

MAJORS™  
pti

psychological type  
perception  
4-letter code  
judgment

**DEVELOPED BY  
MARK MAJORS, PH.D.**

Dr. Mark S. Majors is a counseling psychologist with extensive psychometric experience that includes data analysis on the 1994 Strong Interest Inventory and the MBTI® Form M, as well as the development of the IRT scoring. He was coauthor for the new MBTI® Form Q Manual. Mark is also the developer of the Majors Occupational Environment Measure™ (MajorsOEM™) and codeveloper of the Interstrength® X-Styles Assessment. In addition to being a counselor and test developer, Mark is president of a small private college. The college specializes in training pastoral counselors with an emphasis on the use of personality assessment for conflict resolution through the acceptance of differences and personal growth.

MAJORS™  
pti

MAJORS  
PERS  
TYPE  
MAJORS PERSONALITY TYPE INVENTORY™

# MajorsPTI™

## EVOLVING PSYCHOLOGICAL TYPE TO THE NEXT LEVEL

The next generation of type instrument, the Majors Personality Type Inventory™ (MajorsPTI™), is a shorter, less expensive and just as accurate alternative to the Myers-Briggs Type Indicator® instrument (MBTI® instrument). This innovative instrument builds on the 50 years of science behind psychological type and brings it up to date with the new technology of type. By using newer methods of asking and weighting the questions (only 52), the MajorsPTI™ provides slightly more accurate results than other psychological type instruments.

Your clients will appreciate taking the assessment in just about 10 minutes. The benefits to you include:

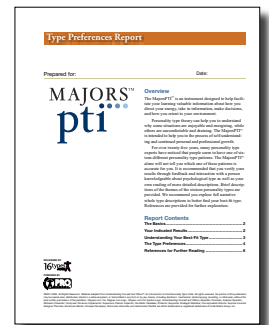
- Significantly less expensive than the MBTI® instrument
- Easy on-line administration using the 16types.com® Pro System
- Routing of reports directly to you for distribution to your client
- Availability of up to four different reports

## MULTIREPORT OPTION

Select one of the following (for each single credit purchased):

### Type Preferences—6 pages

This fundamental six-page report includes sample characteristics of the type preferences as well as the functional pairs. Sixteen brief descriptions are organized within the type table. References for further reading are included.



### Cognitive Processes—7 pages



For advanced type users introducing their clients to the eight function/process model, this seven-page report includes snapshots of the eight Jungian functions/processes, as well as a chart showing the pattern of processes for all 16 types. Sixteen brief descriptions are organized within the type table. References for further reading are included.

### Temperament Theory—6 pages



For those professionals taking their clients to the temperament level, this six-page report includes snapshots of the four Temperament patterns (Improviser™, Stabilizer™, Theorist™ and Catalyst™). Sixteen brief descriptions are organized within the Temperament Matrix™. References for further reading are included.

### Interaction Styles—6 pages



This groundbreaking new theory is easy to teach and easy to understand. The six-page report includes snapshots of the four Interaction Styles patterns (In-Charge™, Chart-the-Course™, Get-Things-Going™ and Behind-the-Scenes™). Sixteen brief descriptions are organized within the Interaction Styles Matrix™. References for further reading are included.

# Innovation for Identifying Psychological Type

The MajorsPTI™ reports preferences on four dichotomies, with two opposing preferences on each dichotomy.

Your Preferred World or Attitude	<b>E</b>	<b>Extraversion</b> Energized by interaction with others	<b>I</b>	<b>Introversion</b> Energized by solitary activities
Mental Process— <b>Perception</b> Accessing / Gathering Information	<b>S</b>	<b>Sensing</b> Concrete, experiential awareness	<b>N</b>	<b>iNtuiting</b> Abstract, symbolic awareness
Mental Process— <b>Judgment</b> Organizing / Evaluating / Deciding	<b>T</b>	<b>Thinking</b> Information/situations assessed objectively based on criteria	<b>F</b>	<b>Feeling</b> Information/situations assessed subjectively based on worth/values
Orientation to the Outer World	<b>J</b>	<b>Judging</b> Plan ahead and follow the plan	<b>P</b>	<b>Perception</b> Keep options open to adapt

This chart ©1996 Linda V. Berens, All Rights Reserved.

## ADVANCED SCORING SYSTEM








### Differential Intensity Weighting™

The MajorsPTI™ does not use a forced choice format for item responses. Instead, the MajorsPTI™ uses levels of similarity to provide clarity of results. By using graduated response scales (somewhat like me, very like me), not only do you receive information about a choice decision (direction), you also have knowledge of the level of similarity between the person and the response (intensity). This new form of scoring is called Differential Intensity Weighting (DIW). The addition of levels in the response format (and the corresponding DIW scoring) of the MajorsPTI™ adds new information that improves the precision of identifying the individual's natural preference.

### Type Precision Module™

In addition to the unique scoring method, the MajorsPTI™ is introducing the Type Precision Module—a clarification step, when necessary, to ensure the accuracy of the instrument and to further help your clients get to best-fit-type. If a client's preferences are still unclear as reported by the instrument, a second "also read" type will be created for the client to explore.

## SUPPORTING MATERIALS

THE 16 PERSONALITY TYPES: DESCRIPTIONS FOR SELF-DISCOVERY BY LINDA V. BERENS AND DARIO NARDI—56 PGS   SEE PG. 28		201	\$5.56 EACH
UNDERSTANDING YOURSELF AND OTHERS: AN INTRODUCTION TO THE PERSONALITY TYPE CODE BY LINDA V. BERENS AND DARIO NARDI—60 PGS   SEE PG. 28		207	\$7.16 EACH
QUICK GUIDE TO THE 16 PERSONALITY TYPES IN ORGANIZATIONS BY LINDA V. BERENS, SUE A. COOPER, LINDA K. ERNST, CHARLES R. MARTIN, STEVE MYERS, DARIO NARDI, ROGER R. PEARMAN, MARCI SEGAL AND MELISSA A. SMITH—44 PGS   SEE PG. 28		211	\$7.16 EACH
QUICK GUIDE TO THE 16 PERSONALITY TYPES AND TEAMS BY LINDA V. BERENS, LINDA K. ERNST AND MELISSA A. SMITH—64 PGS   SEE PG. 28		210	\$7.16 EACH
QUICK GUIDE TO THE 16 PERSONALITY TYPES AND CAREER MASTERY BY CHARLES R. MARTIN—56 PGS   SEE PG. 28		217	\$7.16 EACH
FACETS OF TYPE: ACTIVITIES TO DEVELOP THE TYPE PREFERENCES BY GARY HARTZLER AND MARGARET HARTZLER—48 PGS   SEE PG. 28		403	\$7.99 EACH
FUNCTIONS OF TYPE: ACTIVITIES TO DEVELOP THE EIGHT JUNGIAN FUNCTIONS BY GARY HARTZLER AND MARGARET HARTZLER—60 PGS   SEE PG. 28		404	\$7.99 EACH

## ONLINE PRICING

MAJORSPTI™ ONLINE ADMINISTRATION	1–24	\$5.95 EACH
MULTIREPORT OPTION (SELECT 1 OF THE FOLLOWING)	25–49	\$5.65 EACH
• TYPE PREFERENCES—6 PGS	50–99	\$5.35 EACH
• 4 TEMPERAMENTS—6 PGS	100–499	\$5.05 EACH
• INTERACTION STYLES—6 PGS	500+	\$4.75 EACH
• COGNITIVE PROCESSES—7 PGS		



This assessment is available when you're approved for an account on the 16types.com® Pro System. Please visit the Web site [www.16types.com/pro](http://www.16types.com/pro) for more information on how to set up an account and get a free credit to try out each of our assessments.