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# **UNIT 3    TYPE A AND TYPE B PERSONALITY THEORY, TRAIT THEORIES OF PERSONALITY (CARL JUNG AND THE MYERS-BRIGGS TEST)**

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## **Structure**

- 3.0 Introduction
- 3.1 Objectives
- 3.2 Type A and Type B Personality Theory
  - 3.2.1 Type A Personality
  - 3.2.2 Type B Personality
  - 3.2.3 Development of Type A Behaviour
  - 3.2.4 Health Implications
  - 3.2.5 Criticism of Type A and Type B Theory
- 3.3 Jung's Theory
  - 3.3.1 Archetypes
  - 3.3.2 The Persona
  - 3.3.3 The Dynamics of the Psyche
  - 3.3.4 The Self
  - 3.3.5 The Functions
- 3.4 Myers Briggs® Type Indicator (MBTI)
- 3.5 Let Us Sum Up
- 3.6 Unit End Questions
- 3.7 Suggested Readings

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## **3.0 INTRODUCTION**

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The word personality is an all inclusive concept. It is the sum total of an individual's properties as a distinct and unique human being. The external properties are directly observed while the internal are only inferred from the behaviour of a person. The concept of personality is a derived concept. In this unit we will be dealing with Type A and Type B personality theories. Type A and Type B Personality Theory. First we will find out how Type A theory developed and trace its history briefly. Following this, we will learn about the health implications of Type A behaviour. We would then contrast this Type A with Type B behaviour and indicate the typical personality features related to the same. We will then take up Carl Jung's theory and deal with its major features and characteristics and explain how personality develops according to Jung's theory. The measurement of personality has also been dealt with in terms of Jung's approach and based on this, Myer's Briggs Type Indicator is also discussed.

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## 3.1 OBJECTIVES

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After completing this unit, you will be able to:

- 1 Define Type A and Type B behaviour;
- 1 Elucidate the theory of Type A and Type B Personality;
- 1 Discuss the characteristic features of the Type A and Type B personality;
- 1 Explain the implications of type A behaviour on health;
- 1 Trace the history of the development of type A behaviour concept;
- 1 Discuss and describe Jung's theory of personality;
- 1 Elucidate the concepts of extroversion and introversion;
- 1 Describe Myers Briggs Type Indicator of personality; and
- 1 Analyse how Myers Briggs system works in identifying a personality type.

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## 3.2 TYPE A AND TYPE B PERSONALITY THEORY

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There are persons who are extremely active, get things done on time and are extremely target oriented. For them achieving, completing and accomplishing tasks are very important. They are generally tense if they find that they cannot get their work done. They are extremely punctual and time bound in all their activities and actions. Contrast to this is the B type personality persons who are calm, collected, not over concerned with achieving things on time, less time bound and generally affable by nature and tend to take things easy and work also in groups with greater efficiency.

Both these personalities are important in that they both have excellent characteristics which help to achieve goals but their approach to life and reaching goals vary a great deal. The Type A and Type B personality theory was developed out of observations of patients, who came for treatment either for stress related disorders or hypertension and who suffered from migraine or other forms of disorders including extreme anxiety etc. As the in depth understanding of these persons took place it came to light that these are persons who are anxiety prone and possess certain characteristics that describe a pattern of behaviours that could be characterised as Type A, indicative of the person's vulnerability to stress, anxiety etc., and are prone to develop psychosomatic disorders. Such persons were found to be more prone to develop coronary heart disease. Although, the theory has been widely criticized for lacking scientific rigour, it is still being used by many.

Some characteristics of a Type A Personality are:

- 1 Always in a hurry. Eats fast, walks and talks fast (often interrupting others)
- 1 Restless when waiting
- 1 Highly competitive
- 1 Very precise
- 1 Ambitious, sets own goals, takes work very seriously
- 1 Tries to do more than one thing at a time
- 1 Aggressive

Friedman and Rosenman observed that certain behaviours of the above given ones were more likely to exist in people with heart disease than in others. They called the combination of these behaviours the Type A behaviour pattern and the absence of these characteristics as Type B personality.

Another important aspect of Type A personality is that it is defined as one in which 'A' type behaviour pattern characterised by tenseness, impatience and aggressiveness, often result in stress related symptoms such as psychosomatic disorders, insomnia, ulcer, indigestion etc. and possibly increasing the risk of heart disease.

Two American cardiologists named Friedman and Rosenman in the early 1950s, found that some of their patients sat on the edge of the sofas and clutched at the armrests as if they were wanting to finish up the job and flee from the place. The unusual "sitting behaviour" of their patients led Friedman and Rosenman to find out the link between the restless personality type and heart problems.

In one interesting experiment conducted by researchers, they gave to men and women subjects a frustrating anagram puzzle to solve. It was interesting to find that those who were more hostile and suspicious (based on a questionnaire the subjects filled up before they took up the experiment) had a tendency to show a higher increase in blood pressure than their counterparts who were not hostile or suspicious. Such research provided evidence that some persons are more stressed and are susceptible to hypertension which is one of the important risk factors for developing heart disease.

In addition to Type A and B personalities there is also a personality type called as Type C personality.

### **Personality Type C**

These personality typology is more prone to develop cancer. Every individual is well aware that smoking is related to cancer and that if one is a heavy smoker they must try to give it up in order to prevent developing cancer. Normally not that every one who smokes develops cancer, it is only some who are more prone to or have a predisposition to develop cancer, suffer from the disease. These persons who have a proneness to develop cancer and the behaviour patterns that they manifest are called Type C personality. Such people respond to stress by becoming depressed and / or by feeling helpless and hopeless. Such persons are also introverts, dependent to an extent, obedient, respectful, eager to please others and always conforming to the norms and requirements. They are also passive individuals who do not have the fighting spirit in themselves. Whether being of this type of personality contribute to the typical lifestyle that is related to developing cancer, is yet to be scientifically established. As for instance, a person who chews tobacco may do so whenever he is tense and later on even the slightest tension may make him resort to tobacco chewing which may eventually end up in the development of cancer. Cure from cancer or a person's lifespan increase could also be due to inculcating 'fighting spirit' within themselves.

There has been some evidence to suggest that a person's personality type may have some relationship to his chances of surviving cancer. Those who respond with a "fighting spirit" or those who have a sense of denial seem to do better than the type C personalities who seem to accept their fate passively. A Stanford University (in the USA) professor named David Spiegel discovered that cancer patients who joined a support group which fostered a "fighting spirit" had a tendency to live on average, 18 months longer than those who were not in such a group.

However, there are many contradictory findings in research work and hence one cannot clearly and conclusively state that such personalities will develop cancer in course of time. Taken to an extreme, some individuals may even feel guilty in considering that their personality type may be responsible for their disease, which may only add to their problems. If personality type does have some effect on the disease process, it is probably related more to the weakening effect it has on the immune system, functioning through an individual's response to stress. This can then undermine the body's defenses and make an individual more vulnerable to infection. However, much more research needs to be done to understand the effect of personality type on physical health.

The Type A persons keep struggling to overcome the real and imagined obstacles imposed by events, other people, and, especially, time. Their main struggle is actually against time as they try to finish their tasks on time. They are time bound and target oriented. They feel guilty if they do not complete the task within the given time. The struggle against time is so pervasive in them that they get heavily tensed up if they do not complete the task on time. Type A persons are frequently impatient, competitive, easily irritated, quick to anger, suspicious, and hostile. They are often highly successful in their professions, but are dissatisfied with whatever they achieve. They try to do more than one thing at a time, like for instance talking on the phone while working on the computer, or eat while driving. They are constantly preoccupied with deadlines. They tend to speak rapidly and loudly, are impatient and often interrupt or finish others' sentences.

Type B individuals, in contrast, are described as patient, relaxed, and easy-going, generally lacking an overriding sense of urgency. Because of these characteristics, Type B individuals are often described by Type A individuals as apathetic and disengaged. There is also a Type AB mixed profile for people who cannot be clearly categorized. In fact in every individual there are aspects of Type A and Type B characteristic traits, but one of these is more dominant than others.

Type B people, as mentioned earlier are less driven and less competitive, more easygoing and usually as successful as or more successful than their Type A counterparts. In fact type B people represent behaviour characteristics just obverse of type A people. Friedman and Rosenman are of the view that that Type A behaviour represents an effort to diminish an underlying sense of insecurity or self-doubt.

Type A behaviour ends up in a kind of vicious cycle, which is self defeating in all respects. The person is driven towards a goal to complete, and there is a fear that he may not be able to complete the same on time, this in turn causes stress and anxiety. Once he is stressed and anxious he puts in more efforts to complete the task and gets all the more stressed and the anxiety and stress itself may not help in completing the task and thus more stress and more anxiety and non completion of task and the resulting guilt and anxiety. This vicious cycle has to be stopped before the person develops disorders like hypertension, cardio vascular heart disease etc. In some cases it has been seen that Type A personality persons also strive to not only achieve their targets but also aim to achieve more and at higher levels. As they complete one, they take up another challenging task and this kind of putting oneself on to a more and more difficult and challenging tasks lead to tension and fear of failure. All these in turn lead to different types of problems including hypertension etc.

This aggressive striving leaves them in prolonged contact with the very situations that provoked feelings of insecurity in the first place, and the cycle is repeated. The

reason for Type A persons being more vulnerable to ill health than Type B persons is that they have a substantially greater sympathetic nervous system which responds to stressful or demanding circumstances. This leads to secretion of more stress hormones, a faster heart rate, higher blood pressure, etc. Because Type A people tend to view a greater number of circumstances as demanding and also place themselves in many demanding circumstances, they experience heightened physiological responses for longer periods of time each day. Many studies have found that Type A individuals tend to maintain high levels of stress hormones throughout the daytime hours and this level does not come down even after they have gone to sleep. Thus, the deleterious effects of stress hormones on the heart and the arteries (described previously) are greater for these persons as compared to persons who are not stressed out.

### 3.2.1 Type A Personality

The Type A personality generally lives at a higher stress level. Some of the factors related to their working at this level are given below:

- 1 They enjoy achievement of goals.
- 1 They enjoy achieving goals that are more difficult.
- 1 They constantly keep working hard to achieve their goals.
- 1 Once they start to work they cannot stop, even when they have achieved goals.
- 1 They feel the pressure of time, as they have to reach their goals within the stipulated time period.
- 1 They work so hard that there is no rest that they take and thus are totally exhausted.
- 1 They are highly competitive and generally creates competition if there is none as it gives them great enjoyment and pleasure to compete and win.
- 1 They hate failures and work hard to avoid it.
- 1 They are well educated persons and successful too and physically they appear fine even though they are highly stressed out.

### 3.2.2 Type B Personality

The Type B personality generally lives at a lower stress level.

- 1 They work steadily, enjoying achievements but not becoming stressed when they are not achieving or have failed to reach the target.
- 1 When faced with competition, they do not mind losing
- 1 They may be creative and enjoy exploring ideas and concepts.
- 1 They are often reflective, thinking about the outer and inner worlds.

#### Self Assessment Questions

1) What do you understand by the term Type A and Type B personality ?

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2) Elucidate the Type A and Type B personality theory. What are its important features and indicate the underlying dynamics.

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3) What are the typical characteristic features of Type A, B and C personality? What distinguishes them?

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4) How are psychosomatic disorders and Type A personality associated? Elaborate.

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### 3.2.3 Development of Type A Behaviour

The question arises as to how the Type A behaviour develops. Is the person born with these traits? Or does he develop these traits in the process of socialisation? There are evidences to show that such Type A behaviour can be seen even in children as young as 3 years of age. This is to an extent indicative of hereditary factors contributing to Type A behaviour. This in a way suggests a genetic contribution. Also, there have been a large number of studies on twins who have more or less the same heredity endowment, but yet show differences in Type A and Type B behaviour. It is not that if one of the twins has Type A personality the other one also must have the same Type A personality. By providing these children different environment, it would perhaps be possible to develop them into Type A or Type B personalities. At the same time some of these studies on twins have shown that at least some of the Type A characteristics are inherited. On the other hand, several theorists are of the view that if the parents have Type A personality, because of their behaviours, children would model their behaviours and thus tend to become Type A personality.

Dr. Karen Matthews, of the University of Pittsburgh, has noted striking parallels between the behaviour of Type A adults and Type A children. Type A children, like their parents who are Type A adults, work at rapid rates (with and without deadlines), have high aspirations, and try to complete the tasks assigned on time. They would never take anything lightly and they would strive to achieve the highest and aspire for more and more and work hard towards the same.

Type A behaviour may also develop as a result of child-rearing practices in which parents and strangers alike urge children to achieve at higher and higher levels, but do not give them exactly what to achieve and which level to reach. Since children have worked hard to achieve the highest and have also achieved the same, they wonder what is meant by achieving more especially when the parents and strangers or teachers tell them that ‘they are doing fine, but next time they should try harder’. This kind of vague statements leave the children frustrated, as they are not sure what target they have to achieve.

### 3.2.4 Health Implications

Stress related diseases and psychosomatic disorders are quite commonly obtained in the medical practice. In the present day with the fast pace of life, and to achieve and make quick money and own a car and many other things, there is considerable stress and also fear that one may be left behind in this race to achieve and may remain a back number. No one wants this, and hence they try and put in considerable hard work to achieve and complete the tasks assigned to them or try to achieve more and more challenging tasks which would make them stand apart from all the others. This leads to stress and worry and anxiety which all may end up in not only high blood pressure and coronary heart disease but as pointed out by the cardiologists Meyer Friedman and R. H. Rosenman that Type A behaviour runs double the risk of coronary heart disease as compared to a normal healthy individuals. Their research had an enormous effect in stimulating the development of the field of health psychology, in which psychologists look at how a person’s mental state affects his or her physical health.

### 3.2.5 Criticism of Type A and Type B Theory

**Type A and Type B personality theory:** During the 1950s, Meyer Friedman and his co-workers defined what they called Type A and Type B behaviour patterns. As pointed out earlier Type A personalities had a higher risk of coronary disease. Type B people, on the other hand, were stated to be more relaxed, less competitive, and lower in risk. There was also a Type AB mixed profile which consisted of the striving type and the relaxing type of personality. However latter researches refuted Friedman’s claim that Type A personalities ran higher risk of coronary heart disease. Current research indicates that only the hostility component of Type A may have some bearing on health. Psychologists have criticized the theory on the ground that it tended to oversimplify a number of personality dimensions.

Statisticians have argued that the original study by Friedman and Rosenman had serious limitations, including large and unequal sample sizes, and less than 1% of the variance in relationship explained by Type A personality.

#### Self Assessment Questions

1) How does Type A personality develop? Elucidate.

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2) What are the health implications of Type A personality?

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3) The Type A and Type B personality theories are criticized as invalid yet they are being used widely. Discuss this aspect.

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## 3.3 JUNG'S THEORY

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Jung divided the psyche into three parts namely, (i) the ego (ii) Personal Unconscious (iii) Collective Unconscious. Let us see what these are.

- i) **Ego**, according to Carl Jung is the conscious mind.
- ii) **Personal Unconscious**, includes anything which is not presently conscious, but can be. It includes both memories that are easily brought to mind and those that have been suppressed for some reason.
- iii) **Collective Unconscious**. This is also called as “psychic inheritance.” As is well known over many many centuries and centuries, the human being for example has been seeing the sun rising from the East and setting in the West. Similarly many natural phenomenon recur and these get implanted into the mind of the person and almost all human beings will be having these at their unconscious realm. This actually is the reservoir of our experiences as a species, a kind of knowledge we are all born with. This influences all of our experiences and behaviours about which we may not be consciously aware but can understand it indirectly.

One of the examples for this is the near-death experience. It seems that many people, of many different cultural backgrounds, find that they have very similar recollections when they are brought back from a close encounter with death. They speak of leaving their bodies, seeing their bodies and the events surrounding them clearly, of being pulled through a long tunnel towards a bright light, of seeing deceased relatives or religious figures waiting for them, and of their disappointment at having to leave this happy scene to return to their bodies. Perhaps we are all “built” to experience death in this fashion.

### 3.3.1 Archetypes

Archetypes are contents in the collective unconscious. Jung also called them dominants, images, mythological or primordial images. It is an innate tendency to experience things in a certain way. It acts as an “organizing principle” on the things we see or do. For example, at first, the baby just wants something to eat, without knowing what it wants. Later, with experience, the child begins to yearn for something more specific when it is hungry, a cookie, a slice. The archetype is like a black hole in space, one only knows that it is there but do not know how it draws matter and light to itself. There are many archetypes in Jung’s system that is, the mother archetype, the mana, the shadow etc. Let us deal with these in detail.

#### The mother archetype

The mother archetype is a particularly good example. We all know that every one born in this world has a mother and all our ancestors we know had mothers. We would never have survived without a nurturing mother especially during our times as helpless infants. Thus it is assumed that we are “built” in a way that reflects the evolutionary environment. We come into this world from the mother, we depend on her to feed us for our very survival, we seek her, we recognize her, and deal with her. Thus the mother archetype refers to our innate ability to recognize a certain relationship, that of “mothering.” We project the archetype onto a particular person, usually our own mothers and when a real person is not available we personify the archetype into a mythological character. The mother archetype is symbolised by the primordial mother or “earth mother” of mythology.



## Mana

The archetypes are not really biological entities. They are more spiritual demands. They usually symbolize *mana*, or spiritual power. These symbols are displayed on occasions when the spirits are being called upon to increase the yield of corn, or fish, or to heal someone. The connection between the penis and strength, between semen and seed, between fertilisation and fertility are understood by most cultures.

## The shadow

Sex and the life instincts, in Jung's system, are part of an archetype called the *shadow*. It is the "dark side" of the ego, and it is believed that the evil that we are capable of is often stored there. Actually, the shadow is amoral in that it is neither good nor bad, just like animals. An animal is capable of tender care for its young and vicious killing for food, but it does not choose to do either. It just does what it does. It is "innocent." Symbols of the shadow include the snake (as in the garden of Eden), the dragon, monsters, and demons.

### 3.3.2 The Persona

The persona represents public image. The word is, obviously, related to the word person and personality, and comes from a Latin word for mask. So the persona is the mask we put on when we enter the outside world. It is just the "good impression" we all wish to present as we fill the roles society requires of us.

## Anima and animus

A part of our persona is the role of male or female we must play. For most people this role is determined by physical gender. But Jung felt that we are all really bisexual in nature. When we begin our lives as fetuses, we have undifferentiated sex organs that only gradually, under the influence of hormones, become male or female. Likewise, when we begin our social lives as infants, we are neither male nor female in the social sense. However in the process of socialisation the individual learns the role that he she has to play as a result of the gender.

The *anima* is the female aspect present in the collective unconscious of men, and the *animus* is the male aspect present in the collective unconscious of women.

### 3.3.3 The Dynamics of the Psyche

So much for the content of the psyche, now let us turn to the principles of its operation. Jung put forward three principles, viz., principle of opposites, principle of equivalence and principle of entropy. Let us see what these are.

**Principle of opposites:** We all know that when ever we think of something positive, there is always an opposite of it that is negative. As for example, every wish immediately suggests its opposite. If I have a good thought, for example, I cannot help but have in me somewhere a bad thought opposite of the good thought. In fact, it is a very basic point. In order to have a concept of good, you must have a concept of bad, just like you can not have up without down or black without white.

**Principle of equivalence:** The energy created from the opposition is "given" to both sides equally. So, when I held that baby bird in my hand, there was energy to go ahead and try to help it. But there is an equal amount of energy to go ahead and crush it. I tried to help the bird, so that energy went into the various behaviours involved in helping it. But what happens to the other energy? Well, that depends on

your attitude towards the wish that you did not fulfill. If you acknowledge it, face it, keep it available in the conscious mind, then the energy goes towards a general improvement of your psyche. You grow, in other words. But if you pretend that you never had that evil wish, if you deny and suppress it, the energy will go towards the development of a *complex*.

**Principle of entropy:** This is the tendency for oppositions to come together, and so for energy to decrease, over a person's lifetime. For example, adolescents tend to exaggerate male-female differences, with boys trying hard to be macho and girls trying equally hard to be feminine. And so their sexual activity is invested with great amounts of energy! Plus, adolescents often swing from one extreme to another, being wild and crazy one minute and finding religion the next. As we get older, most of us come to be more comfortable with our different facets. We are a bit less naively idealistic and recognise that we are all mixtures of good and bad. We are less threatened by the opposites within us.

### 3.3.4 The Self

The goal of life is to realise the **self**. The self is an archetype that represents the transcendence of all opposites, so that every aspect of your personality is expressed equally. You are then neither male nor female but a little of both male and female, and we are neither the ego nor the shadow, and we are neither good nor bad but a combination of all these aspects some being more dominant than the other varying from situation to situation. The self-realised person is actually less selfish.

### Synchronicity

Synchronicity is the occurrence of two events that are not linked causally, nor linked teleologically, yet are meaningfully related. Often, people dream about something, like the death of a loved one, and find the next morning that their loved one did, in fact, die at about that time. Sometimes people pick up the phone to call a friend, only to find that their friend is already on the line. Most psychologists would call these things coincidences, or try to show how they are more likely to occur than we think. Jung believed that these were indications of how we are connected, with our fellow humans and with nature

### Introversion and Extroversion

We are all aware that amongst people we come across those who are extremely shy, withdrawn and remain mostly within themselves. They hardly mix with others socially and generally avoid people. They have a few very close friends with whom they deal with and interact with, barring which they remain to themselves. Introverts are also people who prefer their internal world of thoughts, feelings, fantasies, dreams, and so on. They are shy and less sociable.

On the other hand extroverts prefer the external world of things and people and activities. They are more sociable and enjoy interacting with others. Jung said that such people with extrovertive personality more often faced toward the persona and outer reality, or toward the collective unconscious and its archetypes.

### 3.3.5 The Functions

Whether we are introverts or extroverts, we need to deal with the world, and each of us has our referred ways of dealing with the world, the ways which make us comfortable. Jung suggests there are four basic ways and these are termed by him

as **functions**. These functions include (i) Sensing (ii) Thinking (iii) intuiting and (iv) feeling.

- i) **Sensing**. Sensing means getting information by means of the senses. A sensing person is good at looking (visual senses) and listening (auditory senses) and getting to know the world through these senses. For example we see things and we hear things and the information we receive from these are responded to by us. The information obtained is through our two senses. We can also get information through touch, taste and smell.
- ii) **Thinking**. This is a rational activity. In this whatever information we receive we try to think about it, understand it, look at its logic and rational aspects and respond to it with all facts and figures in view. Thinking means evaluating information or ideas rationally, logically. Jung termed this as the **rational** function, meaning that it involves decision making or judging, rather than simple intake of information.
- iii) **Intuiting**. Intuiting is a kind of perception that works outside of the usual conscious processes. It is irrational or perceptual, like sensing, but comes from the complex integration of large amounts of information, rather than simple seeing or hearing. Jung said it was like seeing around corners.
- iv) **Feeling**. All of us feel things, all of us have emotions and all of us express emotions in many ways. Feeling about a things comes about as a result of experiencing and sensing something. When something sad happens weall feel sad and depressed. Sometimes it comes automatically without really much of thinking and sometimes it may happen in a very logical manner. Feeling, like thinking, is a matter of evaluating information, this time by weighing one’s overall, emotional response. Jung calls feeling as rational. Every one has these feelings but each of us has it in different proportions. To a sad episode that takes place one may cry loudly, while another may remain stoic. When something exciting happens some may show extremely joyous feelings while another may just remain calm and show no emotions.

We all have these functions and these could be categorized into (i) Superior functions (ii) Secondary function (iii) Tertiary function and (iv) inferior function. Superior function is the one that is well developed in us, whereas in regard to the secondary function, we are aware of the function and use it in support of our superior function. In regard to the tertiary function, it is only slightly less developed and we are not very conscious of it. As for the inferior function, it is poorly developed and so unconscious, and as a result we may deny its existence in ourselves. Most of us develop only one or two of the functions, but our goal should be to develop all the four.

<p><b>Self Assessment Questions</b></p> <p>1) What are the important features of Jung’s theory of personality?</p> <p>.....</p> <p>.....</p> <p>2) What do you understand by the term collective consciousness?</p> <p>.....</p> <p>.....</p>
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3) What archetypes? Mention all the archetypes considered by Jung and indicate each of its importance.

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4) Discuss the dynamics of the Psyche by Jung? How does the psyche function?

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5) What are functions according to Jung? Describe each of the functions with a suitable example.

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### 3.4 MYERS BRIGGS® TYPE INDICATOR (MBTI)

The Myers Briggs® Type Indicator is a widely used and highly regarded system for understanding and interpreting personality, and derives most of its tenets from Carl Jung’s theory of personality.

The purpose of MBTI® is to “make the theory of psychological types described by Jung understandable and useful in people’s lives. According to it the much seemingly random variation in the behaviour is actually quite orderly and consistent. The variations in the behaviour are in fact due to basic difference in the way individuals prefer to use their perception and judgment.

Myers Briggs® theory is a method for understanding personality and preferred modes of behaving. The Myers Briggs® MBTI® system uses a four-scale structure for identifying and categorising an individual’s behavioural preferences.

Each of the four MBTI® scales represents two opposing ‘preferences’. In other words, preferred styles or capabilities with their opposites are presented. All abbreviations are obvious first letters, other than N for Intuition, which causes the word to be shown sometimes as **iNtuition** just in case you were wondering. The Myers Briggs® Judging-Perceiving dimension equates to Jung’s Rational/Irrational categories of the two pairs of Jungian Functional types

<b>(E)</b>	<b>Extraversion</b>	or	<b>Introversion</b>	<b>(I)</b>	the focus or direction or orientation of our behaviour- outward or inward	<b>‘Attitude’</b> or orientation
<b>(S)</b>	<b>Sensing</b>	or	<b>iNtuition</b>	<b>(N)</b>	how we gather information	<b>Function</b> or <b>Perceiving</b>
<b>(T)</b>	<b>Thinking</b>	or	<b>Feeling</b>	<b>(F)</b>	how we decide	<b>Function</b> or <b>Judging</b>
<b>(J)</b>	<b>Judging</b>	or	<b>Perceiving</b>	<b>(P)</b>	how we react to the world- do prefer to make decisions or keep open to options (and also which middle ‘Functions’ do we favour)	Myers Briggs’® added dimension equating to Jung’s ‘Irrational’ and ‘Rational’

Myers Briggs® added a fourth dimension to the three dimensions as proposed by Jung (Introvert-Extravert, Thinking-Feeling, Sensation-Intuition), namely **Judging-Perceiving**, which refers to the approach taken by the person in decision-making, and particularly how the personality deals with the outer world (Extraverted) as distinct from the inner world (Introverted). The **Judging-Perceiving** dimension can also be used to determine functional dominance between the two preferred functional types (aside from Introvert-Extravert, which are not functions but ‘Attitudes’, or orientations).

Most people use both preferences within each of the four scales, but each of us tends to have (and therefore will indicate via testing) a certain preference for one style or another in each of the four scales. According to the Myers Briggs® system **each of us is represented by four preferences**, one from each of the four scales.

(E)	<b>Extraversion or Introversion</b>	(I)	do we focus on outside world (E) or inner self (I) - do we find people energising (E) or somewhat draining (I)?
(S)	<b>Sensing or Intuition</b>	(N)	the way we inform ourselves - how we prefer to form a view and receive information - observed facts and specifics (S) or what we imagine things can mean (N)?
(T)	<b>Thinking or Feeling</b>	(F)	our way of deciding - how we prefer to make decisions - objective and tough-minded (T) or friendly and sensitive to others and ourselves (F)?
(J)	<b>Judging or Perceiving</b>	(P)	our method for handling the outside world and particularly for making decisions - do quite soon evaluate and decide (J) or continue gathering data and keep options open (P)?

The sequence of the four-letter preferences within the Myers Briggs® code, whatever the combination, does not change:

The **1st letter** denotes the Jungian ‘Attitude’ or orientation; the **direction or focus of the personality - Introvert or Extravert**

The **middle two letters** denote the Jungian ‘Functional Type’ preferences, namely:

The **2nd letter** is the preferred Jungian ‘Irrational’ function (Myers Briggs® ‘perceiving’) - **Sensing or Intuition**

The **3rd letter** is the preferred Jungian ‘Rational’ function (Myers Briggs® ‘judging’) - **Thinking or Feeling**

The **4th letter** is Myers Briggs’® added dimension to indicate the preferred way of dealing with the outer world; to evaluate and decide or to continue gathering information - **Judging or Perceiving** - equating to Jung’s ‘Irrational’ and ‘Rational’ functional type categories, and thereby enabling functional dominance to be determined.

From this Indicator, one can delineate 4 types of personality viz., sanguine or artisan, melancholic or guardian, choleric or idealist and phlegmatic or rationalist. However,

neurologist, psychiatrist, psychologists, and psychotherapist prefer the following four-way grouping because these types are the four most distinguishable when we observe behaviour of people: TJ, ('Thinker-Judgers') FJ ('Feeler-Judgers'), SP ('Sensor-Perceiver') and NP ('Intuitive-Perceiver').

Thus, most people display type-behaviours that resemble many of the sixteen types in any one day, depending on the circumstances. However, in normal circumstances an individual will consistently have a certain preferred type with which he is most comfortable, and which according to the MBTI® model, reflects his 'personality'.

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### 3.5 LET US SUM UP

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In this unit we studied type A and Type B personality. What are the behavioural characteristics of Type A behaviour and Type B behaviour, and its implications for physical and mental health of the individual. We also studied Jung's theory of personality. Jung divided personality types into extroverts and introverts, and neurotics. He talked about collective conscious and archetypes. Now we understand his concepts on the dynamics of personality. This was followed by Myers-Briggs type indicators (MBTI). MBTI has been developed on the concepts of Jung. It mentions sixteen different combinations of personality types. These combinations in fact reveal a person's tendency or preference to behave in a particular style.

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### 3.6 UNIT END QUESTIONS

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- 1) Discuss the concept of type A and type B behaviour and how they develop?
- 2) Throw light on dynamic process of personality as mentioned by Jung.
- 3) Discuss in detail the MBTI.

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### 3.7 SUGGESTED READINGS

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Friedman, M. (1996). *Type A Behaviour: Its Diagnosis and Treatment*. New York, Plenum Press (Kluwer Academic Press)

HYDE, Maggie and McGuinness, Michael (1994). *Jung for Beginners*, New York, Totem Books.

Williams, R. B. (2001). Hostility: Effects on health and the potential for successful behavioural approaches to prevention and treatment. In A. Baum, T. A. Revenson & J. E. Singer (Eds.) *Handbook of Health Psychology*. Mahwah, NJ: Erlbaum.