

# How To 'Estimate' Others' Behaviors

	People-Oriented	Task-Oriented
Extroverted	High I	High D
Introverted	High S	High C

	Emotion	High	Low
Decisive	Anger	Quick to anger, short fuse	Slow to anger, long fuse
Interactive	Optimism/ Trust	Optimistic, positive, trusting	Pessimistic, skeptical
Stabilizing	Non-emotional	Hard to read	Shows whatever they're feeling
Cautious	Fear	Respects rules, by-the-book	Breaks rules, free-wheeler