyze cause-and-effect relationships and formal logic. He is also highly sensitive to small logical details and facts, to any logical errors and irregularities (noticing them at a glance).
- 13. Despite phlegmatism, he can be attracted to bright, strong emotions, because of which he is sometimes unexpectedly sentimental.
- 14. In his work he is characterized by high methodicality and obligatory rationalization and structuring of the work process, with the mandatory division of all work into stages and with the planned creation of time and resource reserves in it.
- 15. Easily assimilates socio-ethical prohibitions and norms of his environment, shows special consistency in their fulfillment.

# IEI (INFp):

- 1. First of all, he is focused on his inner ethical world, the world of feelings and experiences. This often leads to quite an artistic personality.
- 2. In communicating with people, he is emotionally flexible, attentive and knows how to adapt to his interlocutor.
- 3. Excellent insight into the feelings and thoughts of other people, "infecting" oneself with their condition, acting out their emotions, and through this understanding of other people's feelings.
- 4. The ability to easily get used to someone else's role and image, including identifying oneself with the hero of a work of art (this ability in psychology is often called "fantasy empathy"; it is also close to another psychological concept "theory of mind", the ability to model someone else's train of thought).
- 5. He does not like to set himself tasks that are too complex in a logical and organizational sense.
- 6. Technical innovations, business risks, ways to increase the efficiency of a particular enterprise all such things are of very little interest to him and cannot seriously captivate him.
- 7. He has little sensitivity to logical connections between objects and events (connections of belonging and subordination, hierarchy, cause and effect); the ability for a "dry" formal logical analysis of available material is poorly developed (unless there's an additional accent on Ti).
- 8. Similarly to SEI, it is difficult for him to follow the practical benefit he does a lot out of whim, according to his mood, for the sake of beauty, or generally "just like that" because it got into his head.
- 9. Frequent feeling of instability, unsteadiness, "unanchoredness" of one's personality, excessive suggestibility of one's environment.
- 10. He likes strong, dominant personalities (like his dual SLE), especially of the gender he's attracted to.
- 11. He is rather a person of passive reflection than of lively active action. Prefers theory to practice.
- 12. He aims at thinking and dreaming rather than at productive action.
- 13. He is prone to self-deprecation, often liking the role of "sufferer".
- 14. He is constantly creeping back and forth in his mind, imagining past situations and versions of the future, or pondering the springs of events both past and future, and often simply fantastic ones.

15. "My beautiful melancholy" - this is often about him.

# EIE (ENFj):

- 1. He has a strong intonational expressiveness in his voice.
- 2. People of his type rarely choose simple and "quiet" working professions associated with individual manual labor in the field of technology. Their preferred occupations are romantic and "grand", even "global".
- 3. It is very easy for him to talk in detail about his feelings that he is experiencing now or has experienced in the past. He has no difficulty in finding the right words.
- 4. He easily loses his temper, quickly coming to an agitated state (a state of reactive, defensive aggression is easily induced in him). Easily and instantly "winds up" in response to insults and any "attacks", and himself is able to instantly "wind up" in response simply to his own thoughts.
- 5. It is very possible that he likes to speak "beautifully", with some theatricality.
- 6. It is very important for him to be conscious of his personal uniqueness, allowing him to be constantly in the focus of other people's human passions and emotions.
- Just like IEI, high "fantasy empathy".
- 8. Often combines anxiety and aggressiveness.
- 9. Is characterized by high emotional passion easily and willingly, on the rise, infected by some excited emotional state, in turn begins to instill it and broadcast it to others.
- 10. He is characterized by demonstrativeness in behavior. He tries to draw attention to himself, to take "as much space as possible" in front of the public, sometimes for this purpose resorts to posturing and extravagance.
- 11. He considers himself, not without some justification, a man astute to other people's interests, weaknesses and shortcomings, a man who usually guesses easily the intentions of others.
- 12. Compared to many other people, he is able both to love more strongly and selflessly and to hate more strongly and passionately.
- 13. Most likely, his muscles are often tense even at rest (have an increased background tone). Hence the subjective feeling of unrelenting muscle tension, angularity of movements.
- 14. There is a possibility (above the population average) that he may have self-directed aggression and masochistic tendencies. Sometimes he may experience pleasure after pain (increased release of endorphins).
- 15. He finds it difficult to put out of his mind what has passed. Often immerses himself in past emotional memories both very long ago, emotionally intense, and very recent and fresh, wondering about the rightness or wrongness of his once committed actions.

# SEE (ESFp):

- 1. When he is among people, he does not avoid contact at all. Just like EIE, not at all embarrassed if attention is drawn to him (two most demonstrative types).
- 2. He has excellent psychological capability to build people into informal structures like network marketing, and further motivate them and set them up.
- 3. Most likely, he has a need for constant demonstrative emphasizing of his superiority (look at how awesome I am).

- 4. Wherever he is, it is important for him to be the very first, not the second the champion, the leader (i.e. it is better for him to be the biggest fish in a small lake than the second largest fish in a big sea)
- 5. Enjoys buying new things for themselves more than other people. Accordingly, other financial conditions being equal, makes these purchases more often than others.
- 6. There is not a drop of shyness or timidity in him he is contactable, reacts instantly to any questions or verbal provocations (quickness of verbal reaction), tends to interrupt other people in conversation, in communication he dominates over interlocutors.
- 7. Generalizing inductive analysis, i.e. the ability to identify common features and general explanatory regularities in surrounding objects and phenomena, is difficult for him. He quickly gets bored and irritated by such tasks. But he is good and quickly notices and understands moods, inner feelings and mutual relations of all his vis-a-vis.
- 8. He is characterized by high decisiveness. Makes decisions quickly, without hesitation and definitively (unlike EIE).
- 9. Good flatterer, unlike SLE/ILE.
- 10. He likes to slightly falsify, boast, embellish, he has a strong desire to be in the spotlight and in the center of attention, increased ostentatious demonstrativeness of behavior craving admiration and veneration from others who recognize him as their leader. Close to this "typical" psychological phenotype is the phenotype of a populist ringleader, a journalist of scandalous chronicles, a toastmaster, a network marketer.
- 11. He has the gift of persuasive insincerity (knows how to be a convincing liar).
- 12. Unlike EIE, rarely fixated on own past mistakes and failures.
- 13. He is constantly active, always among people, always on the run. People around him appreciate his activity, cheerful sociability (common qualities with ESE).
- 14. People of his psychotype usually like (and often choose) activities associated with frequent communication with people and with their service (for example, the work of a bartender, travel agent, hairdresser, makeup artist, tour guide).
- 15. He is great at (and loves) storytelling and has a strong gift for verbal persuasion.

# ESI (ISFi):

- 1. The SEE/ESI mirror pair tends to be the furthest away in world perception and external behavior from all other mirrors.
- 2. He does not like any changes around him, he would like to see the world more constant and less changeable, he does not like any innovations (he perceives them as a source of threat), he prefers the long known, many times tested and familiar (common quality with LSI).
- 3. He has a significantly heightened negative reaction to any violation of social and moral rules he observes and to any immorality and dishonesty in people.
- 4. Is characterized by a high personal commitment to norms of morality, social rules and a sense of duty in social behavior.
- 5. He does not like situations of multiple choice, when there are many variants of an action or decision to choose from. This property is very closely correlated with conservatism of habits and skills (one thing almost always follows another).
- 6. Responsibility, discipline and adherence to established prohibitions are his virtues, he is not an anarchist in his behavior one bit.
- 7. He probably has an increased tendency to have edifying conversations (which annoy XLE's so much).

- 8. This psychotype is more often characterized by a long memory for the good done to him by someone.
- 9. He is characterized by strong routine, domestic perfectionism (thoroughness and neatness in everyday life).
- 10. Unlike LSI, prone to believing that if patriotism leads to long-term material deprivation of people, that's bullshit, not patriotism.
- 11. Often worries about his loved ones, is a caretaker for them. Definitely a family person.
- 12. Sensitivity to even slight emotional nuances in people's behavior. Attention and interest in the relationships of others.
- 13. Patriot of his "small homeland", sentimental towards local traditions, often knows quite a lot about them. But grand imperial "Beta quadra-like" designs leave him cold, if not disgusted. He is an opponent of the view that the interests of the state should be much higher than the interests of the individual, and that people are just cogs in a big machine.
- 14. Social interaction the ability to put oneself in the place of other people, "feeling" them from the inside.
- 15. Just like many SEI's and ESE's, he likes animals, likes to grow plants at home.

# ILI (INTp):

- 1. The LII/ILI pair is the closest "quasi" pair in world perception and behavior.
- 1.5. He's more of a pessimist than an optimist.
- 2. He is an individualist, and he is not interested in human groups at all. Even in sports competitions he is more interested in individual sports than in team sports. He prefers to wander the halls of museums alone rather than on a guided tour; he is indifferent to fashion and public opinion.
- 3. His psychotype is characterized by shyness in front of people, inability to make acquaintances with them.
- 4. He is often seen warning and criticizing some concept or idea while sitting in a chair with an impenetrable expression on his face. His logic likes to criticize things, in general.
- 5. Is characterized by orientation to the inner side of things, people and phenomena; reduced attention to the external appearance of other people, oneself and one's things.
- 6. He is characterized by high secrecy, restraint and self-control in everything he says. As a rule, he gives out very little information about himself and his affairs to other people.
- 7. He constantly feels a lack of energy in himself, therefore he spends energy very restrained, spares and saves both physical and emotional strength.
- 8. He very much dislikes situations and human environments with high emotional intensity and with a strong "emotional swing", tries to avoid them.
- 9. There is a high probability that he often has the "illusion of anticipation" (this is when the future seems to "float" on the present, and a person feels the upcoming moment so clearly as if it has already come for example, words not yet spoken by another person are anticipated and arise in the head in advance).
- 10. Reason and rationality influence his behavior much more strongly than ancient animal instincts.
- 11. Is not characterized by a commitment to division into "us" and "them", to team groupism and the principle of "those who are not with us are against us".
- 12. Aspires to independence from verticals of power management.

- 13. Commitment to pluralism (against uniformity of opinions and unification, in favor of pluralism and multipartyism).
- 14. Shrewd to other people's mediocrity, immediately sees it through the mask.
- 15. Constantly replaying in his head scenes of possible developments with imaginary participation of real persons.

# LIE (ENTj):

- 1. He is always very keen on the ideas of increasing the efficiency of certain undertakings for the sake of this he often offers technical innovations, unorthodox ways, willingly takes risks.
- 2. He has an enterprising entrepreneurial talent, which he himself realizes (the ability to live in a constant pushing tension, sensing all promising initiatives ahead of others, and determination with a willingness to take risks).
- 3. He has strongly developed business acumen, with an emphasis on following the criteria of payback, benefit, efficiency.
- 4. He likes to set very logically-organizationally complex tasks for himself.
- 5. He is characterized by high vitality, the desire for responsible work and career growth and, accordingly, he is completely alien to the role of passive and indifferent observer-contemplator.
- 6. He prefers to manage people through economic methods rather than through volitional pressure.
- 7. He turns to the future more often in his thoughts than to the past. He is able and likes to think often about the future, make forecasts and long-term plans.
- 8. He is probably indifferent to the beauties and life of nature.
- 9. He is attentive, organized, purposeful not contemplative, dreamy and detached from what is happening.
- 10. Most likely, his muscles are often tense even at rest (have an increased background tone). Hence the subjective feeling of muscle tension that does not let go.
- 11. He likes to work until he is very tired, to the point of exhaustion. He knows and likes to catch a masochistic "high" from this rolling sensation of fatigue.
- 12. He has strongly developed leadership skills and needs and likes to seize the initiative.
- 13. He is characterized by logical flexibility easily and quickly finds justifying arguments for any necessary thesis, even for two contradictory ones.
- 14. Pleasures very rarely distract him from current affairs and plans they are not in his values at all. He easily ignores all the pleasures, conveniences and consumer values of the current moment.
- 15. People of his type usually do not find anything interesting for themselves in the work of a stylist or makeup artist. Somewhat less pronounced, but social roles associated with care and increasing the emotional and psychological comfort of other people are also relatively rare for it.

# IEE (ENFp):

1. In everything he strives for deviation from standards, for "magic" and uniqueness. He strives not to narrow the meanings to complete unambiguity, but, on the contrary, expands them to the point of obtaining multivariance and feelings of multicolor and unexpected novelty.

- 2. Like SEE, he has excellent psychological ability to build people into informal structures like network marketing and further motivate them and set them up.
- 3. His thinking is not "literalist", he "sees the forest for the trees" and is not picky about terminological minutiae.
- 4. He has weak sensitivity to logical connections between objects and events (connections of belonging and subordination, hierarchy, cause and effect); the ability of "dry" formal logical analysis of available material is poorly developed.
- 5. Regarding statements of others and the order of the world around him, multivalence and pluralism are always better than unambiguity for him.
- 6. He dislikes unchanging, frozen states (like those in the Snow Queen's kingdom) more than anyone else. Firstly, he does not tolerate anything frozen and eternal everything must live and change. Secondly, he does not like anything crystalline and symmetrical in his aesthetics, something must, for the sake of beauty, break out of the general row, breaking the prescribed rules.
- 7. He has a strong instinct for novelty, a craving for variety and the ability to enjoy it, the need for change, new experiences, travel, curiosity about what is happening in his environment, quick satiety with monotony.
- 8. He is not good at managing through formal administrative methods, but is good at resolving issues through trusting meetings in an informal circle. Good flatterer and manager of people.
- 9. Ability to rationalize unpleasant emotional experiences quickly and effectively (i.e., the ability to find good in bad things, thereby avoiding frustration).
- 10. People of his type usually like social roles related to care, increasing emotional and psychological comfort of other people (veterinarian, psychologist, educator, social worker often chosen life roles)
- 11. He likes and knows how to entertain people, to cheer them up. He is a good donor of positive emotions, if he is interested in a person, and if his level of general intelligence allows him to understand.
- 12. He is very far from any conservatism in his plans and behavior. He likes novelty, everything unexplored and diverse, prefers creative and non-standard solutions in his activities.
- 13. Concentrating on several concurrent affairs, it is easy for him to have several simultaneous focuses of attention and to switch quickly between them.
- 14. He often has strong feelings of pleasant and attractive anticipation (including frequent dreams and hopes). High excitability and great strength of his urges, as well as his excessive optimism in forecasts are connected with this.
- 15. He has a strongly developed probabilistic thinking, able to mentally deal with probabilities, ambiguous (uncertain) situations and vague sets without clear boundaries.

# EII (INFj):

- 1. He is characterized by conscientiousness, a developed sense of guilt, an instinct for justice, and respect for the rights and interests of others (primarily those with whom he comes in contact).
- 2. This type is characterized by increased obligation towards relatives and friends.
- 3. Insolence and impudence in behavior are not his traits at all. Rather, it is just the opposite he is more often cautious, hesitant and shy.

- 4. He has strongly developed affective empathy for other people's negative emotions (pain, grief, fear, anxiety). This means that he is easily "infected" with these feelings from people with whom he communicates, easily and often feels internal synthonic empathy with such feelings in his acquaintances.
- 5. He has a significantly heightened negative reaction to any violation of social and moral rules he observes and to any immorality and dishonesty in people.
- 6. He is characterized by thought "viscosity" and slow-moving sluggishness with frequent inhibition and "getting stuck" in making the necessary decisions.
- 7. He often has "visceral" thought compulsions intrusive thoughts, intrusive memories, intrusive doubts, etc. constantly arising again and again, often spinning in circles for long periods of time. Sometimes they are habitual and sweetly pleasant, but more often they are unpleasantly annoying.
- 8. Not selfish, he has well-developed empathy, altruistic motives and attitudes dominate (both in relation to other specific people and society in general). A wide circle of people for whom he is ready to sacrifice something of himself.
- 9. He is characterized by an increased predisposition to get "stuck" for long periods of time on his obsessive fears and doubts related to offenses or his embarrassment.
- 10. He finds it difficult to put out of his mind what has passed. Often delves into past emotional memories, both very long ago, emotionally intense, and very recent and fresh, wondering about the rightness or wrongness of his once committed actions (common trait with EIE).
- 11. He allows other people's interference and advice on the organization of his work, in which he usually has defects of planning and optimization, he tends to listen to other people's opinion in these matters.
- 12. The future and the past are more interesting to him than the present moment.
- 13. Social interaction the ability to put oneself in the place of other people, "feeling" them from the inside.
- 14. Caring for loved ones, cordiality (which sometimes even annoys loved ones).
- 15. Doesn't like to keep people in the dark, believes that information wants to be free.

# SLI (ISTp):

- 1. He does not exaggerate or pump up his emotions and never "inflates" passions, it is absolutely alien to him.
- 2. For him, the physical harmony of the surrounding space and his personal comfort/relaxation in it are very important values.
- 3. The present moment is more important and interesting to him than both the future and the past.
- 4. He is not at all inclined to view the actions of others through the prism of their possible lies, intrigues and ethical manipulations (of course, until life itself pokes him in the nose).
- 5. He likes mostly slow, laborious activities that require rest, unhurriedness and patience (making micro-miniatures, assembling jigsaw puzzles, etc.).
- 6. His important and constant life principle: "Minimum effort maximum result".
- 7. With increased probability he has excellent spatial imagination, well-developed ability to mentally rotate the imaginary object. Good abilities in stereometry, reading blueprints, careful parking of cars, orienting on the terrain.
- 8. He's hard to piss off, but if you do manage to do it, his anger is inert and long-lasting.

- 9. It is easier for him to control the mood of one person nearby than the mood of an audience or crowd (as opposed to "universalizing" extroverts ILE and SLE).
- 10. Individualist, very rarely feels "ownership" of his group's interests.
- 11. Complex household appliances are always under his control and obedience, and he has an excellent understanding of them.
- 12. His character is devoid of a heroic-romantic mood which is eager for exploits in the name of some big ideas.
- 13. He loves to contemplate the beauties of nature, immersing his attention in the babbling of a brook, the chirping of birds, the play of animals, the life of meadow flowers, etc.
- 14. Practice and the real world are more important and interesting to him than speculative fantasies and any theoretical cleverness.
- 15. He dislikes tragedy and fury, the force and passion of emotion.

# LSE (ESTj):

- 1. A person of his type is usually proud (and not without reason) of the fact that his household is cleaner and more organized than others, that his vegetable garden is more efficient than others, his children's school and kindergarten are better chosen than others, and he himself is more careful and successful than others in maintaining his health and regular, efficient order in the house.
- 2. In terms of behavior style, he is highly energetic, responsible and very well organized.
- 3. He likes certainty and responsibility in everything, and is not at all afraid of situations where there is great responsibility for activities.
- 4. Retreat into thoughts or fantasies with detachment from sensory perception of reality is not characteristic of him.
- 5. He has an active life attitude.
- 6. He has a large amount of short-term visual memory (he remembers well the details of an image or the location of objects on the table when he turns away, he can describe very accurately what he has seen).
- 7. He is characterized by high intrapunitiveness (placing both responsibility and possible blame for everything that has happened only on himself and not on any other people).
- 8. Autoaggression and masochism are extremely rare for him.
- 9. He has a high level of sensory and domestic care for other people. He likes to patronize and protect close people, to care for them, to show attention and care towards food, conveniences, well-being and comfort of his relatives, friends and guests.
- 10. He is not at all prone to look for tricks, hidden meanings, pitfalls.
- 11. He is very attentive and very observant of his well-being and health.
- 12. He has little inclination for introspection and self-examination.
- 13. Faced with a problem, he only redoubles its efforts in the same direction.
- 14. Standardizing and practical, like his "extinguisher" LSI.
- 15. He is not oriented by his thoughts to life traps and possible future dangers, he rarely thinks about them.

Some X-vs-Y traits, filled in ad hoc. Note that they deliberately exaggerate type differences, while neglecting their common traits.

Not used as a source here, but also valuable, from Sedecology:

https://www.sedecology.com/articles/20/Type-Differences

Also more on

# https://sociotype.xyz/mc

# EIE-vs-ILE (mixed types aren't that uncommon here, still, EIE is more likely to be):

- 1. Socially observant able to recognize the social structure of a collective and manipulate distances by approaching the right people, high attention to social connections of other people
- 2. Priority on scientific progress and expansion of human knowledge is not characteristic
- 3. Anxious emotional sensitivity, anxiety rises easily and goes down slowly. Predisposed to symptoms of neuroticism
- 4. Not necessarily straightforward: intriguer and manipulator. Likes to pull people's strings
- 5. Often carefully considers surroundings, as to not make a social slip
- 6. Likes to see own image in mirrors and photographs
- 7. Doesn't like to travel much
- 8. Feels a "rational" need to finish what is started
- 9. Divides people into "us" and "them", with the principle of "who is not with us is against us"
- 10. Highly sensitive to small sensory annoyances
- 11. Anticipatory emotional fear of possible unpleasant consequences

More:

# EIE:

- 1. I can play along with people's moods when needed.
- 2. I am characterized by jealous suspicions in almost all my relationships I have experienced the pangs of jealousy.
- 3. I think I experience feelings of disgust or loathing more often than others.
- 4. I always have a plan of action for tomorrow in my head.
- 5. I am good at using my resentments as a means of influencing others.
- 6. It's hard for me to see useful and good opportunities in an object under study, but the negative opportunities those are visible at once.
- 7. I am stubborn and persistent sometimes up to the conflict, if I face the irrationality of actions in my relatives (for example, in children during the preparation of lessons, etc.).

ILE:

- 1. I do not always understand why other people are offended in a conversation.
- 2. Many of my actions are directed more toward helping others than toward my own interests.
- 3. I like to do mental experiments, combining incongruous things.
- 4. I often make plans at the very last minute.
- 5. I am used to interacting with another person as an equal, and I can't imagine any other way of interacting.
- 6. My speech is not very clear and consistent, sometimes in conversation I jump from thought to thought and lose the main line of narration.
- 7. I do not have a strong need to be respected by others.

#### LII-vs-LIE:

# LII:

My interests are usually separate, distanced from the interests of others.

I consider it my task to discover universal, time-independent laws.

Principle is usually more valuable to me than current expediency.

I am always interested in disproving an existing system of beliefs and building a new one in its place. What irritates you more often in someone else's style of approach to problems? NO: The tendency to complicate everything. YES: Simplification.

From the outside I sometimes seem to be a very uncoordinated and inactive person - indeed, I'm more used to waiting for the right moment when everything will fall into my hands, rather than rowing against the current.

I often fantasize for my own pleasure rather than for the sake of solving some problems.

I care about money less than most other people.

#### LIE:

I always compare my actions in terms of benefit, profit and maximum efficiency.

I like and at least used to live in constant "pushing" tension.

I am generally interested in questions of money, price of goods, comparison of earnings.

I think that knowledge is obliged to be practical and should bring a relatively speedy benefit.

I live by the principle: "Think about reality well, and it will become what you want it to be!"

I like to discuss aloud about possible gains and losses from some actions.

I like to talk about "work in general", about my various talents, skills and abilities, how to nurture and develop them, and how to achieve my goals.

I am puzzled by people who think about "global justice" too much.

#### **EIE-vs-LIE**:

# EIE:

- 1. I am characterized by a certain nervous irritability to everything unpleasant or wrong.
- 2. The troubles and harm done to me are etched into my memory for a very long time and clearly and I would like to forget them, but I can't.
- 2.5 I am a dreamy person, I can't stand dullness, the main thing for me is beauty in art and life.
- 3. Sometimes I entertain myself with psychological "attacks" on another person to see how nervous he is and how his mood gradually deteriorates.
- 4. I am prone to conflicts and aggression, especially when I am bored.
- 5. I know how to express my feelings beautifully: from sublime intonations to subtle irony.
- 6. I closely feel, like me, the characters of those people who brought emotional challenge and intensity of passions to politics or life: Caligula, Nero, Zhirinovsky...
- 7. My love is usually tinged with jealousy.
- 8. My character is characterized by a certain feeling of superiority.
- 9. I am characterized by a certain demonstrativeness, "theatricality" of the experiences shown.
- 10. I like the atmosphere of tragic passions.

# LIE:

- 1. When communicating with people, I am closer to equanimity and acceptance of their shortcomings than to rejection and irritability (even if hidden by me).
- 2. My emotionality exists at the level of the humorous mood emanating from me, my mobility, my unobtrusive friendly advice to people and jokes, but I do not pretend to publicly teach everyone how to live.
- 3. It's easy for me to put off all pleasures "for later" for the sake of something that will bring me more significant benefits in the future.
- 4. I am always very fascinated by ideas for increasing the efficiency of certain undertakings for this reason I often propose technical innovations, extraordinary ways, and willingly take business risks.
- 5. My slogans: live yourself and let others live, respect the freedom of others.
- 6. I often browse online forums dedicated to finance and investment issues.
- 7. People around me appreciate my active business qualities.
- 8. I devote a lot of time to my professional growth.
- 9. I quickly come to terms with circumstances my feeling of dissatisfaction does not last long.
- 10. No stress will scare me stress only increases my business energy and entrepreneurship.

### LSI-vs-SLI:

#### LSI:

I would be suited to be a leader in a large, rigidly organized system.

I like expressions like "ruthless energy", "cold determination", "brute force".

I love it when the order is solid, built from top to bottom, from the main to the particular, and resistant to the effects of time.

Sometimes I am reproached for my conservatism and supposedly excessive adherence to order and subordination

I always insist on my own opinions, trying to get others to recognize that I am right.

The people with their collective self-awareness are above any individuality.

I love uniformity in everything.

I always get a certain excessive pleasure from contemplating strict vertically organized orderliness.

## SLI:

It is extremely unpleasant for me when they order me in accordance with some rules.

I would try to avoid a job where I am given orders and I have to order someone around.

I am annoyed by any hierarchy and mandatory respect for people "according to their status": position, age, etc., for my taste this is in any case more bad than good.

A lot of freedom is more pleasant for me than a lot of power.

The key word for me is interest. I can abandon everything as before if I feel something more interesting nearby.

It's typical for me that I don't like responsibility - I generally don't like it when something obliges me. I don't know how to "put pressure" on others, I don't know how and don't like to control the surrounding space.

Very often I devote my time and interests to what this moment comes to hand, and not to what is planned and needed.

## LII-vs-IEI:

#### LII:

I have encyclopedic knowledge, sometimes I act as a "walking reference book".

I solve any intelligence problems faster than most of my other friends.

I am distinguished by the thoroughness of evidence and detailed elaboration of arguments.

I solve any problem not smoothly, but step by step, in steps - having made a decision, I always hold on to it as if I had reached a solid platform.

When I read articles on the Internet, I am always interested in the tables with numerical information they contain.

I was, or am, very interested in formal logical laws.

I like to read serious historical and journalistic books.

Keywords for me: algorithm, program, dry analysis of facts.

#### IEI:

It is difficult for me to control my desires.

I use flattery to get ahead.

I avoid tasks that require prolonged mental effort (I don't like them or are reluctant to start them).

The world of people, the world of experiences and feelings is much more interesting to me than the world of machines and laws of nature.

To influence my interlocutors, I know how to flexibly "play" with the expression of my dissatisfaction, strengthening it or instantly removing it.

My interest in scientific issues is rather superficial; in any case, I would not choose a profession in this or a purely technical field.

Sometimes I catch myself that in relationships with strong and aggressive people, I subconsciously like to play a dependent role, while being a little capricious and provoking.

I am uneconomical and capricious when handling money; I am ready to spend my last money on a sudden purchase "for the soul."

#### EII-vs-IEI:

# EII:

- 1. If I say I'll do something, I absolutely always keep my promise, even if it's very inconvenient for me.
- 2. I like to plan things strongly in advance.
- 3. My values influence me more than my desires.
- 4. I almost always insure myself against possible critical reproaches to my work by the obligatory slight over-fulfillment of it both in quality and quantity but always very close to the predetermined limits.
- 5. When making decisions, I always carefully consider whether they will not harm the interests of humanity, society and other people.
- 6. I sometimes like to patronize people from the position of a benefactor. Sometimes I even "annoy" others with my patronage.
- 7. To feel comfortable, I definitely need to know that my activities are needed by society.

#### IEI:

- 1. Perhaps, if necessary, I can cleverly pretend, and if necessary, I can lie.
- 2. If something does not work out, stressing me, I can often throw the work away and say: ..screw you all!
- 3. I usually do not feel responsible for other people let them take care of themselves.
- 4. Sometimes I catch myself that in relationships with strong and aggressive people I subconsciously like to play a dependent role, a little while capricious and provoking.
- 5. I am capricious and fickle, romantic.
- 6. In emotions I am usually attracted by their strength and passion.

7. I am a person more likely to get carried away and frivolous than prudent.

#### SEI-vs-IEI:

SEI:

The present is more or less clear to me, but the future is unclear and therefore of little interest.

There is a lot of pleasant physical activity in my lifestyle.

I would make a good specialist in the comfortable arrangement of workplaces.

If necessary, I believe I can copy someone else's handwriting quite accurately.

The key concepts for me are pleasure, satiation, enjoyment, satisfying hunger or thirst.

Visuals are more convincing than fantasies (reality is more important than imagination)

Mood background - no tendency to doubt or fear, self-assured.

IEI:

Perhaps I sometimes spend too much time "mental gumption," weighing, pondering and evaluating too often, reasoning around and around, instead of just doing and moving on.

Sometimes I feel like people are laughing at me behind my back.

I have some obsessive fears or sometimes have obsessive and ridiculous "forbidden desires" - though I don't give in to them, of course (like ripping off a stopcock in a train car or doing something else ridiculous and forbidden).

I like people to be bossy, pushy, and strong.

I have an inherent tendency toward a certain theatricality of experience.

Speculative fantasies and any theoretical cleverness are more important and interesting for me than practice and the real world.

The tendency and ability to generalize, to speculative abstractions, the ability to trace commonalities and unite phenomena even by subtle nuances of their features.

#### LIE-vs-ILE:

LIE:

- 1. What do your fantasies most often look like? NO: They are sudden insights-associations, or kaleidoscopically appearing fragments of thoughts and ideas YES: They are plots that develop over time.
- 2. I have a pretty good idea of what the future will look like in 10 years for each of my five closest acquaintances.
- 3. I try not to delve too deeply into subject matter knowledge as long as the knowledge I have works effectively and keeps me as competitive as possible.
- 4. I am very practical; I know how to gain confidence and show my need.
- 5. My life and career are clearly laid out in stages.
- 6. I am creative in making time and other people work for me.
- 7. I am a very goal-oriented and organized person.
- 8. The words "Time is money" or "Time is of the essence" could accurately describe me.
- 9. The logic of business, the logic of struggle is something I am good at and very fond of.
- 10. What do you most often strive for? NO: For eternal truth YES: For immediate gain.

ILE:

- 1. I find it hard to tear myself away from some computer games I finish, immediately start again, sometimes because of this I am late somewhere or even throw other things out of my mind.
- 2. I would not spare a couple of days of time to get to the bottom of why it starts to rain after lightning strikes.
- 3. Would you, in the company of a few other like-minded people, like to be instantly transported (WITHOUT POSSIBILITY OF RETURN) to the Earth of another, parallel Universe, which most likely has an OTHER and unknown history?
- 4. I like to internalize or build my own theories that will almost certainly never be recognized by society.
- 5. Choose in which matters you are more picky and more likely to criticize: NO: in matters of how prudent people close to me or I know are and how they spend their time and mine; YES: in matters of how interesting and original (or trivial) the statements and thoughts of my relatives and friends are.
- 6. I can study a topic for a long time out of pure interest, without a clear prospect of getting a useful result.
- 7. I believe that freedom and improvisation are more important than planning and organization for making good decisions.
- 8. I am not very organized and do not tolerate any control.
- 9. I am too often distracted by every little thing going on around me.
- 10. It happens that before I leave the house, I am immersed in some thoughts, dreams or fantasies and because of this I am late.

#### ILI-vs-EIE:

#### ILI:

My position: let everyone live as they want.

I really don't like loud scandals - because I don't know at all what to do in such a situation.

My ability to self-criticize without worry (with a "cold nose") and to honestly admit mistakes is higher than that of other people.

I'm a lazy skeptic; my favorite pastime is to be immersed in philosophical and strategic thoughts, looking for what nasty things might happen along the way of some imaginary actions.

All kinds of sensitivity and sentimentality are almost always whims unworthy of a serious person.

I am indifferent to the values of patriotic pride; I have other interests and concerns.

My favorite roles are the observer of fleetingness, the wanderer along the river of events.

# EIE:

I feel close to the characters of those people who brought emotional challenge and intensity of passions to politics or life: Caligula, Nero, Zhirinovsky...

I am a romantic in feelings, artistic and sublime.

I am very sensitive to people bypassing me in promotions and awards.

There was a case where love drove me to complete obsession, when I was completely "fixated" on one person and on my desire for them.

In my speech, I often use words that reflect the superlative degree of something. For example: outstanding, brilliant, drop-dead, great, huge, fastest, tireless...

I constantly want something, I am constantly emotionally strongly attracted to something. In communication, I absolutely need the presence of emotional closeness, an emotional response.

### LSE-vs-LIE:

LSE:

- 1. I almost always feel a pleasant satisfaction after eating.
- 2. I actively insert my advice and remarks when I observe how loved ones who are sick with colds treat themselves.
- 3. I am good at memorizing architectural details of buildings even without special memorization I can probably draw from memory the characteristic features of a house I've recently been in.
- 4. I like to browse Internet forums devoted to the repair and construction of private homes, automobiles and similar topics.
- 5. Better than many others, I see subtle visual differences in the shape and individual appearance of objects (both inanimate objects and people's faces).
- 6. I am sentimentally caring towards the memory and traditions of my "small motherland".
- 7. I will not pass by and will definitely make a remark if I see a teenager spitting on the floor or dirtying the elevator.
- 8. I often interfere in other people's affairs out of a desire to help improve the situation.
- 9. I would hate to make weekly and daily work plans at the request of my superiors.
- 10. Sometimes (and not infrequently), one small memorized detail in the clothing or appearance of a recently seen person suddenly comes to mind.

#### LIE:

- 1. I can perfectly calculate how much time it will take me to do any task, to arrive somewhere, to have time to do something, and so on.
- 2. I like the feeling of "drive" from the thrill of some danger that I myself am going to meet.
- 3. If need be, I can "act out" views and beliefs that are completely foreign to me for weeks and months with no problem.
- 4. I can easily control my physical sensations and completely ignore them if I want to.
- 5. In the realm of facts, I do not indulge in analyzing details, but immediately try to see the general, global trend and regularity.
- 6. I would enjoy competing to see who can bear more pain.
- 7. I usually don't care about any impropriety unless it is proven that it will badly affect the outcome I want.
- 8. I am interested in topics involving mysterious phenomena. I like to seclude myself and ponder the meaning of life, the past and the future.
- 9. An object that does not give impetus to thoughts of some continuation, overcoming, breakthrough, development such an object will be boring and not interesting to me.
- 10. I do not perceive visual individual differences well for me all trees look the same, all houses of the same height and architectural style look the same.

#### ILE-vs-SLE:

Questions to which ILE are more likely to answer yes, SLE - no:

Sometimes something small and completely unnecessary at the moment creeps into my head - either some random thoughts and ideas that are not related to the current matter, or memories, or images of the imagination.

Dreamers and innovators are interesting and understandable to me, they command my respect.

A lot of freedom is more pleasant for me than a lot of power.

What would you like to give people? - NO: Freedom from doubt YES: Freedom of choice

I often experience ecstasy from the feeling of recognizing something fundamentally new.

I have many "childish" interests in me: I still read many children's books and fairy tales with pleasure, if I get my hands on them.

SLE - yes, ILE - no:

My assessments of events are usually unambiguous and leave no room for doubt.

Participation in disputes is more interesting to me for who will overcome and win, and not for receiving information.

I am infuriated by people who, instead of answering "yes" or "no" to a specific question, begin with various versions, options and possibilities.

A lot of people deserve to be treated like crap.

"I came, I saw, I conquered" - this is about me.

#### SLE-vs-SEE:

## SLE:

Admittedly, I am secretive, stubborn and inflexible in relationships. I very much dislike uninvited guests and do not know how to occupy them; I stubbornly retain the system of relationships to which I am accustomed.

I do not always understand why my interlocutor is offended by my words.

I am always surprised how some people try to live in friendship "with both ours and yours" - no, you are either with us or with them - but then you are against us.

Negative emotions burst out from me more often than positive ones.

Sometimes I deliberately provoke people to disrespect me - I don't give a damn about their respect.

#### SEE:

It would suit me to build a large network trading structure based on interhuman relations (so-called network marketing).

I am charming, I keep relaxed and at ease, I am polite in communication, I am confident, I can create an atmosphere of intimacy, but I can be sharp and sassy.

I like to gossip.

The main thing for me - to make a positive emotional impression on others.

I know how to flatter a person in order to achieve what I want.

# ILI-vs-LII (quite difficult, actually, it's not always that clear):

Questions to which ILI's are more likely to answer "yes" than LII's:

Sometimes I lie for my own benefit - maybe a bit more than the average person.

In relations with other people, I am always "on guard".

My logic criticizes and destroys more often than it creates something.

I have something of a "sixth sense" and sometimes know what's going to happen long before it happens.

I often think about the fact that even the closest person can be tray me.

I don't like heroic emotional pathos in art; I prefer the kind of art that mocks "high passions", bringing them down to earth.

I always notice weaknesses and mistakes of people that surround me, and, at least internally, make ironic comments about them.

Questions to which LII's are more likely to answer "yes" than ILI's:

I am used to thinking in terms of humanity and universal human interests.

If it were my will, I would ban any hidden secrets and any lies from the world.

Any manifestation of injustice irritates me, even if I am not personally directly affected.

I easily get "infected" by the mood of my friends.

I like to classify and categorize stuff for the pleasure of it.

It is very typical for me that I respect almost everything unusual and new, but I cannot stand chaos, as well as any kind of instability.

For me, principles are usually more valuable than current expediency.

#### ESI-vs-EII:

EII - yes, ESI - no:

- 1. It's often hard for me to defend my rights and interests.
- 2. In my thoughts I constantly "play different roles"; I live in detail many lives that are not my own.
- 3. Often in my thoughts I play out fantasies based on the material of the historical past.
- 4. Sometimes the world around me begins to seem intensely threatening, as if everything in the room is baring its teeth at me.
- 5. I am sometimes haunted by loud intrusive thoughts that accuse me of sinful behavior.
- 6. I have a broad range of interests.
- 7. I can see the wonderful and the unusual even in the usual things.
- 8. Multiple meanings and pluralism in other people's statements and the surrounding world are better than unambiguity.

ESI - yes, EII - no:

- 1. I resist pressure well.
- 2. My material desires are more important to me than my curiosity.
- 3. Victimity (sacrificialism, self-abasement, the sweet familiarity of experiencing one's insignificance, worthlessness, or one's destined for slaughter) is not characteristic of me.
- 4. I like to criticize other people.
- 5. I am not infantile I have few child-like interests, I don't read fantasy books, etc.
- 6. I am guite annoyed if other people are late to an appointment with me.
- 7. I am generally cautious of other people.
- 8. Perhaps I am more judgemental than others.

## LSI-vs-LII:

LSI:

Better to inadvertently squelch something innovative than to allow confusion and disorder.

I would enjoy professional service in the military if it paid well.

I get the most pleasure when I manage to break someone's resistance.

I like to control how people observe certain prohibitions.

A perfect monarchy is better than a perfect republic.

I prefer to work with concrete tangible things rather than fictional or speculative ones.

If you have to sacrifice variety for predictability, it is almost always justified.

I would be very well suited to work as an inspector, overseeing the implementation of some kind of regulation.

LII:

I am often excited by the feeling that I have made a sudden discovery for myself, grasped some new idea.

Most of all I like independent activity connected with free speculative search, and I try to stay away from authorities and high positions.

I easily and willingly generalize, I like all kinds of "global" ideas and ideas, but the excessive specificity often burdens and tires me - I just do not understand why it is needed, quickly lose interest in it.

The work of a philosopher would suit me better than that of an investigator.

In a short time I can come up with a lot of different ideas and alternative explanations for a given topic. In my reasoning I like to confront opposite approaches, compare alternative points of view.

The motto "Science and Humanism" is closer to me than "Unity and Cohesion".

I quickly become a supporter of new theories that offer completely different structural descriptions of phenomena.

#### IEE-vs-IEI:

#### IEI:

- 1. I lack optimism in my life.
- 2. I have masochistic tendencies.
- 3. In communication with people I often start to feel aggressive or, on the contrary, stiff.
- 4. I like strong emotions, especially ones tinged with tragic pathos.
- 5. I like to watch the flowing water in a stream.
- 6. I like domineering qualities in people.
- 7. I often immerse my mind in fantasies of the past.
- 8. In romantic relationships, I usually wait for others to take the initiative.
- 9. Sometimes it is nice to feel subordinate.

# IEE:

- 1. I am a person who is more talkative, contactable and sociable than my acquaintances on average.
- 2. I am almost always cheerful, my bad moods are expressed only by one-time bright flashes of irritable-shouting emotions (quickly passing flashes).
- 3. In casual conversations with fellow travelers, I usually talk more than my interlocutor.
- 4. I very often go out to visit some company.
- 5. It would suit me very well to be a journalist, a street sociologist or a columnist in some sensational news department.
- 6. Difficulties do not embarrass or discourage me I know how to act and ignore trouble.
- 7. I like talking more than listening to someone.
- 8. I am verbally quick I instantly find what to say or how to joke back.
- 9. I would do well with the role of toastmaster, managing the fun at a holiday or feast and not letting anyone at the table get bored.

# **EII-vs-SEI** (compared to SEI, EII is more likely to be...)

Proud, dislikes the position of a supplicant

Future and past are more interesting than current moment

Well-developed self-reflection

Fantasies and theories are more important than real world practice

Intensive internal speech

Bad coordination of small movements

Strong self-love is not characteristic

Visually unobservant

Anxious, anxiety rises easily and goes down slowly

The role of a rich spendthrift is certainly not for him

#### **ESE-vs-EIE**:

Questions to which ESE's are more likely to say "yes" then EIE's:

I like to create comfort for myself and my friends - this is by no means unpleasant to me.

I really love sports, good cuisine, and in general any joys from the tangible material world.

In the objective, physical world, I feel like a fish in water - I have everyday practicality, good manual skills and know how to comfortably arrange my living space.

First of all, I like to express my affection for a person through helping him meet his vital needs - feeding him, taking care of his restful sleep and comfortable rest.

My background mood is usually positive.

I lack the talent of a social intriguer; I don't like to participate in intrigues, either.

Most dissatisfied people need to change not their environment, but their attitude towards reality.

Questions to which EIE's are more likely to say "yes" than ESE's:

My character is characterized by a certain feeling of superiority towards others.

I strongly dislike dealing with low, day-to-day, material issues.

I think more often about human shortcomings than about human virtues.

Frankly, I often deliberately play "a person of subtle, exquisite nature that is not understood by others" (although this is close to who I really am).

Victimity (self-abasement, the sweet familiarity of experiencing my insignificance, worthlessness, or being destined for slaughter) is something that happens to me more than others.

Sometimes I like to negatively influence the emotions of others, taking them out of their usual comfortable balance.

Which plot (out of the two proposed) do you prefer in adventure or fantasy literature? NO: The lonely hero encounters an environment that is at first alien to him, but is gradually absorbed by it, submits, and it is on this path that he achieves perfection. Because this environment (forest, unknown planet, tribe) is better and more perfect than the hero who entered it. YES: The lone hero courageously confronts the environment and defeats it, forcing it to submit and accept his conditions. The hero is endowed with numerous initial virtues, and the environment hostile to him is limited and imperfect, and therefore worthy of destruction or significant alteration.

# ESI-vs-ESE:

Questions with which ESI's are likely to agree, and ESE's - to disagree:

Generally, I don't like making jokes and telling anecdotes (funny stories), especially with people whom I don't know well.

I often point out to people the inconsistency of their actions with proper morality.

I think more often about human shortcomings than about human virtues.

If I don't need anything from a person, then showing obvious sympathy for him is tactlessness, indecency and bad form.

I think that in people, there's too much animal, and not enough human.

In other people, I don't much value originality.

Overly bright emotions are often a sign of someone being too crude and uncivilized.

I often worry about what might happen to my loved ones - uncertainty about it worries me.

#### **ESE-vs-SEI**:

Some questions to which ESE's are likely to agree, and SEI's - to disagree:

I like to be in the center of attention.

I tend towards hyperthymia - I am generally a high-energy person.

In conflicts, my negative emotions blow up quickly and explosively.

I constantly want something, I am constantly emotionally strongly attracted to something.

I'd like to live in a world where nothing substantially changes - only steady increase of material goods.

I am a stubborn and determined person.

If I start talking, I can talk for quite a long while.

## LIE-vs-SEE:

Long-range, step-by-step planning of own life and career.

Not particularly hedonistic, easily sets aside desires for pleasure.

Respects erudition and intellectualism, and can be nerdy.

Isn't attentive to others' facial expressions and emotional nuances.

Average (as opposed to high) demonstrativeness and boastfulness.

Average (as opposed to high) libido and sexual instinct.

Visually inattentive.

High intrapunitiveness (attributing both responsibility and possible blame for everything that has happened only to oneself and not to other people). Intrapunitiveness to events is understood here as a whole, without dividing it into successes and failures.

SF professions (designer, cosmetologist, etc) are rare for people of this type.

#### ILE-vs-IEI:

He is a poor judge of people, and it is often very difficult for him to know whether a certain coworker is a friend to him or not.

A scientific mindset and a heightened serious interest in science.

He denies predetermination, fatalism and imminent destiny - he believes that a person's future is completely self-determined and can be easily changed, if only he wants to.

Doesn't like powerful and domineering people (especially as romantic interests).

When he reads articles on the internet, he is always interested in the tables of numerical information given in them.

Likes to classify things for the pleasure of it.

Considers himself to be the "defender of the weak".

# EIE-vs-IEI:

EIE:

- 1. I would prefer to present my views immediately in a lecture in front of a large audience rather than while speaking to a small group of people in a seminar.
- 2. I am annoyed by other people's mistakes usually when I notice them, I find it hard to keep silent.
- 3. I like to tell everyone what path they should take and which of the opportunities they should seize.
- 4. I will always reprimand a person who tries to get in front of me without waiting in line.
- 5. It is true that I cannot be a simple wanderer through current life experiences, an uninvolved observer of events I am characterized by a strong need to be involved and constantly evaluate results.

# IEI:

- 1. My position: let everyone live their lives as they wish.
- 2. I don't like and avoid talking about life principles, as everything in life is unpredictable and one should always look at the situation.
- 3. Too often I feel difficulty in concentrating, lazy distraction of attention.
- 4. From the outside I sometimes seem to be a very unassembled and inactive person indeed, I am more accustomed to waiting for the right moment, when everything will fall into my hands, than stupidly rowing against the current.
- 5. I am very slow and dreamy, it is not easy to rouse me to action in reality.

#### IEE-vs-EIE:

# IEE:

- 1. I feel calm and self-sufficient, most of the time.
- 2. I am very patient with other people's weaknesses and shortcomings.
- 3. It is true that I am not at all squeamish in my attitude towards other people's views and beliefs (it's rare for me to get offended by them).
- 4. I accept any new information with joy and enthusiasm, including new ideas born in my own head so in the course of a conversation I often jump from thought to thought, irreversibly moving away from the original line of narration.
- 5. I don't understand people who see and find some "problems" in everything.
- 6. I'd rather be the peacemaker, rather than the attacking side.
- 7. I don't like to classify and categorize stuff for the pleasure of it.

# EIE:

- 1. I find it difficult to veer off my intended path or change my expectations i.e., my thinking in this sense can be lacking in flexibility.
- 2. I tend to dwell too much on any given idea.
- 3. I think almost daily about the impression I make on others.
- 4. My greater strengths include my will, disposition, and talent for leadership.
- 5. It is true that I do not like moderate, compromise solutions.
- 6. Perhaps I am more envious than others.
- 7. I have a habit of reacting disproportionately in response to even weak and low-key provocations.

**ESE-vs-IEE**: (another tough one, especially in case of "ambisensuitive" people)

ESE is more likely to:

He rarely plays with paradoxes in his mind.

In conflicts, his aggressive reaction is quick and explosive.

He DOES NOT AGREE that his ethical assessment of a situation depends on many nuances and is therefore difficult to predict, and that sometimes he therefore even has to resort to the flip of a coin. Is not characterized by concentrated absent-mindedness as distracted forgetfulness (arising because one's own fantasies are experienced as prioritized, super-valued).

Sensory caring order in the environment - the desire to care for oneself, things and surroundings, to create and maintain a permanent healthy order in the surrounding world of material objects. Unambiguity is better than polysemousness (in words and statements, but only ones which he himself utters).

Lack of associative fluidity as rapidity and variety of associations with ease of switching. Stubborn - as in, can maintain "burning" in himself on a single cause better than most others. Concerned about the comfort and convenience of my workspace, dedicating a lot of time to it so that nothing later irritates him.

**SEE-vs-ESI:** (perhaps overly detailed)

Questions to which SEE's are more likely to answer "yes"

The sweetest thing in life is power over others.

Everything about me is "cool" and I myself am also the "coolest".

I have a large, flexible and varied set of techniques to start talking with other people.

It's easy for me to communicate with people - they almost always seem nice to me, and I don't feel any fears or barriers.

Almost every day I feel a sense of pride in my successes, in my position and the authority I have gained.

More than others, I have the right, the strength, the dexterity, and the desire to enjoy all the material abundance of this world.

For a worthy reward, I could easily start propagandistic topics on the Internet based on lies and turning the truth inside out.

If it is safe, then I consider it at least possible to slander the person who is opposing or interfering with me in order to neutralize him.

My character is characterized by carelessness.

Sometimes I entertain myself with flattery addressed to someone - without any particular purpose, just to observe how the person's mood changes for the better.

I am more of an optimist than a pessimist.

By nature, I am more of a spendthrift and a burner of material values than a hoarder.

Questions to which ESI's are more likely to answer "yes":

Key concepts for me: stability, a narrow circle of friends, decency, morality, honor, responsibility, constancy, condemnation, accuracy, suspicion, memory of harm caused, social justice.

I feel uncomfortable if I accidentally cause significant discomfort to someone (by being late, by speaking awkwardly, etc.)

I prefer to walk the same familiar paths, dress in familiar clothes, and generally prefer a measured, predictable everyday life.

I would be sick of basking in luxury at the expense of others, without creating anything myself.

I am scrupulous in matters of decency and unobtrusive, but will always come to the aid of those who need it.

I often perceive everything new as a source of threat.

All my life I have been strictly guided by a sense of duty and clear, constant principles.

I often worry about the immoral actions of my friends.

Unlike many, I don't know how to give insincere compliments (this disgusts my whole being). I am always ready to help discreetly and without self-promotion.

Frankly, I am secretive, stubborn and inflexible in relationships. I really don't like uninvited guests and I don't know how to keep them busy; I stubbornly maintain the system of relationships to which I am accustomed.

I try not to be in debt to anyone and therefore, as a matter of principle, I do not make purchases on credit and very rarely borrow from friends.

And "memory of harm caused" is more for "avoid this person and tell others to do it, too" rather than for "go on a roaring rampage of revenge".

# LIE-vs-IEE:

LIE, as opposed to IEE:

- 1. Striving for logical analysis and ordering, clarity of formal-logical operation of facts, ability to logically isolate the main thing and analyze cause-and-effect relationships (everything is tightly coupled).
- 2. Long-range, step-by-step planning of own life and career.
- 3. He would not like to do social surveys of passers-by the job of a street sociologist is certainly not for him.
- 4. Constant evaluation and optimization of financial or other material benefits, his key concepts are benefit, expediency, calculability, efficiency.
- 5. Propensity for leading administrative activities.
- 6. Fairly weak attention and interest in the relationships of people around him.
- 7. Hardworking, constant readiness to work, hides in work from his bad mood (workaholism).
- 8. "Rationally" seeks to finish what is started.
- 9. Not an aesthete.
- 10. Doesn't seek to be the ethical harmonizer in a collective.

#### LSE-vs-LSI:

They join in practical standardization (probably the closest extinguishers), still:

LSE:

I love guests and really like to treat them.

My feelings are always very open to others and sincere.

I often feel the need to talk to other people.

In any endeavor, I often immediately notice points that need major efficiency improvements.

Toward weaker members of the family I am very caring and altruistic, especially in minor trifles.

I easily come into contact with new people.

LSI:

I like to categorize and classify stuff for the sheer pleasure of it.

It is harmful to support the weak; the strongest should win in life.

I like strong and bright emotions, even ones somewhat tinged with tragic pathos.

If a scientific discovery is important, it should remain only in my native country.

I often play it safe, avoid retraining, changing work methods, computer systems, etc.

I can by an effort of will "freeze" my state and all my perception that for a minute or two nothing will happen in my sensations - no movement at all, except for small fluctuations of the visual picture.

#### ILI-vs-IEI:

#### ILI:

- 1. To criticize other people's views and statements is always a pleasure for me. I especially like to specifically look for weaknesses in the logical constructions of people who claim to be particularly logical.
- 2. Better than most people, I can clearly and lucidly build flawless chains of substantiating arguments in front of listeners.
- 3. I do not know how to spend money easily, even if some accuse me of stinginess I just prefer to leave something "for a rainy day".
- 4. I have encyclopedic knowledge, sometimes I act as a "walking reference book".
- 5. Quite often people are somehow offended by my words, although I did not want to offend them at all.
- 6. It is true that I do not like interlocutors or partners with "bursts of emotions".
- 7. I am eager to discuss which technology will have a greater effect, which business decision will yield higher profits.

# IEI:

- 1. I am more often romantically enthusiastic rather than skeptical.
- 2. The most important thing for me is to make a positive emotional impression on others.
- 3. I love an emotionally fulfilling life.
- 4. I usually don't care about minor logical contradictions.
- 5. I am easily compelled by the feelings that those around me are in.
- 6. I am uneconomical and impractical in everyday life.
- 7. I tend to get bored if people around me talk about politics or science.

# EIE-vs-EII:

#### EIE:

- 1. I often consider my point of view to be the only correct one.
- 2. The worst thing for me would be to suddenly feel like an inconspicuous gray mouse.
- 3. I often find it difficult to restrain my impatience when waiting for something I am generally impatient by nature.
- 4. I like to boast.
- 5. I am characterized by a certain demonstrativeness, "theatricality" of the experiences shown.
- 6. I easily manage to "emotionally wind up" the audience around me and make them listen to the way I play my emotions in time, like a musician on a flute.

- 7. I enjoy taking selfies and posting those pictures online.
- 8. I respond aggressively to criticism maybe more than the average person.
- 9. I often express my dissatisfaction aloud to my loved ones about one thing or another.

# EII:

- 1. I like to do good and pleasant things for people, even if it is a little to the detriment of my time.
- 2. Before I criticize someone, I try to imagine how I would feel if I were in their shoes.
- 3. Expanding my knowledge of the world is more interesting to me than power.
- 4. I am resilient and patient in a monotonous job that puts many other people to sleep.
- 5. If something does not like me and does not get along, I blame and reproach more often myself, I spill aggression on myself.
- 6. I seem shy and self-conscious.
- 7. I am more inclined to carry my worries within myself rather than express them aloud.
- 8. I sometimes overlook my own needs in an effort to educate others with dignity.
- 9. I believe in educating the general public in the ways of kindness, self-restraint, and respect for the rights of others.

# LSI-vs-SEI (LSI tends to...):

Proud, does not tolerate the position of a supplicant.

He's more interested in politics than most people.

Likes to classify and categorize stuff for the pleasure of it.

Power-hungry.

Vindictive. Thinks that a worthy person must have enemies.

Structurally and logically-responsibly plans his statements and essays - knows in advance where they will eventually converge.

Actively organized and responsible.

Paranoid tendencies, or feeling threatened by others (correlated with a love of categorization and with muscular tenseness even at rest).

Often wary of surrounding intrigue, lest he slip up and make a mistake.

With regard to the demands on the utterances of others and the order of the world around him, unambiguity is better for him than polyvalence.

A special tendency to permanent habits, to a predetermined, assiduous and smooth sequence of initiated actions.

### LIE-vs-SLE:

Easily aroused, sensitive imagination.

Other people's fear does not bring pleasure and is not considered an acceptable way of governing people - he'd rather use economic methods..

Intensive internal analysis with the tendency to use an excessive number of criteria.

Visually inattentive.

Pluralist (against social "unificationism").

In relationships, possessive instincts are moderate at best.

#### More of the same:

Questions to which SLE's are more likely to answer "yes":

Frankly, I am secretive, stubborn and inflexible in relationships. I really don't like uninvited guests and don't know how to keep them busy; I stubbornly maintain the system of relationships to which I am accustomed.

I am undiplomatic and easily become indignant.

I am often cruel and harsh when communicating with people, and in extreme situations I leave no room for pity and sympathy at all.

I don't care much what others think of me.

I'd rather spend the night in a garbage dump than find myself in a humiliated position in front of someone for a short time.

My movement coordination is quite good.

I notice that people more often hinder me, rather than help me.

How I spend my time depends on the situation, not the plan.

I don't consider it necessary to hide my negative opinion about some people; on the contrary, I like to declare and show it.

I like watching military parades.

Questions to which LIE's are more likely to answer "yes":

There is more cheerful optimistic roguishness in me than stubborn adherence to principles.

I try to manage other people not through volitional pressure, but through economic methods.

Thoughts about tomorrow are always interesting to me, they always call me somewhere, promise something and have some immediate importance for me, filling life with meaning.

I plan and "schedule" my life for years to come.

Which motto do you prefer? NO: United people, common destiny YES: We are different, we are friends

I don't find situations where other people fear me to be particularly pleasant, and I don't see fear as a usual way of managing people.

I usually come into contact with new strangers by demonstrating my sympathy and affection, first establishing contact with friendly words.

An ideal republic is better than an ideal monarchy.

My point of view on a particular problem often changes under the influence of other people's arguments.

I like to correct other people's bad moods.

## **EIE-vs-SEE:**

# EIE:

- 1. I've been trying to figure myself out all my life.
- 2. I often have revelatory dreams with "philosophical" overtones.
- 3. I am very sensitive to offense and punishment.

- 4. Sometimes some of my strange states and experiences cause me a slight fright.
- 5. My health and well-being are of little stability, with something happening to them frequently.
- 6. What is more characteristic of you? NO) I am able to enjoy comforts YES) I often pay attention to inconveniences.
- 7. Victimity (sacrificialism, self-abasement, the sweet familiarity of experiencing one's insignificance, worthlessness, or one's destination for slaughter).
- 8. I am vulnerable and internally contradictory, often unsure of myself, prone to frequent doubts and hesitation in choosing a solution.
- 9. Blind experiments ("maybe something will come out") this is categorically not for me.
- 10. The existing material world for me is just an unworthy burden.
- 11. I have always been more concerned with public interests than with personal ones.

#### SEE:

- 1. When the chain of events begins to change according to the scenario not foreseen by the initial plan, I treat it quite calmly I know how to benefit from any development of events along the way.
- 2. Evaluations of the past and thoughts about the future do not occupy me much, I mainly live in the present moment and the current day. I am usually focused on the joys of the current moment and mostly do not worry about what will happen next.
- 3. Everything in the world is determined by either money, power, or the physiological nature of man, and talking about ideals is for fools.
- 4. I love sports, good food, adventurous risk, and in general any joys of the tangible material world.
- 5. My behavior more often looks, perhaps, a little more swaggering, rather than a little more normative and well-mannered if you compare me to most people around me.
- 6. I find it easy to relax and release tension.
- 7. It is true that I am not at all squeamish in my attitude toward other people's views and beliefs.
- 8. I am willing to try anything.
- 9. There is nothing wrong with my health.
- 10. I am more of an optimist than a pessimist.
- 11. Personal interests are more important than any group ones.

## ILE-vs-ILI:

#### ILE:

- 1. If there were theatrical knightly tournaments in my town on holidays, I would love to participate in some way.
- 2. When I start a reform of any order, I always expect only good things from it.
- 3. I constantly need something new, unexpected, exhilarating.
- 4. I am a historical optimist, I believe in progress and in the development of humanity on the path of mutual respect and goodness.

- 5. I usually don't like it when they start attacking someone's merits in a discussion I immediately want to defend their owners.
- 6. I prefer not to hide, but honestly show my intentions (it is much more pleasant and interesting for me).
- 7. Unlike my peers, I have more curiosity and "childlike" perception in me.
- 8. I am usually ready to fight for an idea even alone, although ideas that excite and inspire me often change to new ones.
- 9. If I lived in the past, I could have become a revolutionary.
- 10. I usually see friends in people and am poor at recognizing enemies.

ILI:

- 1. I more often discourage my friends from their intentions than persuade them to do something.
- 2. I am often wary and set myself up to expect something nasty.
- 3. More often I try not to raise someone else's enthusiasm, but, on the contrary, to "lower" it or even ridicule it.
- 4. I don't remember experiencing the excited joy of any discoveries or the anticipation of them in the last month.
- 5. One should serve his employer (or, even better, yourself), not humanity as a whole.
- 6. I know how to trap the other person in their easily subsequently predictable behaviors.
- 7. The criterion of truth is material benefit, only what is personally beneficial to me is right.
- 8. The thought that 'everything is vanity of vanities' is closer to me than the idea that one should fight for their cause to the end.
- 9. In conversations with people I want to influence, I rarely speak directly, usually giving hints, as if 'testing the waters'.
- 10. It's difficult for me to see good possibilities in something new but the bad possibilities are easily seen at once.

# Ell-vs-LII (also decent for Ell-vs-ILI):

EII:

- 1. I enjoy listening to people and relieving their emotional stress.
- 2. When solving a common problem, I focus on the other person's perception rather than the problem itself I care a lot about how the partner feels, what they think of me.
- 3. A set of concepts that characterizes me very accurately and completely: feelings, consent, peace, humanity, commandments, conscientiousness, shame, politeness, obligation, human soul, forgiveness, poetry, fate.
- 4. I sometimes like to patronize people from the position of a benefactor.
- 5. Often mundane little things can get me excited or frustrated.

6. I enjoy spending all my time laboring and caring - but caring not for myself, but for "my people": family, friends, coworkers, and the common cause.

LII:

- 1. I am a widely erudite person with a well-honed rigorously analytical mind.
- 2. Logic always helps me to make my picture of the world clear and structured so that I can be further guided by general principles and ideas, ignoring trivialities.
- 3. I live by reason and calculation more than by my heart, and logic and order are my defense against impudence.
- 4. I am very much interested in formal logical laws.
- 5. Many people unfairly think I am dry, unapproachable, and prideful.
- 6. I value my independence most of all.

#### SEI-vs-ESI:

SEI:

- 1. My character is characterized by carelessness.
- 2. I often make plans at the very last minute.
- 3. In close communication, I'm easily infected by other people's high spirits.
- 4. I rarely condemn anyone for any actions you could say that my morality is flexible, in this sense.
- 5. I would fit the role of a rich spendthrift.
- 6. I often occupy myself with some nonsense, without any applied value, but amusing.
- 7. I have a strong craving for wonder and fairy tales.

ESI:

- 1. I always have everything under control.
- 2. I often point out to people the inconsistency of their actions with morality.
- 3. The key words for me are performance, timeliness, accuracy, fairness and active diligence.
- 4. I believe that there is always one and only one right solution, which is obviously better than all the others.
- 5. Unlike many people, I can't do insincere compliments at all (it is like my whole being despises it).
- 6. I will not pass by and will definitely intervene if I see a teenager spitting on the floor or dirtying the elevator.
- 7. I often think and reflect on events that have already passed.

# LSI-vs-ESI:

LSI:

- 1. If the other person's mood changes during a conversation, I usually have a hard time understanding where it came from.
- 2. I'm always looking for my place in the general formation, it is very important for me to feel it.
- 3. I very rarely talk about my own feelings and experiences.
- 4. I like to read stories/watch films about violence.
- 5. It is true that I almost never feel guilt for any of my actions.
- 6. I like order to be firm, built from top to bottom, from the main to the particular, and resistant to the effects of time.
- 7. To fear war or to constantly cry out for friendship with other powers is a path to defeatism and betrayal.

## ESI:

- 1. I easily notice someone's bad or self-serving attitude toward me, even if the person hides it.
- 2. To fit into some group hierarchy and become an inseparable part of it it is more unpleasant than pleasant for me.
- 3. I am often concerned about someone's attitude toward me.
- 4. I am an individualist, and in myself and others I am interested solely in personal qualities, not in belonging to some collective.
- 5. I am more often guided by the fear of failure than by the hope of triumph.
- 6. I like to talk about my connections to other people.
- 7. Strict respect for moral norms of mutually honest and conscientious behavior of people is more valuable and necessary than even respect for the laws of the state.

# SLE-vs-LSI:

SLE - yes, LSI - no:

I am impulsive.

Forbidden fruit is usually especially sweet for me.

I feel more comfortable than many others in the conditions of all kinds of changes, chaos and confusion.

My character is characterized by a rebellious spirit and a tendency to critical disagreement.

LSI - yes, SLE - no:

In critical situations, you must rely on: NO: Deviation from the rules YES: More strict adherence to them.

I am better than others at taking orders.

Stagnation is better than revolutionary disorder.

I am often "viscous" in conversation or thoughts - it is difficult for me to ignore the current thought and be distracted, it is difficult for me to quickly switch to something else.

#### some more:

### SLE:

I am often impatient.

I usually find it difficult to sit still for long periods of time.

I am interested in a little bit of everything in life and often switch from one thing to another.

I usually interrupt people when they start talking about themselves and don't let me speak.

I pay attention to all kinds of prohibitions and restrictions less often and less than others - they are not written for me.

I do not like to work on a firm schedule, I prefer flexible schedules or work without any schedule at all.

#### LSI:

I form a complete picture of an event or object only after I have collected many small facts and studied all the individual details.

It is difficult for me to make decisions in a hurry, I need time to weigh everything. But then I am unable to be stopped.

The work that others find monotonous, I often like, it doesn't put me to sleep or scatter my attention.

I am better able than others to obey orders.

I always have a calm, peaceful aura.

A well-ordered society is one where the actions of all people are predictable and controlled.

### SLI-vs-ESI:

SLI, as compared to ESI:

He has very low sensitivity to slight emotional nuances in people's behavior.

Social interaction - attention and interest in the relationships of people around him are weakened.

Lacks rigidity in the system of moral values, lacks discipline and pickiness in defending the norms of social behavior.

Lackadaisical in life.

Low suggestibility.

He is not characterized by thoughts about spirituality and morality, God and fate.

Appreciates originality and eccentricity in other people.

# SLI-vs-LII:

#### SLI:

- 1. I often evaluate things by touch, taste, and smell.
- 2. The most important thing for me is the feeling of the current minute, to be comfortable and pleasant here and now, not someday or somewhere.
- 3. I am indifferent to any abstract theoretical arguments they have few to do with what is important and interesting to me in life.
- 4. I could probably be a good acrobat do all sorts of somersaults, cartwheels, etc. (in general, my body listens to me well and "feels" space fine).
- 5. I am sensitive to my own and others' physical discomfort.
- 6. I am characterized by seeing specific people, not society as a whole, not a forest, but individual trees, not a generalizing theory, but specific facts.

## LII:

- 1. I am interested in the structure of the state and its electoral system.
- 2. I consider it my task to discover universal, time-independent laws.
- 3. I often calculate in my head options on how to ward off danger.
- 4. I like to think about contradictions and conflicts underlying all social movements.
- 5. I am ironic about people who live for momentary pleasures and enjoyment.
- 6. I have poor perception of individual visual differences.

# ILE-vs-IEE (ILE is more likely to)

Striving for logical analysis and ordering, clarity of formal-logical operation of facts, ability to logically isolate the main thing and analyze cause-and-effect relationships (everything is closely connected). Lack of emotional flexibility and restraint, instant logical response to emotional frustration. Bad ethical harmonizer between people.

He doesn't have the inclination or ability to manipulate people.

He doesn't think feelings are more important than anything else, and logic is boring.

Spiritual individualism - he sympathizes with the image of the tragic loneliness of an individual alien to society.

He wouldn't enjoy doing social surveys of passers-by.

### SLE-vs-LSE:

### SLE:

- 1. I am often drawn to do something dangerous and shocking.
- 2: Sometimes I deliberately provoke people to disrespect me I don't give a damn about their respect.
- 3. As a child I was sometimes completely unmanageable due to my free will, but I was not offended if they called me crazy I knew very well that I was worth more than thousands of people like them.
- 4. It is harmful to support the weak, the strongest should win in life.
- 5. Cleaning the house I try to do as little as possible it takes away my time, I am not interested in it.
- 6. I notice others' weaknesses and mistakes, and I don't miss a chance to "poke" them in this matter.

#### LSE:

- 1. I like to create coziness for myself and my friends.
- 2. I would make a good specialist in the comfortable arrangement of workplaces.
- 3. Key concepts for me: activity, diligence, organization of work, leadership, continuous improvement of efficiency, improvement of technologies, planning, politeness, employment, technological and fine-tuned work operations, punctuality, officialism, stability, health care.
- 4. I have a very steady rhythm of life that is almost never "jagged".
- 5. I prefer stability over new experiences.
- 6. It is typical for me that I always take laws and regulations into account and keep my personal belongings in perfect order.

## SEI-vs-SLI:

#### SEI:

- 1. I am characterized by emotionality rather than cold prudence.
- 2. I am good at understanding the experiences and moods of people around me.

- 3. It is easy for me to emotionally adapt to others.
- 4. I know how and like to establish relationships between people in a team.
- 5. What is better and more familiar to you? NO: Maintaining my independence. YES: Striving to integrate, to connect with others.

#### SLI:

- 1. If the mood of my interlocutor changes during the conversation, it is usually difficult for me to understand where it came from.
- 2. Although it's hard to piss me off, when this does happen, my anger is inert and long-lasting.
- 3. Many people likely unfairly consider me dry, unapproachable, and prideful.
- 4. I am more interested in establishing harmony of things than in establishing harmony of human relationships.
- 5. I don't like any kind of ascending build-up of emotional experiences neither in life nor in books.

### LSE-vs-ILE:

Lacks the ability to discover, specify and invent new things.

Priority of stability over change.

He is not prone to mental play with paradoxes.

He is not characterized by detachment from the criteria of practice and expediency, even his fantasy constructions are not detached from reality.

It is not typical for him to think that close people deliberately create inconveniences for him.

A special tendency to the completeness of initiated actions.

He is not prone to improvisation, denial of planning.

Caring for loved ones, hospitality.

Disciplined.

Hard worker, constant readiness to work, hides in work from his bad mood.

It is difficult for him to cover any situation at once automatically with understanding on a holistic level.

### ILI-vs-SLI:

ILI:

- 1. Behind any event, I immediately subconsciously, almost without reasoning or analyzing, see and feel the general trend behind that event.
- 2. I often "shuffle" my imagination in my thoughts in search of some trap or possible surprise.
- 3. I am sensitive to seeing very "subtle" and weak probabilities often because of this I can see trends in things that other people fail to see.
- 4. I often think of very unpleasant, trouble-promising ideas and assumptions.
- 5. I like to mentally identify the sources of mistakes and misconceptions of people I know.

### SLI:

- 1. My misfortune is that I am not at all good at lying and pretending.
- 2. I think about what will be tomorrow or the day after tomorrow with much more pleasure than about what will be a year from now.
- 3. Simply, without any sex, I love it when people close to me touch me, put a hand on my shoulder, stroke or hug.
- 4. The core of my life is the pursuit of comfort, receiving pleasurable and avoiding unpleasant sensations.
- 5. I am a "philistine" in a good sense of the word I care most about the well-being of today and am interested in what is near me, not somewhere far away.

### ILI-vs-ESI:

ILI:

- 1. My imagination often gives birth to exaggerated, caricatural images.
- 2. I am sometimes haunted in my thoughts by "logical relativism" that is, it often seems that all our judgments about the world we live in are built on shaky sand, and can be twisted this way and that.
- 3. I am a lazy skeptic; my favorite thing to do is to stay in philosophical-strategic reflections, looking for what nasty things can happen in the way of some imaginary actions.
- 4. I am rarely really perturbed by even obvious and deliberate human lies, because, in fact, everyone sins a little and everyone does it sometimes.
- 5. I like exposing and devaluing other people's values at least more than I like inventing and defending my own. After all, any values at all are often an illusion.
- 6. Looking at what is happening around me, I often catch myself in a distinct and a little strange feeling of anticipating what will happen in the next second.
- 7. The possibilities of my mind are limitless I like to speculate, to shine with intellect, to show myself in some interesting theoretical discussion.
- 8. I often find it hard to fall asleep at night doing something or wandering around night cafes, and falling asleep later in the day.

ESI:

- 1. I have firm and unambiguous moral principles.
- 2. Whether a person is good or bad it's for a long time, and does not depend much on the situation of the current day.
- 3. I am pissed off by people who, instead of answering "yes" or "no" to a specific question, start talking about different versions, options and possibilities.
- 4. In a relationship, a deep emotional connection is incredibly important to me.
- 5. I like cohesion and organization in everything, I do not tolerate uncertainty, improvisation, deviation...
- 6. When I see someone being unkindly taken advantage of, I tend to have some sort of desire to protect that person.
- 7. I am not interested in theoretical discussions much.
- 8. My day-to-day life is organized and stable.

#### ILI-vs-LIE:

ILI:

- 1. From the outside I sometimes seem to be a very unassembled and inactive person indeed, I am more accustomed to waiting for the right moment when everything will fall into my hands, than to stupidly and inopportunely row against the current.
- 2. I like to refute other people's "innovations".
- 3. Because of the tendency to skepticism I very poorly see the prospects of things in the future, and often feel dependent on the vicissitudes of fate.
- 4. I am suspicious of compliments, if I do them a person who behaves in a friendly manner, with the greatest probability just wants to use you.
- 5. I like to warn, grouse and criticize, reclining in a chair and keeping an impenetrable face.
- 6. When some chucklehead shakes me, trying to tear me away from the book or TV and involve me in his doggy cheerfulness, I feel furious.
- 7. My favorite roles are the observer of fleeting moments, the wanderer on the river of events.

## LIE:

- 1. I have a need to keep life around me moving and simmering.
- 2. I am a workaholic by nature.
- 3. I almost always "hide" from bad moods by intensive work at the limit of possibilities.
- 4. I usually do not keep in my head for a long time and easily banish from it those thoughts and conjectures that are uncomfortable and unpleasant.
- 5. It is very important for me to have some victories every day and to make them visible to others.
- 6. Almost daily I feel a sense of pride in my successes, my position and the authority I have gained.
- 7. I am a team person, and in my work I always count on its cohesion and division of labor in it.

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### ILI:

- 1. More than half of the time, I am dominated by pessimistic and depressive thoughts.
- 2. I am often on guard and expect something bad to happen.
- 3. From the outside, I sometimes seem like a very unfocused and inactive person indeed, I am more accustomed to waiting for the right moment when everything will fall into place than to blindly and untimely swimming against the tide.
- 4. Most people are scoundrels.
- 5. When communicating with people, I know how to use a silent condemning look (and I use it quite often).
- 6. Time seems to me to be a slow, viscous flow, carrying inevitable, continuous, predictable events.
- 7. I accurately notice the weaknesses and mistakes of those around me, not missing an opportunity to note this.

### LIE:

- 1. I am a very determined and organized person.
- 2. I need life around me to be moving and bustling.
- 3. I often experience a pleasant feeling of anticipation that makes me restless and my heart race.
- 4. I am a workaholic by nature.
- 5. It is easy to arouse my interest and focus my attention on something.
- 6. I am in a normal mood right now and have no more problems than usual.
- 7. I don't usually dwell on things for long and easily dismiss thoughts and guesses that are uncomfortable and unpleasant.

## SEE-vs-IEE:

## SEE:

- 1. I like to use only the best and the most prestigious, and I don't need anything that is passable, but of average or even worse quality.
- 2. I, more than others, have the right, the power, the dexterity and the desire to enjoy all the material abundance of this world.
- 3. Everyone in this life should think and care first of all about himself, without fear of infringing on another after all, the world is based on competition for a reason.

- 4. For me it is very important to "be the first", to show off, to achieve success in sports, business or other spheres but necessarily those that are especially valued by society.
- 5. I believe that in some individual situations you have to step over others to get where you want to go.
- 6. In my emotional daydreams, I have more than once envisioned myself in the future as the leader of a large group of people.
- 7. When it is possible for me to get something from another person by forceful pressure, it is usually pleasant.
- 8. I am a very proud and opinionated person some say I am, supposedly, even arrogant.

#### IEE:

- 1. My speech often (more often than others) contains figurative comparisons, e.g. "walked like a pompous duck".
- 2. I believe that demonstrative human ambition often stems from insecurity.
- 3. The expectation of a pleasant event often gives me more emotions than the event itself.
- 4. In the material world in any of its manifestations I try to spend only a minimum of effort no more than necessary to create a positive emotional impact on others.
- 5. I often occupy myself with some mental games with paradoxes.
- 6. Most of all, I like independent activity connected with free speculative search, and I try to stay away from authorities and high positions.
- 7. In the education of a young child, you should pay more attention to the development of imagination than to the development of practicality.
- 8. I sometimes find it difficult to control my thoughts it is as if they begin to live their own life beyond my control.

#### **ESE-vs-LSE**:

### LSE:

I often think something over with a cold mind, weighing and evaluating it.

I am a kind person by nature, but I put business before personal interests and relationships.

When telling or explaining something to people, I become more technical and "dry" than usual.

I usually find it difficult to describe in words the feelings and emotional experiences of others.

I avoid buying things that are selling for even slightly more than their actual price.

I live my life in such a way that I don't depend on anyone.

### ESE:

At any moment I feel the emotional significance of what is happening, filling every situation with a certain "flavor of life".

My enthusiasm is often uneconomical and wasteful, it lacks cold analysis and calculation.

Sometimes every event, every impression seems to me surprisingly emotionally intense and therefore very significant, either beautiful or terrible.

Key concepts for me: fun, explosion of emotions, falling in love, outrage, family, bringing joy, cheer up, beauty, celebration, sociability.

In the company of friends, I like to talk about my personal experiences in my youth and in the past. I am very artistic.

### **ESE-vs-SEE**:

- 1. He would be alien to the role of a wealthy spendthrift.
- 2. He cannot imagine a good life without interesting work for the benefit of people.
- 3. He is not characterized by the desire to buy products only in expensive stores.
- 4. He has no inclination and ability to manipulate people.
- 5. The statement that "In childhood he was sometimes completely unmanageable due to his free will, but was not offended if he was blamed knowing perfectly well that he is worth more than thousands of people who try to limit him" does not fit him at all.
- 6. Likes plants and enjoys growing something on his own on his plot, if he has one.
- 7. Does not particularly seek independence from others it is not very important to him.
- 8. It is quite acceptable for him to live in a stationary world where nothing changes.
- 9. He is not characterized by indulging in momentary distractions, the need for interruptions, frequent changes of plans, and rapid exhaustion of motivations.
- 10. It never happened to him that he deliberately exploited someone else's goodwill for his own selfish desires.
- 11. He cannot remain emotionally indifferent when he hears about other people's misfortunes, even if they are the misfortunes of people he does not know too well, and even if these events do not affect him personally in any way.
- 12. Lacks emotional self-control; quick and instant emotional reaction to what's going on around him.

#### EII-vs-ESE:

EII:

In most of my states of mind I am closer to "minor" rather than "major" in terms of mood.

My thoughts are almost constantly devoted to ordering the world around me by conjecture, revealing connections in the relationships of familiar people.

If I were the ruler of a country for life, I would try to pass on the power: NO: only to my children or close relatives YES: not necessarily to my relatives, but certainly to my ideological associates

Sometimes I get stuck on my feelings of "suffering" for a long time, and I can't get out of this role.

Often there is always something vaguely "spinning" in my head, either scraps of words, or thoughts, or something else, and this spinning does not allow me to concentrate, and in general it is annoying.

I find it hard to concentrate in everyday situations.

### ESE:

When socializing, I am easily animated, becoming fidgety, chatty and playful in manners.

I love to attract the attention, admiration and amazement of others.

My desires and biological needs for me are sacred; never refuse them, always achieve their realization, overcome for this, if necessary, the resistance of others.

It is very difficult for me to refuse the pleasures I have set my mind to.

I remember well and then easily recognize the shape of the bodies of the cars I saw, the spatial arrangement of rooms and furniture when visiting new acquaintances, etc.

I am good at resting, appreciate pleasures and worldly joys, and am perfectly able to establish comfort in my close environment.

### ILI-vs-SEI:

#### ILI:

- 1. When I think about something, I almost always think about what has happened before and what will happen next.
- 2. I like to fantasize about something very unusual, sometimes even shocking.
- 3. I am often ironic, putting someone or something in a ridiculous light.
- 4. Words that are very important to me: pay off or not pay off, profitable not profitable, expedient not expedient.
- 5. The criterion of truth is material benefit, only that which is personally useful to me is right.

- 6. The job of a financial or political analyst would be guite suitable for me.
- 7. I enjoy exposing someone's incompetence.

## SEI:

- 1. In close communication, I easily get infected by other people's high spirits.
- 2. The most interesting thing for me is to get a lively emotional response from people and infect them with enthusiasm.
- 3. I like poems and ballads with heroic sentimentality.
- 4. I am usually immersed in the feeling of the present moment, in the "here" and "now", and the imagination of all that could be, but which I do not see now in front of me, I am given with difficulty.
- 5. I find it easy to adjust emotionally to those around me.
- 6. I can only do those things that are really necessary for someone and really useful for something and money is far from the main thing for me.

#### LSE-vs-SEE:

He would be a stranger to the role of a wealthy sybarite...

He does not think of life outside of interesting work for the benefit of people.

He would like to live in a world where nothing changes.

A love of categorizing and putting things in order.

Sincerity, honesty, incapacity for deceit, intrigue and manipulation.

Weak sensitivity to emotional nuances.

Easy control of one's desires and need for pleasure, a high ability to suppress them.

Flattery - he himself does not know how to flatter people well (nor does he like it, nor does he strive to).

Workaholism.

#### IEI-vs-ESI:

Is characterized by passivity and lazy contemplation; he ignores the material world and its concerns.

Is not inclined to orientation to the familiar, habitual, proven, past, traditional; conservatism and lack of inclination to change are not peculiar to him.

Intensity and priority of the work of imagination and fantasy.

No rigidity in the system of moral values, no discipline and fastidiousness in upholding the norms of social behavior.

Focused absent-mindedness as distracted forgetfulness (own fantasies are experienced as prioritized, super-valued).

Sometimes worries about being "puny".

Ability and need to discover and invent new things.

With regard to the requirements for the statements of others and the order in the world around him, multivalence and pluralism for him is always better than unambiguity.

Tendency to do unexpected things.

Emotions are intensely picked up and empathized with, but are short - quickly erased from memory.

Tendency to fantasies of gradual transformation, metamorphosis of objects.

A predisposition to visual illusions of misrecognition or strange distortion of the environment.

### LSI-vs-ILI:

He is not prone to mentally playing with paradoxes.

It does not happen that in cooperation with other people he turns out to be only a "think tank", half lying on the couch at the same time.

A special tendency to complete the actions initiated

Adherence to the division into "their own" and "strangers", team groupism and the principle of "who is not with us is against us".

He is not characterized by episodes with the illusion of anticipating the next moment.

His favorite style in art is realism with heroic emotional pathos.

Love of rigid structures and rules that do not allow for any changes.

Passivity and lazy contemplation are not peculiar to him, it is not peculiar to ignore the material world and its concerns.

Rigidity of the system of moral values, discipline and pickiness in defending the norms of social behavior.

Believes that stable order is better than change - strives to create and maintain in the surrounding human world some permanent order.

# IEE-vs-EII:

I live in the "here and now."

More often than not, I think about the week ahead rather than what will happen to the world in three years.

It's easy for me to relax and de-stress.

I find necessary words quickly - I instantly find something to say or a joke to say back.

I don't care about being perfect, I just live my life.

Lying is not difficult for me, if necessary.

It is true that I am not an anxious person at all.

In a company, I tend to joke and play with words a lot.