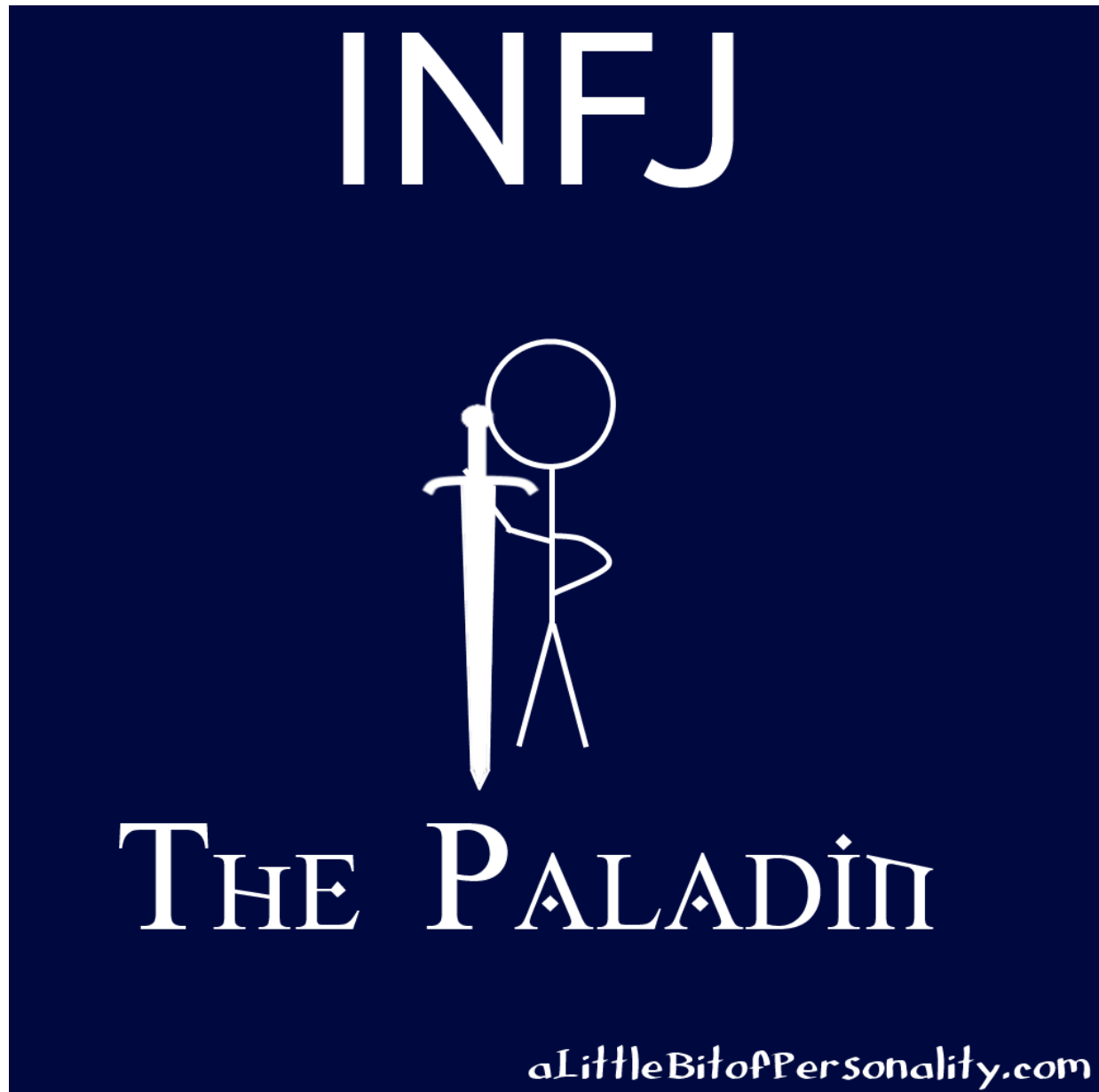


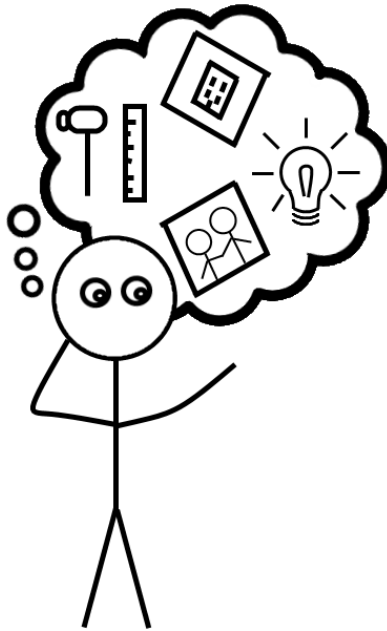
You are INFJ –  
The Paladin!



As the INFJ Paladin, you seek to live by the complex, universal principles of reality, knowing that life works so much better when you do.

There are numerous stereotypes and misconceptions about personality typing, but here we'll get to the root of it all: Cognition, the underlying thoughts and desires that make you who you are in your own individual way. You think the way you do for a reason. Your secret desires, interests, and fears make sense. Learning to understand how you think, why, and what you can do with it, naturally helps everything in life go more smoothly.

Cognitive typing is not a listing of simplistic limits or divisive caricatures. It's a set of tools, an open-ended guide to help you better understand everything that's already been going on inside you. This equips you to derive ever greater benefit, insight, and enjoyment out of being the incredibly complex and unique person you really are.



So, what does it really mean to be a cognitive INFJ?

You've probably run into the letters INFJ before, maybe online or in books you've read. Unfortunately, the way most sources define those letters is often a little shaky, focusing on behaviors instead of cognition. But behaviors change throughout a person's life, and two people might do the same behaviors for very different reasons. This leads to a difficulty in really nailing down who is and isn't INFJ, causing subjective arguments on the matter all over the internet. Worse, it leads to simplified misconceptions about what INFJ actually means. Getting back to the roots of cognition, your underlying thoughts and reasons why you do what you do, allows us to cut past all the simplifications and subjectivity.

Perhaps when you opened up this document and saw INFJ, you immediately remembered unpleasant stereotypes that certainly don't apply to you. INFJs are often portrayed as pretentious, overidealistic, soft, out of touch, do-gooder hermits, so you may have been tempted to think you couldn't possibly be INFJ. Well good, because those sorts of oversimplifications are simply untrue. They're stereotypes that have nothing at all to do with cognition, coming from shaky definitions of the letters that end up contradicting themselves and falling apart under the rigors of experience. Human thought is far more complex than that!

Being a cognitive INFJ does not place any limits whatsoever on your abilities, talents, career aptitude, behaviors, or attitudes. You can decide who you want to be. As you come to understand the way you already cognate, you'll naturally end up getting out of your own way, striding forward as the person you've always been rather than sabotaging yourself by trying to hide who you really want to be.

These letters are merely a representation of the way you naturally approach the world. In every thought, every experience, and every interaction, we each make unconscious choices about what we're going to focus on most. These unwitting choices display what matters to us the most. Being an INFJ means that deep down, what matters most to you is understanding the way life works and living accordingly, because everything works better when you do. Your mind constantly chooses what to focus on first, based on this desire that reflects the core of everything it means to be you.

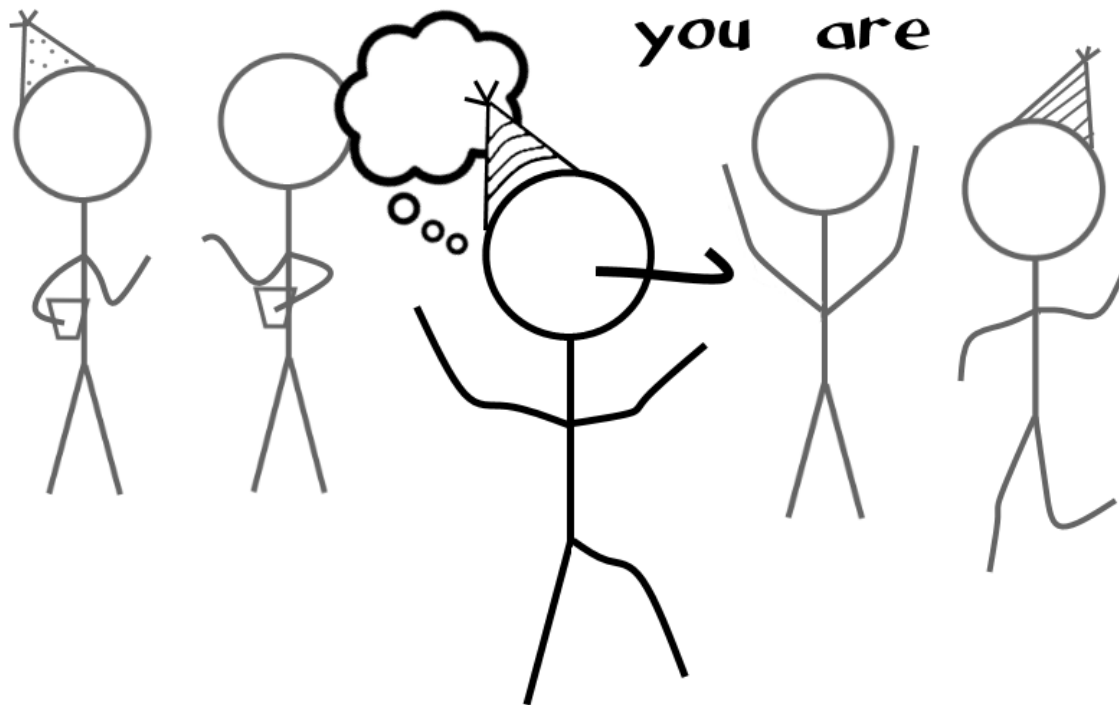
This leaves all behaviors, attitudes, and abilities open to you, yet you will always end up approaching them in a way that reflects your deepest desire. All the letters and all their effects are simply results of what your mind naturally prioritizes in life, based on what you want most. Now let's get into defining those letters, so you can know what you're working with, get past all the simplified limitations, and just be you!

## **I – Introvert**

Being a cognitive Introvert has nothing to do with how social you may or may not be. It simply means that you naturally turn inward in order to process thoughts, decide on actions, and make judgments about the world and people. You tend to consider possibilities and ideas in the quiet laboratory of your own head before testing them out on the world around you. While cognitive Extraverts naturally observe, considering the opinions and actions of others and forming thoughts from the behaviors of their surroundings, Introverts usually form their own ideas and plans first before seeing how they line up with the real world outside.

Social introversion, by contrast, is a behavioral habit that can change depending on a person's situation or mood. Cognition is the natural framework of thought beneath all one's changing habits and behaviors, the inner self that motivates all actions and attitudes of every kind. So don't worry if you don't consider yourself a social introvert; that's an entirely different matter from cognitive Introversion. Most sources in books and online deal with behavioral habits like social introversion or extraversion, but those behaviors are not cognition. Behaviors are about what you do, which can change dramatically in varying situations, but cognition is about how you think, beneath any and all behaviors.

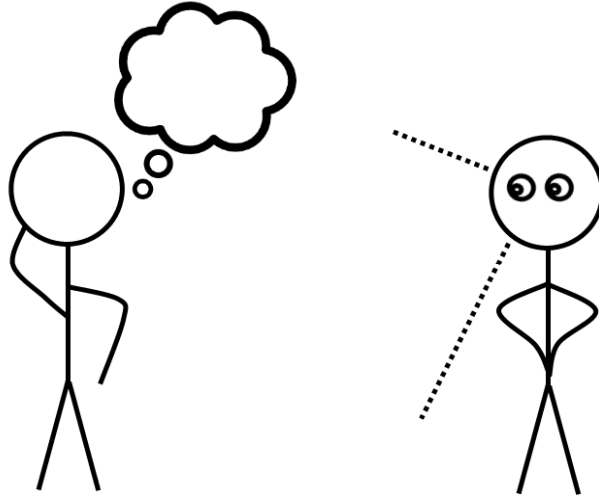
# Cognitive Introversion isn't about how social



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There are times to be socially introverted and times to be socially extraverted, and any healthy person of any type will learn to develop both. Being overly socially introverted can in fact be a coping mechanism, a way to keep others at arm's length in order to avoid having one's weaknesses or insecurities brought into the light. Likewise, being overly socially extraverted can also be a coping technique, a way to try to escape or distract oneself from personal doubts or pain. Either behavior can be enjoyed healthily or clung to unhealthily, and all people, of all types, can be equally healthy or unhealthy in their social habits.

# INTROVERTS AND EXTRAVERTS



**Introverts  
look inside first**

**Extraverts  
look outside first**

Yet cognitive Introverts, regardless of their social habits, approach all situations by looking inside themselves first in order to form thoughts. Everyone processes information inside their own heads, and everyone also observes outward, but cognitive Introverts consider thoughts first before anything else. They review their own understanding and experiences before going forward, preferring to have their thoughts and actions fully formed before releasing them into the world. Introverts constantly turn inward to process information and prepare output, so that their outward actions and words can be the best they can make them. They may be very social, or not, but in either case they are always mentally looking inward.

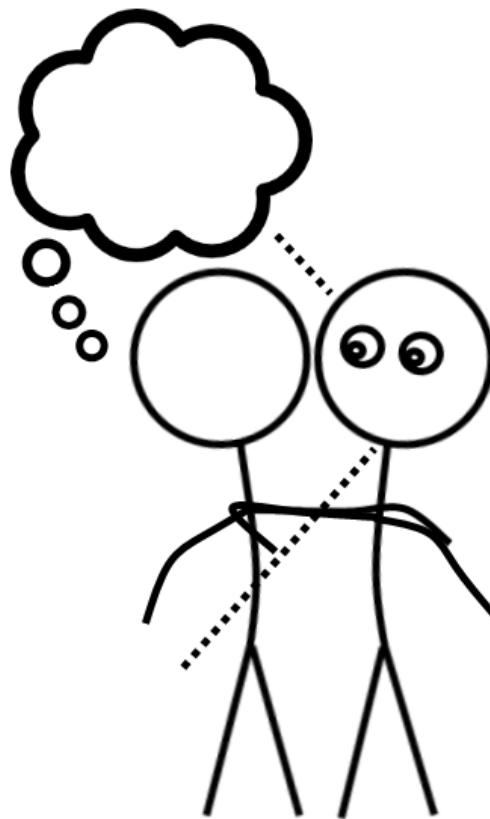
Being so focused inward, Introverts have a natural ability to decisively make choices without input from other people. This gives them a self-motivated drive, largely independent of the beliefs or actions of others. They must be careful, however, to take into account the views and desires of other people, which can often be quite surprising! The ideas or beliefs that worked so well in the laboratory of an Introvert's head might be totally thrown out the window in practice, due to the unexpected actions of others.

This means that Introverts must guard against moral absolutism, an attitude that views differing opinions as simply wrong or foolish. All types can be morally absolutist or relativist, but Introverts can find it harder to fully understand the motives and views of others. The same objective facts can be viewed very differently by people coming from differing backgrounds or attitudes, and Introverts need to remember that their own internal laboratories always represent only one point of view. They can of course learn to better observe and consider the views of others, but their introspection means that it comes a little less naturally to them.

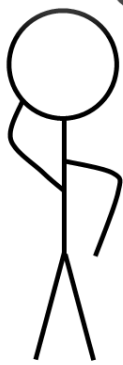
All this introspection can sometimes cause Introverts to appear aloof or detached, even if they're very social. When this introspective aloofness is not appreciated by others, Introverts can be induced to adopt social introversion as a result.



Yet cognitive Introverts possess a unique ability to be powerfully socially extraverted as well, since their inward focus allows them to adapt deliberately to their present companions or situation. Paying in-the-moment attention to their own words and actions, they can be cheerful or subdued, spontaneous or careful, putting others at ease and drawing energy from all around them, in whatever way the situation requires. Real charisma, that joy in life and in others which cannot be faked, is a quality available to all healthy people, of every type.



# INTROVERTED



“Introversion” means looking inside yourself for information, putting gathered information together inside your own head.



Introverts think like a

HEADS UP DISPLAY

**Introversion does not equal:**

- Shy
- Awkward
- Quiet
- Serious
- A Desire to be alone

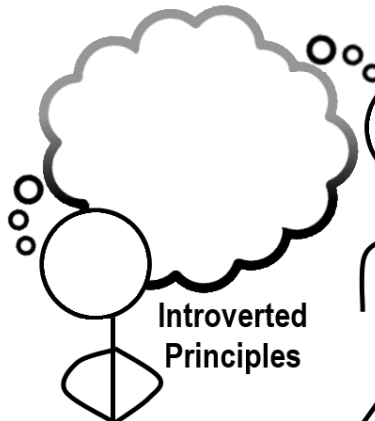
Though everyone introverts half of their functions, a person is considered an **Introvert (I)** when they look inward in the First Step of the Cognition Process.

Introversion is **not** a function; it's a **directional tag** applied to a function to indicate that it contemplates and works out information **inside the mind**.



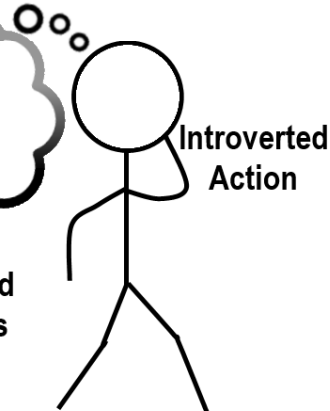
**Everyone**

Looks Inside to understand Data and Details



**Judgers**

Look Inside to understand Principles



**Perceivers**

Look Inside to understand Actions and Consequences

## **J – Judger**

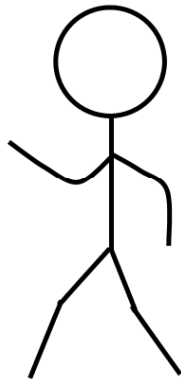
Judger vs. Perceiver is one of the most crucial factors in anyone's cognition, yet it's also one of the most commonly misunderstood. There are stereotypes and oversimplifications about all the letter pairs, causing people to be mistyped or made to feel that their own type is inferior in some way, and that doesn't help anyone. But unlike the other three letter pairs, the difference between Judger and Perceiver entirely changes a person's whole cognition process. The switching of just this one pair of letters produces a completely different order of cognition steps, resulting in nearly opposite strengths and weaknesses. A person who's mistyped between Judger and Perceiver might end up feeling confused about how their type thinks, what they excel at and what they need to watch out for, because the switching of these two letters changes around the entire cognition process.

As a Judger, you are not any less fun or spontaneous, and you are not necessarily any more organized, responsible, or decisive, regardless of the plentiful oversimplifications on the matter. Judgers simply prefer to chart a course and see it through, doing whatever's necessary to make it work along the way. Even if it requires sacrifice, determination, or pain, Judgers want to be up to the task of doing whatever it takes to reach their goals. Some Judgers may be finicky or obses-

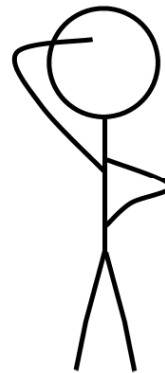
sively punctual, and some may be messy or scatterbrained, yet all Judgers focus on plotting a course and following it through. They get great satisfaction from finding ways to see their will become reality, even if it means they don't take as much time considering all the possible routes they might take to get there.

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## **JUDGERS AND PERCEIVERS**



**Judgers  
like to plan  
and act first**



**Perceivers  
like to explore  
and respond**

Judgers view the world and all experiences as destinations on a clear and definable roadmap. They approach life as an endless series of challenges that can be overcome, more than a wide playground of puzzles to be explored. This does not make them close-minded or rigid, nor does it justify such

unhealthy attitudes; it's simply a means by which they can understand, enjoy, and improve everything in and around them. By chasing life, they learn from it and appreciate it, and learn more about themselves, others, and the whole world as a result.

Judgers therefore enjoy planning out actions in advance, mapping out each step ahead as a way to grasp as much of life as they can. While this can result in an overly controlling attitude, all types can be controlling when unhealthy. For healthy Judgers, though, planning becomes a way of enjoying the idea of things even before they're reached, a sort of appetizer before something is actually experienced. Judgers must learn to keep their plans fluid, however, because in practice even the best laid plans frequently don't pan out quite as imagined. The more Judgers take joy in adapting their predetermined plans to all the unexpected changes of reality, rather than attempting to cling to their original course, the more they'll get to enjoy seeing those plans succeed.

All the same, Judgers might tend to find it difficult to notice alternative options that Perceivers would see right away. Their focus is on moving forward, on grasping life and taking it in, so they simply don't allocate as much energy to considering other potential courses to get there. A better way to reach their preplanned objective might be sitting right under

their nose, but they'll be too excited moving forward to even notice it. Learning to slow down, consider more and more alternatives, and above all, learning to see the equal validity and effectiveness of Perceivers, will help any Judger rocket forward with gusto along the best possible paths.

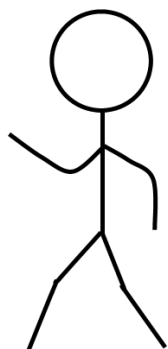
This is not to say that Judgers can't grow quite adept at considering new options and learning new tools to apply to life's challenges; it's simply not their primary focus. And likewise, healthy Perceivers can become very driven to see plans through, yet the accomplishment of deliberate plans isn't their main focus. The more Judgers let themselves be Judgers, the more they'll naturally find themselves learning new tools and seeing more varied options with ease. The more they take healthy joy in setting goals and doing what it takes to make them succeed, the more they'll want to consider better alternative ways to make that happen. But if they're made to feel embarrassed when their plans don't pan out quite like they hoped, if they feel the need to succeed quickly and simply on the first try, then they might become bitter or afraid to try anything new, in case the new method doesn't work easily the first time.

It's exhilarating to see goals become reality, and to put one's head down and do whatever it takes to get there. But when others or one's own ego demands quick and easy success, it

can be tempting to believe that if a goal can't be reached right away, then it cannot be reached at all. While Perceivers may sometimes spend so much energy considering options that they fail to make a decision and go forward, Judgers can become afraid to take any time to change course, back up, or evaluate other options, in an effort to prove that their plan can work.

The ability to say, "You know what? Even if it doesn't work the first time, or the second, or the twelfth, I will get there and I'll get better at it by trying!" is a powerful attitude that frees Judgers to accomplish far greater objectives. Judgers excel at doing what it takes to make plans into reality, but that strength goes to waste when they're too embarrassed to stick with a plan through the tough times. Yet as they take honest pride in shouldering the burdens necessary to see their plans through, as they recognize that such dogged determination is a virtue and nothing to feel foolish about, Judgers will find themselves more comfortable with slowing down and considering better options without worrying about quick or easy success. As always, the healthier we grow in any letter, the more we naturally and automatically gain the strengths of that letter and its opposite as well, while gradually losing the weakness of both.

# JUDGING



“Judging” is the half of the Cognition Process that focuses on making decisions and choosing specific actions.

Judgers  
use **Action**  
like a

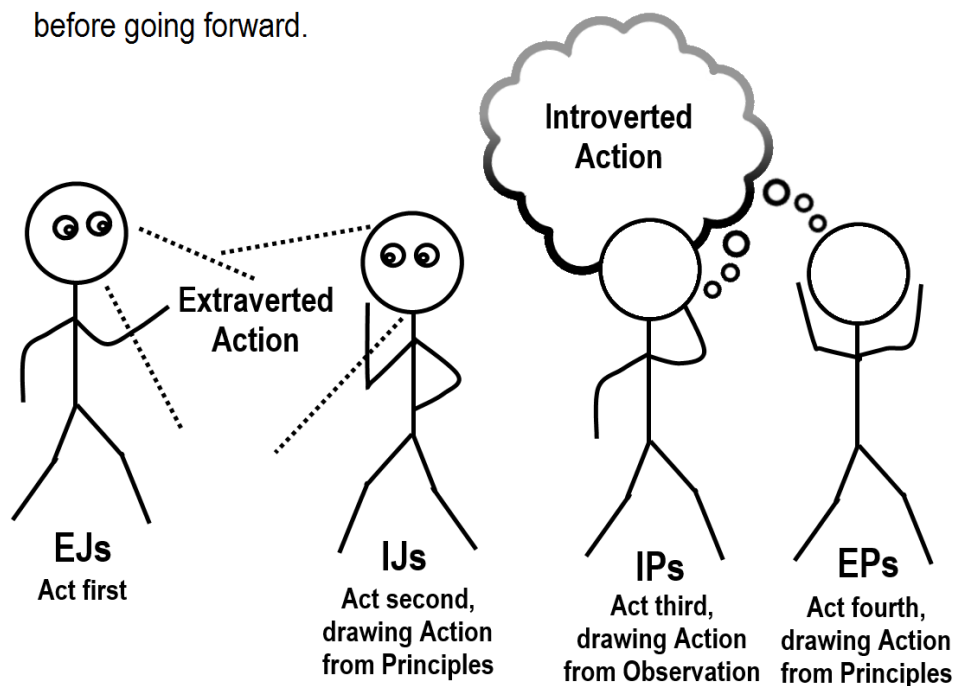


**Judging preference does not equal:**

- Organized
- Dependable
- On Time or Scheduled
- OCD
- Not Fun

Though everyone acts, a person is considered a Judger (J) when they focus on **Action** in either the First or Second Step of the Cognition Process.

Judgers tend to be more **decisive** and quicker to carry out their plans of action, but need to remember to **slow down** and **explore** all the options before going forward.





## **IJ – Introverted Judger**

An Introverted mind, combined with Judging's focus on planned actions, makes for a fantastic self-contained mental laboratory in which causes and effects are easily simulated on a grand scale. In a sense, the pursuit of knowledge is the pursuit of what causes what, whether in terms of physics or friendship, philosophy or finances. Judgers prefer to consider causes and effects in advance in order to map their intended paths, and Introverts have all the limitless space of their own minds in which to examine those causes and effects. So while Extraverted Judgers map their paths outside, focusing on actual actions, Introverted Judgers make their maps in thought, and a map made of thought needs no borders.

This places IJs in an ideal position to reflect on ideas of cosmic breadth and universal applicability, seeking the underlying whys behind all things. These whys are principles, the universal and natural rules of how everything works. Universal principles are more than trite truisms or simplistic generalities; real principles accurately reflect the grand complexity of how reality works. More than situational observations or proverbs, real principles are always true, without exception, because they're observations of the workings of reality itself.



For example, “Never fight a land war in Asia” isn’t a principle, it’s not a rule of how reality works; rather it’s a situational observation that may or may not always be true. “A problem well stated is a problem half solved,” however, is an observation of the way life universally works. Without exception, a necessary and helpful step in the solving of any problem is a correct understanding of the problem itself; this is a principle, a universal rule of how reality works. IJs live by principles, often without even realizing it. An innate un-

derstanding of principles guides all their decisions and attitudes; it's just how they're used to approaching life.

Principles are like the mathematical laws of nature, and IJs view those laws in the most zoomed-out way possible.

While other types tend to focus on the lines and curves and points of life, seeking patterns therein, IJs pay less attention to the specifics of each line and instead focus on the underlying equations that cause those lines to be. By knowing the equations behind all the aberrations of life, IJs can understand principles of infinite complexity without trying to keep track of infinite points of data.

The combination of Introversion's introspective consideration, with Judging's deliberate, planned action, makes IJs doubly deliberate, and doubly self-driven. This means that IJs need to work extra hard to take the opinions, needs, and intentions of others into account. Since they live by zoomed-out universal principles, IJs have to be careful about judging the motives and intentions of people, including themselves. Trying to judge people by principles alone can lead to terribly false, simplistic character judgments. Principles are one thing, but applying them in life is quite another, and people tend to be the most complex application of all.

When an IJ tries to act in violation of their understanding of universal principles, they'll feel torn in two. Their deep, sometimes unconscious understanding of principles serves as a powerful anchor and compass to them and to others around them, so when they try to take action against the principles that they tacitly know, their minds will rebel. This can cripple an IJ, all but preventing them from moving forward, or else causing them to close up and become bitter.

Particularly torn IJs may create false pseudo-principles in order to ease their consciences: "No one's really happy anyway," or "Everyone has to sell out sometime," or other such self-justifications posed as if they were universal rules. Most often, these pseudo-principles will be built around faulty views of people, as a closed-off IJ will feel uncomfortable admitting how habitually wrong they can be about human motives.

Yet as IJs allow themselves to dig far and deep in search of universal solutions, root causes, and the why and how behind all things, they'll discover how to live by the principles they know even when it's hard. The world needs healthy IJs who will bravely open themselves to explore the universal workings of life, people, and their own selves. Healthy IJs provide the zoomed-out, all-encompassing backdrop which serves as a rock and a roadmap to all the other cognitive

types. And as they patiently learn from EPs, who excel in IJs' weakest area of understanding people's motives, Introverted Judgers can stand as reliable and universally adaptable guideposts in any situation whatsoever.



INTROVERTED JUDGER  
**WORLD SCOPE**  
Theoretical Collective

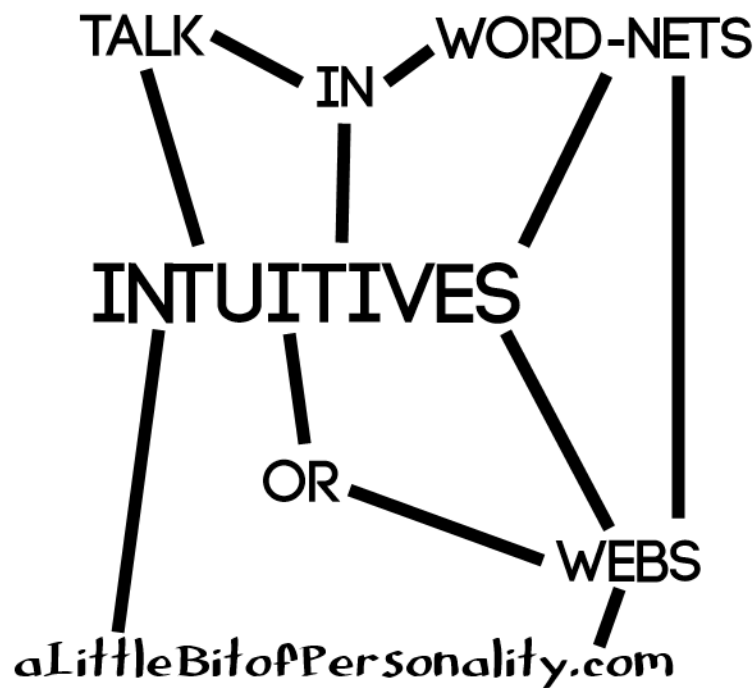
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## **N – iNtuitive**

As an iNtuitive, you are not necessarily smarter, more bookish, more rational, or more enlightened than Sensors. Likewise, you don't have to be any less practical, less athletic, or whatever else that oversimplified stereotypes may assert, both in books and online. Being an iNtuitive simply means that you see the world primarily in terms of concepts and ideas, while Sensors tend to view life in terms of their own experiences. iNtuitives view all their experiences in terms of what they show conceptually, rather than the other way around. Both are needed, and as with all the letters, everyone does both. Yet iNtuitives view everything conceptually first and foremost, before applying those concepts to their own experiences.

This focus on concepts and ideas naturally results in seeing all the world as an interconnected web, as every idea flows into every other. No part of the web can be considered in isolation, since a single change to one part of the great web of reality will result in far-reaching changes to everything else. iNtuitives tend to focus on the whole of life, people, situations, and experiences, rather than on the individual pieces that make them up. Everything is connected in a fantastically complex network or implications, contrasts, and effects. This leads to an excited awareness of all the connections,

parallels, metaphors, and relationships between everything in life, noticing how concepts fit together and seeing what those relationships say.



iNtuitives thus try to understand things from as many sides as possible, forming complex opinions that try to reflect all the interconnected grandeur of their conceptual webs. However, just because their opinions tend to be complex, that doesn't mean they're necessarily accurate! One little misconception in one unattended corner of their beliefs can pull the whole web off balance. Because they focus so much on concepts rather than experiences, iNtuitives can often be the last ones to see just how far off the mark their opinions have been pulled.

A concerted and deliberate effort to work on focusing on raw experience, rather than conceptual ideas alone, can help to gradually bring an iNtuitive's web of opinions more and more in line with reality. It can be tempting for iNtuitives to try to shoehorn all experiences to fit with their conceptual beliefs, but as they instead humble their ideas to adapt to the harsh dictates of experience, they'll be able to enjoy all the conceptual beauty and complexity of reality without trying to force it to fit any predetermined opinion.

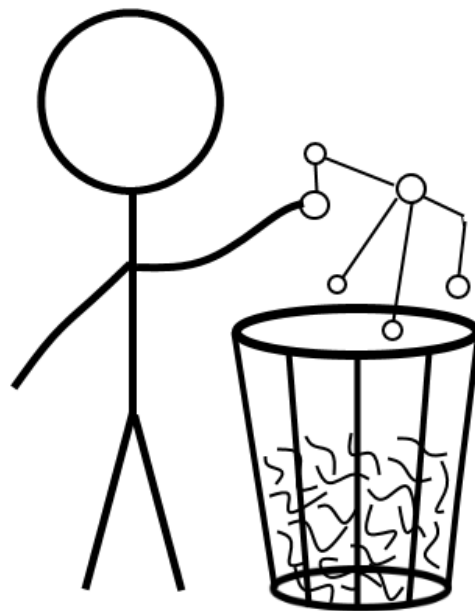
Viewing everything in terms of ideas and concepts leads to an awareness of potential combinations of events, ideas, or actions, and all the possibilities that they can lead to. This causes iNtuitives to frequently focus on trying to imagine things that could be, rather than trying to protect things that already are. Of course this is powerful, but they must be careful not to neglect the good in things as they already are. All too often, iNtuitives are tempted to not appreciate what they have, throwing out the good with the bad in their drive to reach for new things.

On the flip side, iNtuitives can sometimes resist and fear change, pessimistically clinging to things as they are when they cannot see a better way that could be. In both cases, the harsh realities of experience can dispel the arrogance of pessimism about things that might be, and demonstrate the pre-



ciousness of things that already are. Protecting and appreciating good things that already exist is a necessary fuel in any effective pursuit of things that have never yet been, and constantly adapting one's ideas to fit with experience is a necessary anchor to the pursuit of thoughts that have never yet been imagined.

**It's an iNtuitive's job to change  
the bad they see around them,  
not the good**



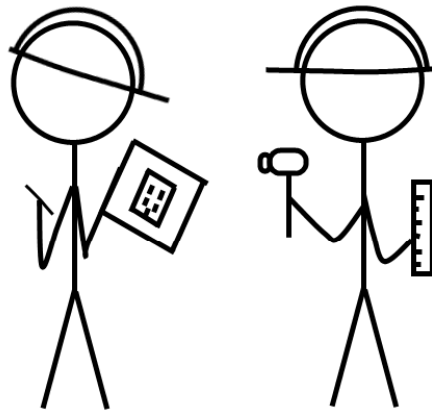
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As always, both iNtuition and Sensing are needed, and both can be equally healthy or unhealthy. Healthy iNtuitives

should cultivate a careful protection of the good in the world and an awareness of raw experience instead of only interconnected concept, yet they should also enjoy allowing their main focus to be on the conceptual whole, and all the exciting and awesome things that could yet be! While numerous stereotypes portray iNtuition as over-idealistic or impractical, all types can be practical or impractical, pessimistic or idealistic, in their own unique ways.

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## INTUITIVES AND SENSORS



**iNtuitives  
focus on  
concepts**

**Sensors  
focus on  
experiences**

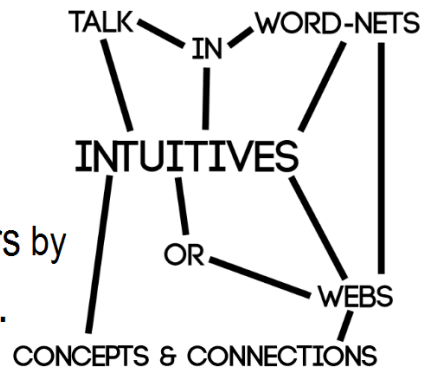
Indeed, any attempt to imagine conceptual possibilities without practicality is simply unhealthy. Such impracticality tends to come from overlooking the interconnected complexity of practical ingredients necessary to make an idea in-

to reality. Healthier iNtuition keeps track of more complexity, not less, and therefore grows ever more practical and ever more daring in its dreams for the future. The more an iNtuitive lets themselves be an iNtuitive, seeing all the interconnected conceptual nature of everyone and everything, the more practical, appreciative, and effective they'll become in all their hopes and ideals.

# INTUITION



The "iNtuition" function focuses on the way one concept of information connects to all the others by finding mental patterns.



## iNtuitive preference does **not** equal:

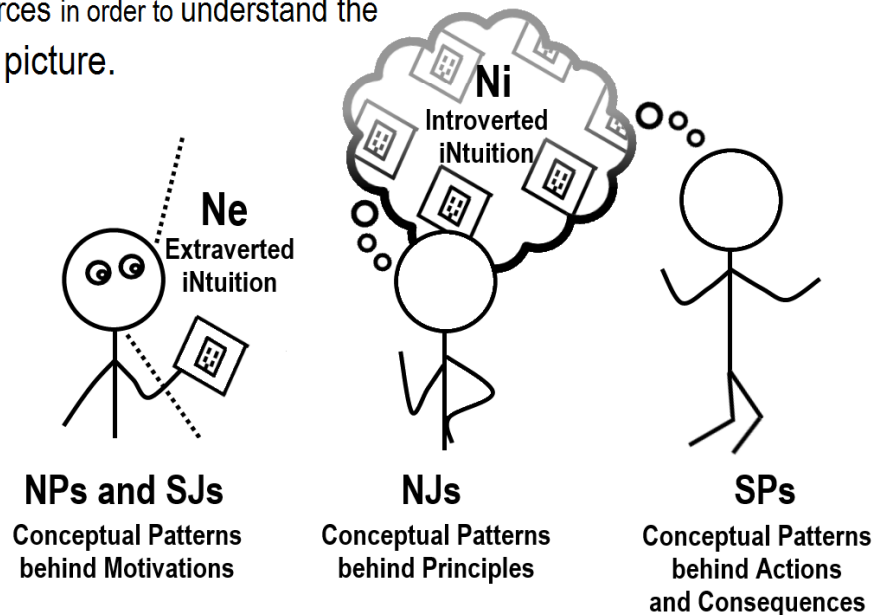
- Empirical
- Bookish
- Un-athletic
- Smart
- Inapplicable to Real Life

iNtition is an information compilation function which means it focuses on drawing information from many sources in order to understand the big picture.

Though everyone uses the iNtuition function, a person of iNtuitive preference (N) focuses on conceptual patterns in either their First or Second Step of the Cognition Process.

## iNtuition is the primary function of:

### **INTJ AND ENP**



## **F – Feeler**

As a Feeler, you are not necessarily any more emotional, sappy, irrational, weak, or whatever else the numerous stereotypes may say about Feeling. Being a Feeler simply means that you focus first on the intrinsic meaning and significance of things, before seeking ways to put them to use. Everyone looks at both meaning and use, but Feelers focus first and foremost on the meaning and inherent preciousness of the world, events, and people.

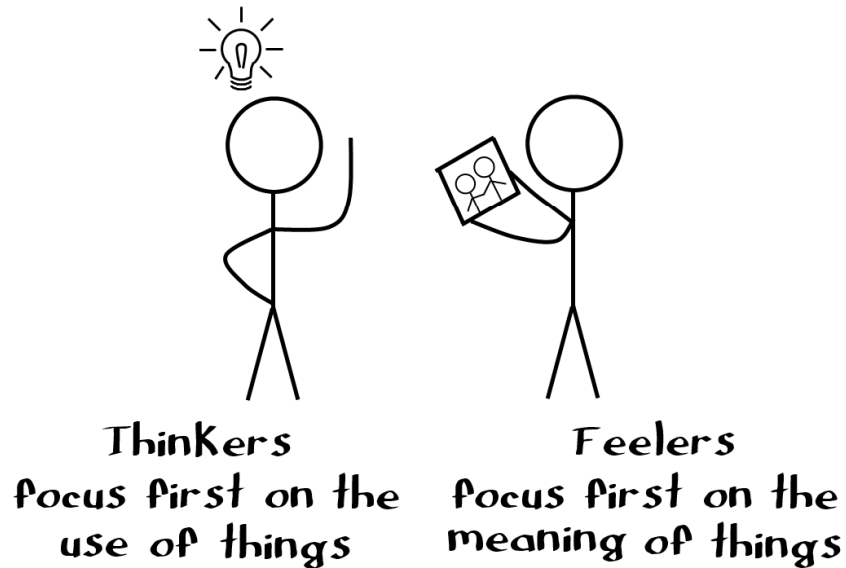
This means that Feelers want ideas, people, and the world in general to live up to the meaning they see in them. When anything seems to fall short of its potential preciousness, such as when a person decides to be selfish, or a potentially brilliant philosophy turns out to be flawed, such failure will be particularly disappointing to a Feeler. Yet all this focus on meaning gives Feelers a compelling and powerful ability to see, understand, and then make use of the significance and meaning in people, events, and ideas. Meaning thus has a use all its own.

Any healthy Feeler will learn to care for the necessities of use as well as the wider perspective of meaning, but their natural focus will still be on meaning foremost. This results in a more zoomed-out view of everything, focusing on the

whole picture and the purpose and meaning of each part within that picture. In a way, “meaning” is nothing more than “use in the context of the whole, big picture.”

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## THINKING AND FEELING



It is the focus on this wide, sweeping meaning that gives Feelers an almost effortless ability to grasp the context of that big picture, even when they’re not at all aware of all its varied details. This provides a zoomed-out pragmatism, seeing what must be done in the context of the whole. Feelers therefore tend to find themselves focused more on end goals, which protects them from getting lost by focusing on only the road to get there. It is this sense of perspective and context that fuels meaning and gives it its unique usefulness, without which Thinkers might quickly paint themselves into corners.

The differences between Feelers and Thinkers have garnered a particularly large amount of stereotypes, many of which seem flat-out mean spirited. Feelers are no less rational than Thinkers, and Thinkers are no less emotional than Feelers; everyone, of every type, can and should be both healthily emotional and rational. And every cognitive type is equally prone to being overemotional, each in unique ways. The difference doesn't lie between Feelers and Thinkers, but rather, between being healthy or unhealthy in general. An overly emotion-driven psyche is an unhealthy one, and every type is equally vulnerable to being hijacked by their own emotions in times of stress or weakness, each in their different ways.

Now, the wide, sweeping perspective of Feelers can sometimes appear to simulate greater connection with emotion. A focus on the meaning and significance of things within the context of the whole picture can generate great feelings of hope or despair, wonder or contempt. These are big feelings, and noticeable ones. Yet so, too, can Thinkers' focus on the specific uses of things elicit more immediate emotions of joy or frustration, excitement or disappointment, or any other conceivable feeling. Thinkers are no less emotional than Feelers, and no less vulnerable or tender in any way. Feelers' emotions focus more on the whole picture, and Thinkers' emotions are most often applied to specific uses or mis-

uses of things; apart from that, both can enjoy equal connection with emotion, as well as equal risk of overemotional irrationality.

And no healthy person, of any type, should indulge in irrationality or emotional subjectivity. Healthy Feelers are not subjective in their views; they seek to focus on the objective, measurable significance of things in the context of everything else, while healthy Thinkers focus on the objective and measurable use of things in their own right. Subjectivity, reaction, and impulsive emotion are neither a Feeler trait nor a Thinker trait; they're simply human, and all types are equally equipped to master them healthily, in their own ways.

In the same manner, all types can learn to be in touch with their emotions and all the power therein, each in their own specialized way. To be human is to have emotions, and that's good! Healthy, bridled emotions provide vital perspective that human thought alone cannot hope to contain. Healthy emotion reminds us of truths we might be entirely unaware of, even as we feel that they're there. This is why emotion can be such a powerful, guiding light, at times dwarfing conscious reason. Yet this is also why runaway emotions are so dangerous, smothering all attempts at reason and balanced perspective, just as all powerful things are dangerous when they run amok.



This sheer power of emotions, and their ability to remind us of things our thoughts alone cannot keep track of, is why suppressed emotions always find a way to influence all our thoughts, views, and actions. This makes suppressed emotions much more dangerous, because their sweeping influence is ignored even while they steer conscious thought. The quickest way to be controlled by emotion is to pretend it isn't a factor, thereby letting it run unattended in the back of our minds, coloring all experiences and skewing all opinions and ideas. Only unhealthy people, whether Thinkers or Feelers, attempt to suppress emotion, or indulge in being driven by it.

Regardless of how unemotional some may seem, those who are the most quiet about their emotions are often the ones who nurture them the most deeply, whether they mean to or not. Being a Feeler therefore does not mean you're doomed to be weak, wishy-washy, or unreasonable in any way, nor does it justify such unhealthy coping mechanisms. And while some may attempt to be coldly unemotional, that desire is often a very emotional desire in and of itself, usually resulting from fear, loneliness, or pride.

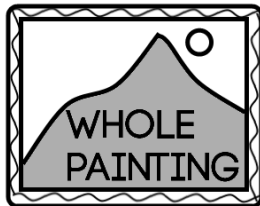
Such attempts to be unemotional are an example of unhealthiness. While blubbery, stereotypical emotions can cer-

tainly get in the way of reason, so also can emotions like distaste, discomfort at unwelcome ideas, and disdain or pessimism block all rational thought. These sorts of negative emotions are still emotions, yet they often replace reason for those who consider themselves unemotional.

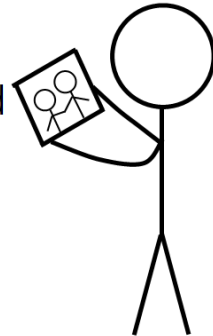
Yet when reason and emotion are nurtured together in their natural relationship, we can live safely above either extreme of overemotional subjectivity, or falsely emotionless hardness. We can cultivate a rational and honest approach to life by remembering that emotions, when heeded, will lead to new discoveries and protect from unseen hazards. Feelings of all kinds can help us prioritize where we should employ our thoughts and our energy. Without emotion, logic loses context and perspective, causing it to neglect key principles and wander into inaccuracy. Healthy emotion is free to all types, both Thinkers and Feelers, each in their different ways.

# FEELING

The Feeling Function looks at information like a



The "Feeling" function focuses on the meaning and significance of information, understood in the form of feelings.



Though everyone uses the Feeling function, a person of Feeling preference (F) focuses on the meaning of information in either their First or Second Step of the Cognition Process.

**Feeling preference does not equal:**

- Illogical
- Weak
- Nice
- Good
- Overemotional

**Feeling is the primary function of:**

**IFP AND EFJ**

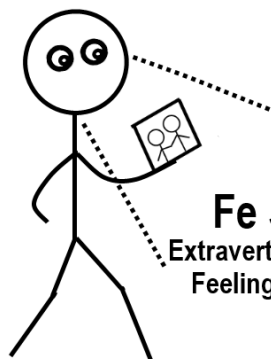
Feeling is an information application function which means it focuses on specific applications of information.



**Fi**  
Introverted  
Feeling

**FPs and TJs**

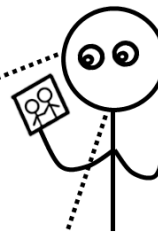
Meaning of  
Data and Details



**Fe**  
Extraverted  
Feeling

**FJs**

Meaning of  
Actions  
and Consequences



**TPs**

Meaning of  
Principles

## **NF – iNtuitive Feeler**

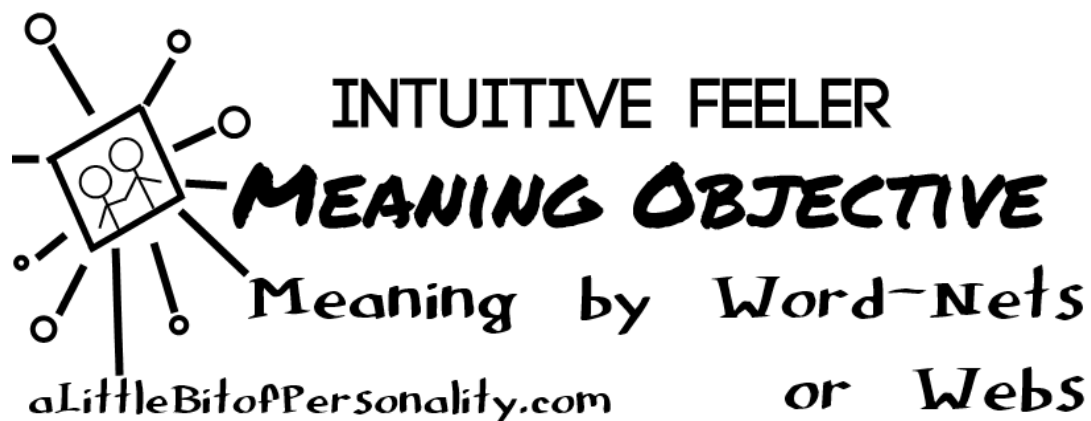
With iNtuition viewing life as an interconnected web of concepts, iNtuitive Feelers naturally focus on how the meaning of each thing connects with the meaning of everything else. The significance and preciousness of anything affects the significance of everything; the loss or violation of the meaning of one thing has damaging effects on the preciousness of related things, in a widening ripple effect. Likewise, when anything is honored, respected, and valued for its intrinsic worth, then everything related to it becomes easier to treasure.

NFs naturally think according to these relationships, seeking to understand the full meaning of whatever it is they care about. Looking to the future of what things could become, iNtuitive Feelers want to help the things they care about grow to be ever more meaningful, even if it means that those things have to change. Healthy NFs are not afraid to change the things, ideals, and people they care about, in order to help them attain all the dignity, value, and joy that they can grow into.

Both intrinsic meaning and concepts are timeless things, and NFs tend to think of things in the context of all time as a wide and infinite whole. Context is the big word for all NFs.

Whether they care most about principles or data, actions or people, they'll view it in terms of how it fits into the big picture of everything else, how its context in that grand whole defines its precious worth.

This timeless attitude causes NFs to think of people, actions, and everything in terms of justice and mercy: Is this action or idea just or deserved? Or is it undeserved, yet merciful according to the needs and value of those involved? Or is it flat out cruel, or unjust? Often without realizing it, NFs think of right and wrong in these terms. Justice and mercy are good, each in their proper place according to the needs and value of those involved, while injustice and cruelty are bad, and are often misapplications of runaway mercy or justice. iNtuitive Feelers excel in understanding the far reaching implications and applications of justice and mercy, but they should be careful to remember that there are many other facets of right and wrong, good and bad, and everything that makes life worth living.



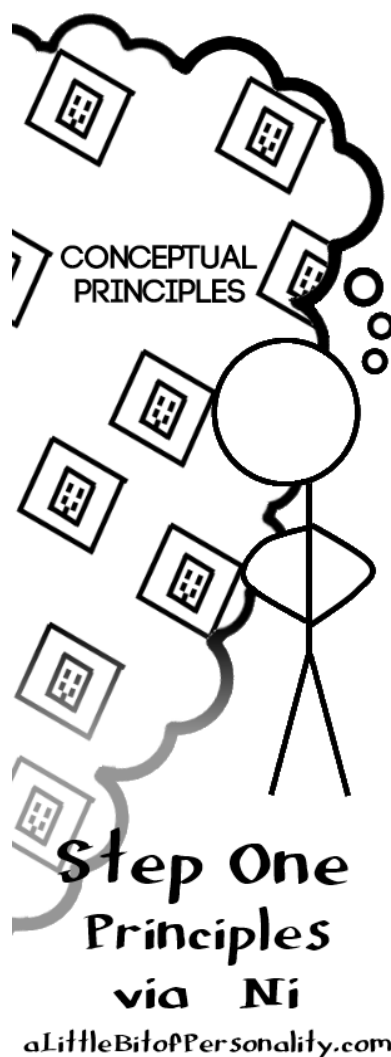
## **Cognition Steps – INFJ**

Now, we can combine all your letters to find your full cognitive specialty: INFJ! By combining the four Scopes—IJ, IP, EJ, and EP—with the four Objectives—NF, NT, SF, and ST—we derive the sixteen different facets of cognition, each with its own unique strengths and specializations, which all the other types depend on. And each comes with its own particular weaknesses as well, needing the support of other types who are strong in those areas. Only with all sixteen types combined can we enjoy and benefit from the entire spectrum of zoomed in and zoomed out perspectives, collective and individual focuses, usefulness and meaning, things as they are and things as they can yet become. A deeper understanding of each type leads to better use and appreciation for all types of cognition.

As an INFJ, your entire cognition revolves around your unique combination of these cognitive variables: the IJ Scope focusing on universal principles, and the NF Objective seeking the meaning of things as they could be. This unique combination prompts every thought, motivates every action, counsels every judgment and inspires every worldview. It sums up the end goal of everything you pursue, the result of the things that matter the most to you in your most private heart.

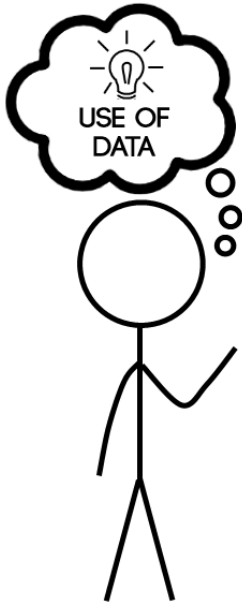
Every time you're faced with any decision, any thought or feeling, any experience or person or anything, your mind naturally races through four cognitive steps. The order of these cognitive steps depends on your unique Scope and Objective, as you subconsciously focus first on the things that matter the most to you. You're probably so used to thinking in your own order, all the time, that it may seem like the only natural way to think. This makes it all the more amazing

that people of differing cognition approach the same world so differently, each offering something unique and powerful to share.



As an INFJ, your first cognition step is to consider how the thing you're thinking about demonstrates yet another side of universal Principles. You turn inward to reflect on the conceptual connections (Ni, or introverted iNtuition) that show how Principles apply to the situation at hand.

Secondly, you use these Principles as a guide as you form opinions and decide on Action. You look outward to determine what opinions and Actions will best bring out the dignity, value, and meaning in everything and everyone (Fe, or extraverted Feeling).



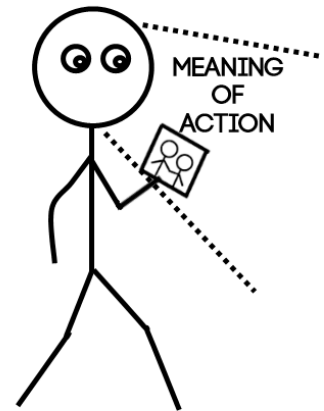
### Step Three

**Data  
via Ti**

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Thirdly, you turn inward again to consider whether the results of your Actions were beneficial and useful (Ti, or introverted Thinking). You reflect on the details of the situation in order to evaluate whether your Actions were good.

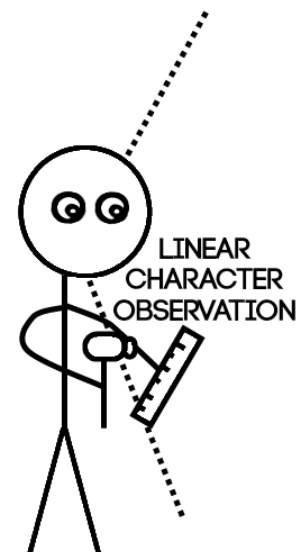
And then the cycle starts over: Your Observation of people's character reflects back on your growing understanding of



### Step Two

**Actions  
via Fe**

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### Step Four

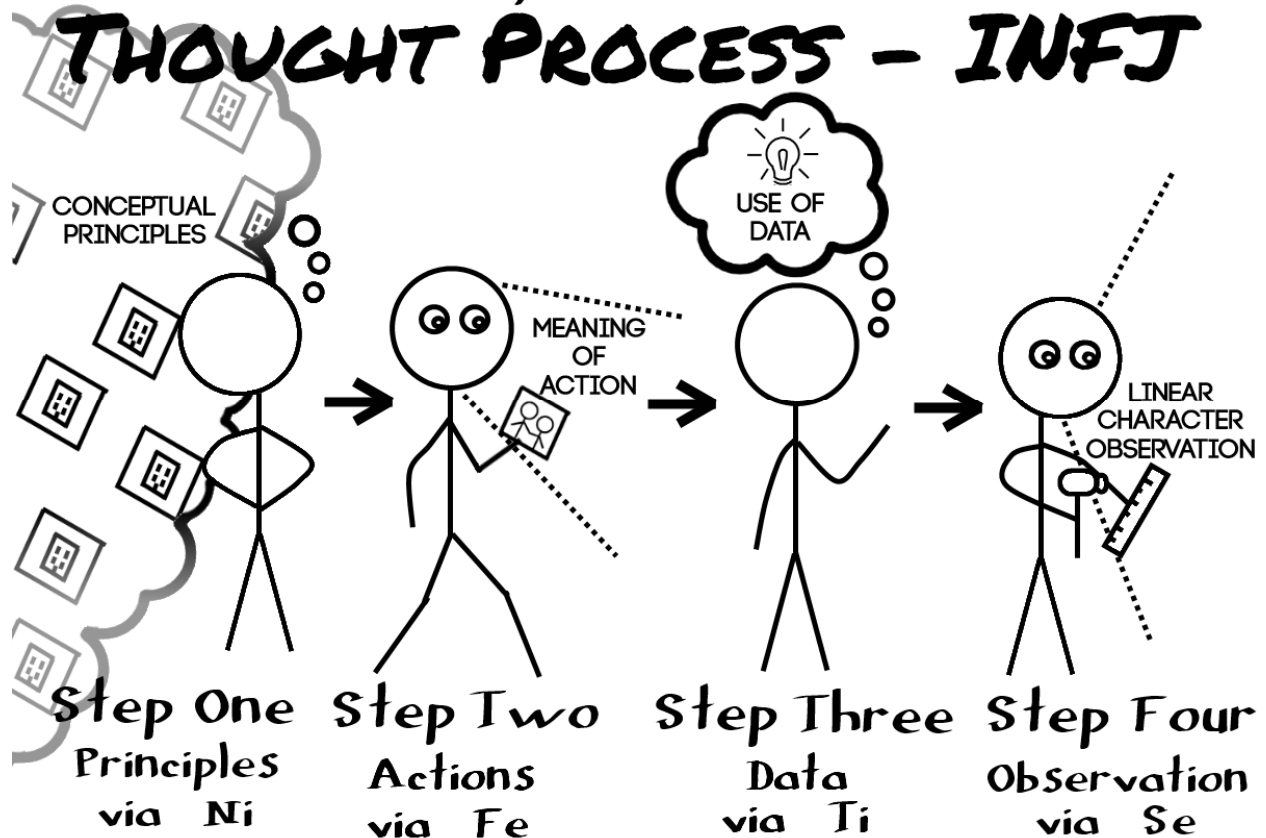
**Observation  
via Se**

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Principles, causing you to form new connections via Ni (introverted iNtuition) about how Principles apply in daily life, as your fourth step feeds back into your first, over and over. You may go through this entire cycle of cognition many times in a single second without even noticing.

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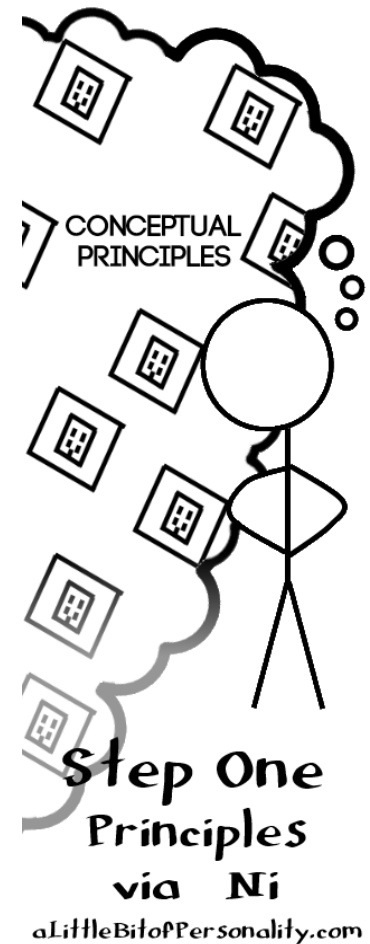
Observation is your fourth and final cognition step because it's what you focus on the least. This makes it the weakest of your cognitive steps. You live, think, and make decisions based on your keen awareness of universal principles, and while principles tend to be magnificently simple, their applications in life are usually very complex. Perhaps nothing in life is more complex than people, their complicated mixtures

of motives, dreams, and secrets, so it can be surprisingly tricky to apply principles to people! And when you do manage to correctly judge someone based on your natural comprehension of principles, you'll usually find that they surprise you yet again with unexpected new sides to their complex character. This is most especially true when judging yourself! Beware of simplistic judgments of your own character, especially negative judgments. And this is nothing to be embarrassed about. Every type has a weakness, just as every type has a strength that may appear almost superhuman to other types.

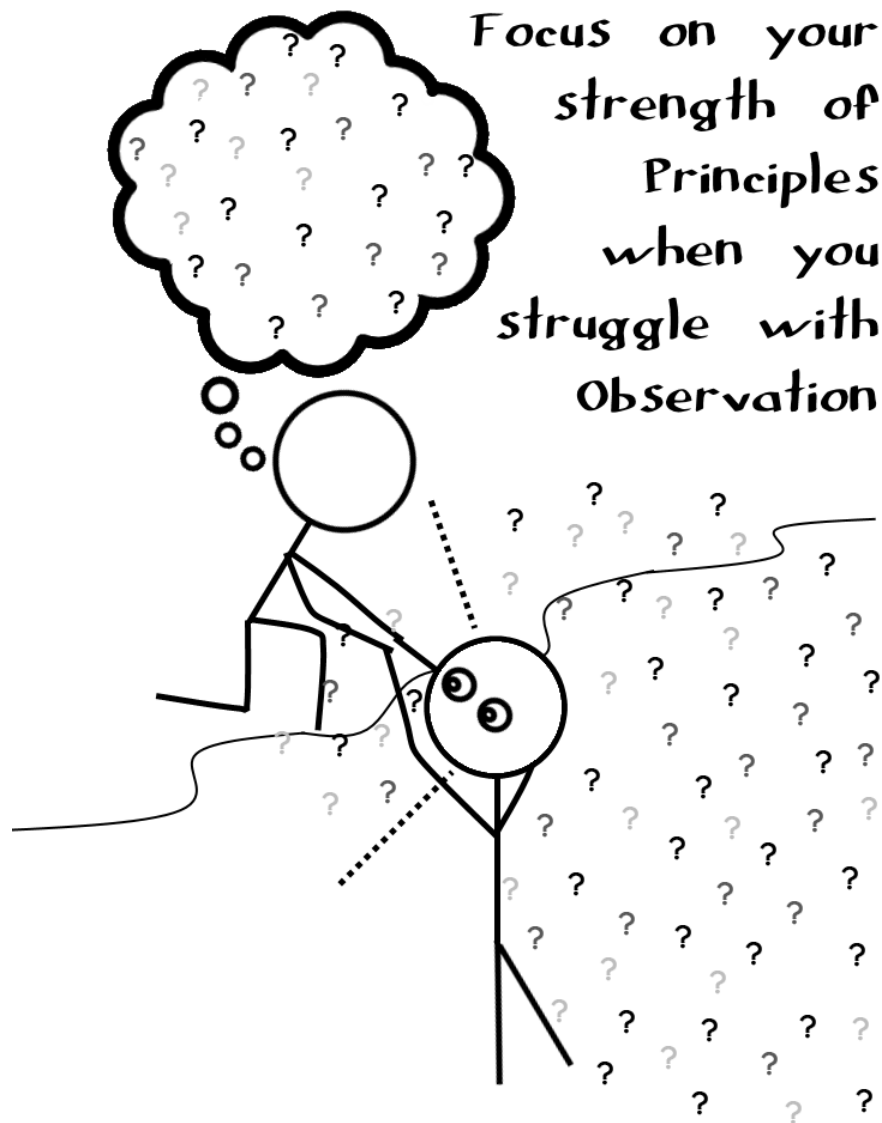
Healthy IJs provide complex and comprehensive answers to even the most baffling of life's questions. Healthy EPs, on the flip side, are naturally able to see right to the core of people with speed and surety that might seem reckless to others. IPs delve deep into probing questions that others might never even think to ask, while EJs can accomplish long lists of tasks with precision while other types would be struggling to even get started. All the types need each other; this is why we call them the Type Heroes! Each approaches the same world from such a different angle, and each supports, guides, and teaches every other. By seeking out and learning from other types, especially types that think very differently from you, you can grow stronger in all your cognition steps.

And usually the best way to grow more reliable and strong in all your cognitive steps is to focus on your first step. This is the step that your mind naturally prioritizes first anyway; it's what you care about the most, even when you might feel like you shouldn't. As you focus on paying attention to your first step, you'll find that all your other cognitive steps grow sharper and stronger as a result, almost automatically. When it comes to cognition, play to your strengths and your weaknesses will grow to keep up.

It's when people focus too much on trying to improve their fourth step directly that they tend to become defensive, depressed, and discouraged about it, often neglecting their strengths and falling into denial that they even have a weakness. Some such people try to cover their weakness by inadvertently posing as a different cognitive type, in order to act like others who don't share their weak area. Yet this usually results in only a parody of the type they're trying to become, attempting to gain the strengths of another type without first mastering their own. You can develop all the strengths of all the types, but you cannot do it by trying to fight or suppress what you naturally want most. Let your



first cognitive step be your focus, let yourself be you, and then you'll be free to grow to become everything you want to become.



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Focus on your strength of deftly understanding universal Principles; as you do, your weakness in correctly Observing the complexities of people will grow stronger of its own ac-

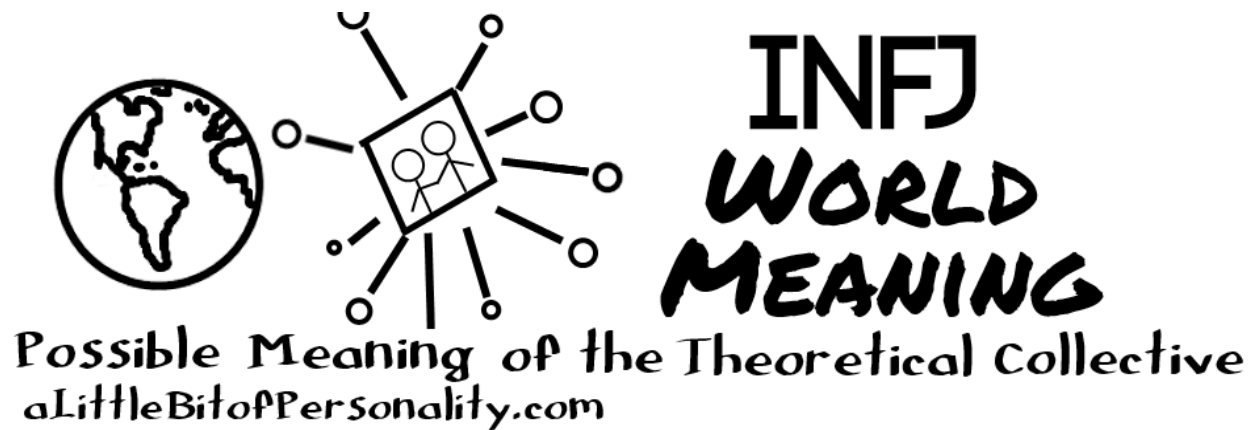
cord. And remember, when you judge people simplistically, you can always learn from your mistake and find new and complex demonstrations of how Principles apply! Beware of getting down on yourself about Observation; enjoy seeing how Principles apply in daily life, and then you'll learn how to better bring out all the meaning and archetype of infinite, universal Principles in the lives of everyone, here and now.

## **Type Specialization – INFJ Paladin**

Cognition is the result of where you naturally focus your attention, your desires, and your interests. Regardless of what your momentary desires or interests may be, each of us has certain deep, secret hopes that mean more to us than anything. While moods and opinions may change, these deepest desires are such a pure reflection of who we really are. In a world where there is so much to do, so much to experience, so much need and so many discoveries waiting to be found, we each inadvertently focus the most on some things over others. The things that we focus on most of all reflect what we want most out of life, deep down. This comes out through cognition, as the unique specialization of your cognitive type.

As the INFJ Paladin, perhaps nothing is more important to you than learning to understand the universal principles of how life works and how it doesn't; you secretly look up into the fathomless reaches of infinity, in order to apply its rules here and now in your daily life. Cognitively, you focus on the potential meaning (NF) that life can have on a worldwide scale (IJ). This causes you to think of everything in terms of how it applies to theoretical people, to the lives of the human race overall. What matters most to you, deep down, is learning and living according to the complex and eternal rules of

reality, and showing the world that life just works so much better as you do.



This gives Paladins a powerfully zoomed-out perspective, in fact the most zoomed-out of all the cognitive types. With IJ's scope of universal principles combined with NF's timeless focus on conceptual meaning, INFJs casually take in the panorama of all the cosmos; they may even have trouble realizing that not everyone thinks that way. The arcanelly ancient past, the most enigmatic future, and all the intricacies of the present world are all one in the mind of a Paladin, who sees them all as simply recurring reflections of the same everlasting principles. That dizzying infinity, which you may at times feel guilty for exploring, becomes a mighty Excalibur in your accustomed hands, cutting through the most baffling difficulties of life with long-term perspective that others might not understand until they see how well it works.

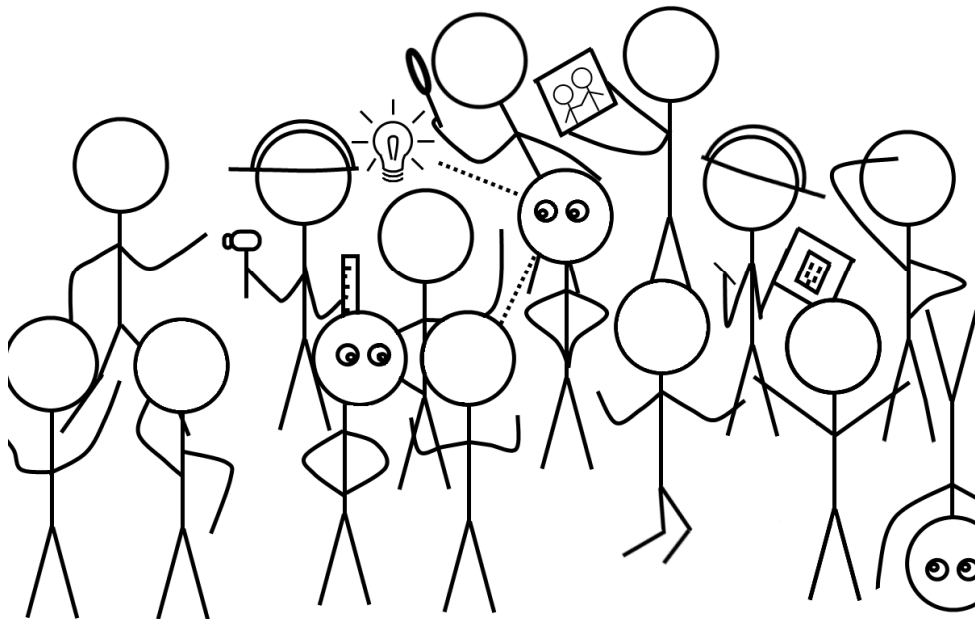
None of this means that your specialization of applying principles in daily life comes easy for you; that massive sword won't lift itself! You have to work at it, just as much as anyone else would. The difference between you and other types is that you care to work at this, above all else. Some may say that it's just easier for you to take a long view, to stand for what's right, and to not equivocate on your ideals amid the dangers of life. They may even call you dramatic, as if universal principles somehow don't apply to real life. But none of that's true. You simply care enough about learning how to live each normal day according to universal principles, that you're willing to work much harder at it.

No cognitive type has it easy; every type has to work just as hard at their specialization as anyone else would have to. And every type has to deal with social pressure that tries to make them feel ashamed or embarrassed of their unique specialization. This pressure results in unhappiness and deep, internal conflict, as people feel tempted to ignore their specialization in an effort to not stand out, rock the boat, or look foolish or make anyone else uncomfortable. When we try to ignore our own deepest desires, the reflection of who we really are and really can be, we feel torn, frustrated, and unfulfilled.



This is why understanding our own cognition is so important! As we come to understand what we already wanted in the first place, we learn how to get out of our own way. We learn to let ourselves shine, rather than hiding our light. The world needs what each of us can uniquely offer. We need all the strengths of all the types; each is special at the same time, because each is special in a different way. You don't do anyone any good when you hide your unique strength, even if you're afraid it will make others feel uncomfortable. Let yourself be the Paladin you are, wield your mighty sword with finesse and deliberate power, and do it in your own personal way. As you do, you'll implicitly give others permission to break past the limits of cynical surrender and see just how effective universal principles really are against their own troubles in their own lives.

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## **Type Angst – INFJ Hercules Syndrome**

Everyone has good days and bad days; every type enjoys successes and suffers through failures. Yet we each react to those same successes and failures differently, depending on our cognition. The things we value most, and the things we focus on most, determine how we subconsciously interpret everything that happens to us. While our Type Specialization reflects what we most desire out of life, every cognitive type also has a Type Angst, a reaction to our deepest fears, worries, and insecurities.

Of course, anyone can be afraid of anything. And anyone, of any type, can suffer from any weakness. In fact, it's much easier to gain the unique weaknesses of other types than it is to gain their unique strengths! When we attempt to adopt the strengths of another type before mastering our own, usually all we end up with is the weaknesses of both and the strengths of neither. Yet each cognitive type has one deepest, most fundamental worry, resulting from their unique order of cognition steps.

As an INFJ Paladin, your central fear, beneath all others, is that the real you is fundamentally not likeable, not acceptable, and just too different from everybody else. You may love the person you are, but you fear that you must show on-

ly little bits and pieces of yourself to the world; you worry that if anyone sees the real you, they'll roll their eyes at best. Again, anyone can have this fear. But for Paladins, this worry is at the root of them all.

With INFJs' weakest cognition step being Observation via Sensing, Paladins naturally fear that they're out of touch with others' thoughts, motives, and secret opinions. Specifically, they worry that their observations of people lack all-important meaning and significance (F), in an experiential way (S). Deep down you fear that your interactions with others lack the in-the-moment *fun* and normalcy of SF. This unconscious worry that your interpersonal awareness is not SF enough results in the fear that you are fundamentally too different from the crowd. That while others may endure bumps and crises, you envy them for having the usual, understandable kinds of problems. With your mind naturally wanting to touch the face of the infinite, you look back with longing at everyone else and fear that you can never truly be one of them.

This is almost certainly false, but that doesn't make the fear any less persistent.

Since these worries come from our cognition, we might not even realize that not everyone has them, just as we some-

times forget that not everyone has our same Type Specialization. And since these fears come from our cognition, they've been with each of us for as long as we've been thinking. They can be overcome, entirely, but only by understanding how they work. Yet when each of us is young, we inadvertently react to every scare or disappointment through the lens of our own type's central fear. The things that leave the deepest scars are the ones that hit us right in this most vulnerable place.

But since our minds therefore associate these fears with the earliest experiences of childhood, we ironically tend to run to these fears as if they were a place of safety. Childhood usually feels warm, safe, and right in our minds, even if in reality it was nothing of the sort. So when life gets hard, when disappointment strikes, whenever we feel insecure, overwhelmed, or uncomfortable at all, our minds naturally and inadvertently rush back to these deeply ingrained childhood fears. The coping behaviors that result are our unique Type Angsts.

As a Paladin, whenever you feel or experience anything stressful or negative in any way, your mind tries to rush back to the supposed safety of childhood. This causes a surge of your central fear that you are unacceptable and un-

likeable as who you really are. As a result, you then feel the tempting pull to indulge in INFJ Hercules Syndrome.



Hercules Syndrome is the tendency to feel shame and embarrassment about the things that make you unlike everybody else. But the parts of you that make you so different—your guilty fascination with universal principles on a cosmic, eternal level—are your Type Specialization, and therefore your greatest strengths! But you fear that if anyone knew about this secret love, they'd think you were kinda strange and certainly uncool. So you may overcompensate against the meaningful infinite, burying your greatest strength in an attempt to prove that there really is more to you than this profoundly serious side. Of course you can be fun and spon-

taneously unexpected, but it's your secret affair with universal principles that gives you such a unique and hilarious propensity for joy in the moment. When you try to bury your strength to prove that you're sufficiently normal, you lose your most likeable, most fun, and coolest source of charm.

Hercules Syndrome causes Paladins to sabotage their own treasured specialization, cutting themselves off from cosmic, universal principles which leaves them unable to apply any of them in the here and now. And since you struggle with correctly observing others' motives and reactions, you may think that when people act uncomfortable around you, it's because they think you aren't likeable. Yet to the contrary, people frequently show discomfort when you're impressing them too much! Give them time to digest the principles you shine with, and you may be surprised to find how much they actually like you.

On the flip side, beware of implying that it's bad to be normal. Embittered INFJs often cope by saying, "Fine, no one likes what I have to offer, but it's because they're shallow and meaningless." Respect is the key here; learn to respect the hidden profundity in so-called "normal" people. Even people who genuinely are shallow and mean can inadvertently stand as awe-inspiring examples of universal princi-

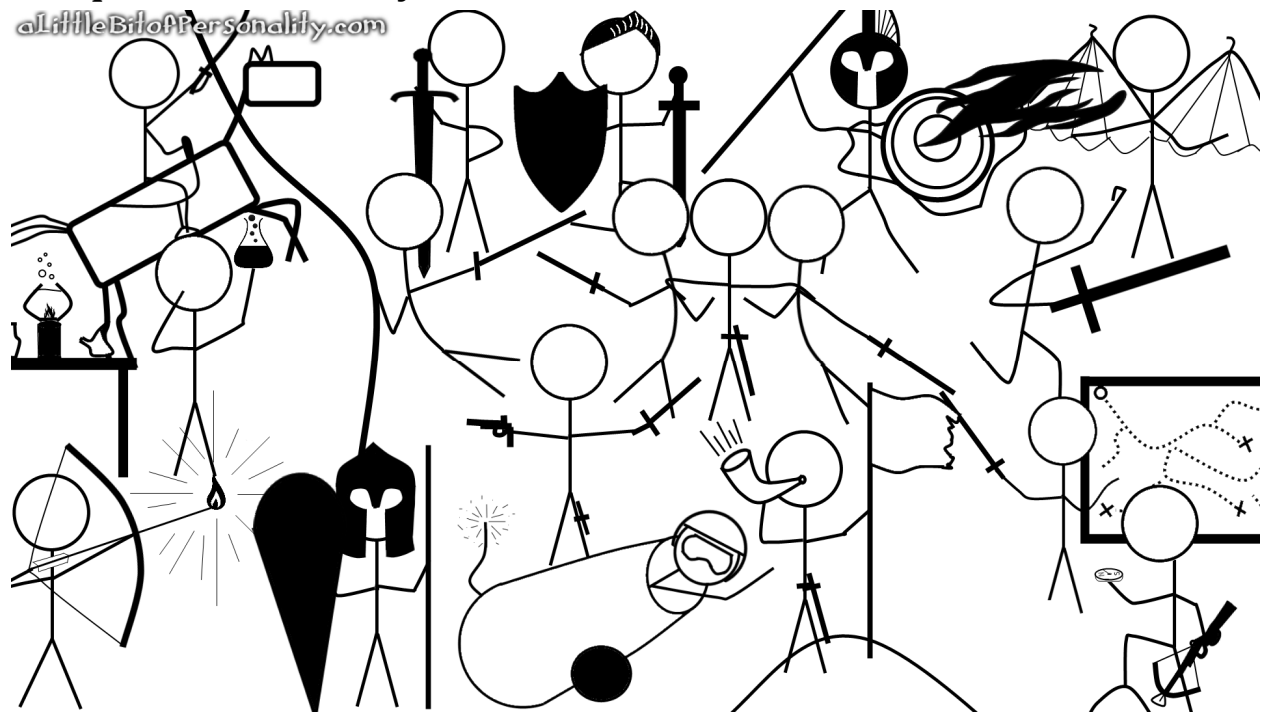
ples, displaying all the wondrous complexity of human will. As you cultivate respect for all the variety and depth in the people you thought were normal, you will learn so much from everyone, love being around practically anyone, and find that you fit with flair in as a unique center of any group.

By contrast, particularly unhealthy INFJs expend tireless effort seeking to prove that normalcy is a weak and pathetic plague which must be eradicated. It never helps the INFJ feel any better about themselves for more than a moment, and then they feel only more unlikeable and unknowable after the high of hostility passes. An unhealthy INFJ's entire reason for being becomes denying normal folks the benefits and power of principles, in direct opposition to their Type Specialization of applying principles in normal life. This ultimate contradiction, desperately fighting against one's own deepest, most treasured desire, is miserable to say the least.

Yet even healthy Paladins tend to indulge in Hercules Syndrome when life gets hard, when they fear to stand out from the crowd yet secretly want to be liked as who they really are. As a natural and unintentional way of guarding themselves, a Paladin may privately sneer at the in-crowd, or publicly laugh at their own specialization in order to appear normal. These unintentional slips into INFJ's Type Angst are nothing to beat yourself up about; after all, they're uninten-

tional. Beating yourself up may make you feel safer from the accusations of others, but in truth it will usually make you feel even more alien from everyone else, making the cycle worse.

All types can be tempted to declare that they or their loved ones are already everything they'd like to be, even if it means ignoring glaring truths or putting others down. Our Type Angsts tempt us to feel entitled, like we deserve to already be at our goal, rather than being willing to learn and grow patiently, gaining successes for real. This sense of entitlement is a harmful twisting of the good desire to be special. In reality, everyone can be equally special in ways that are different from one another, allowing all to be unique in unique, diverse ways.





As you surround yourself with the loving support of people who care, as you seek out others who try to understand you and accept you, you can grow less and less vulnerable to the self-sabotage of Hercules Syndrome. Look to your Type Specialization, be a Paladin with a vengeance, and your mind will retreat less and less into the fears and scars that result in your Type Angst. And even when no one else is around, perhaps the best, most effective, and most fulfilling way to gradually eliminate your Type Angst for good, is to get in touch with your Paradoxitype.

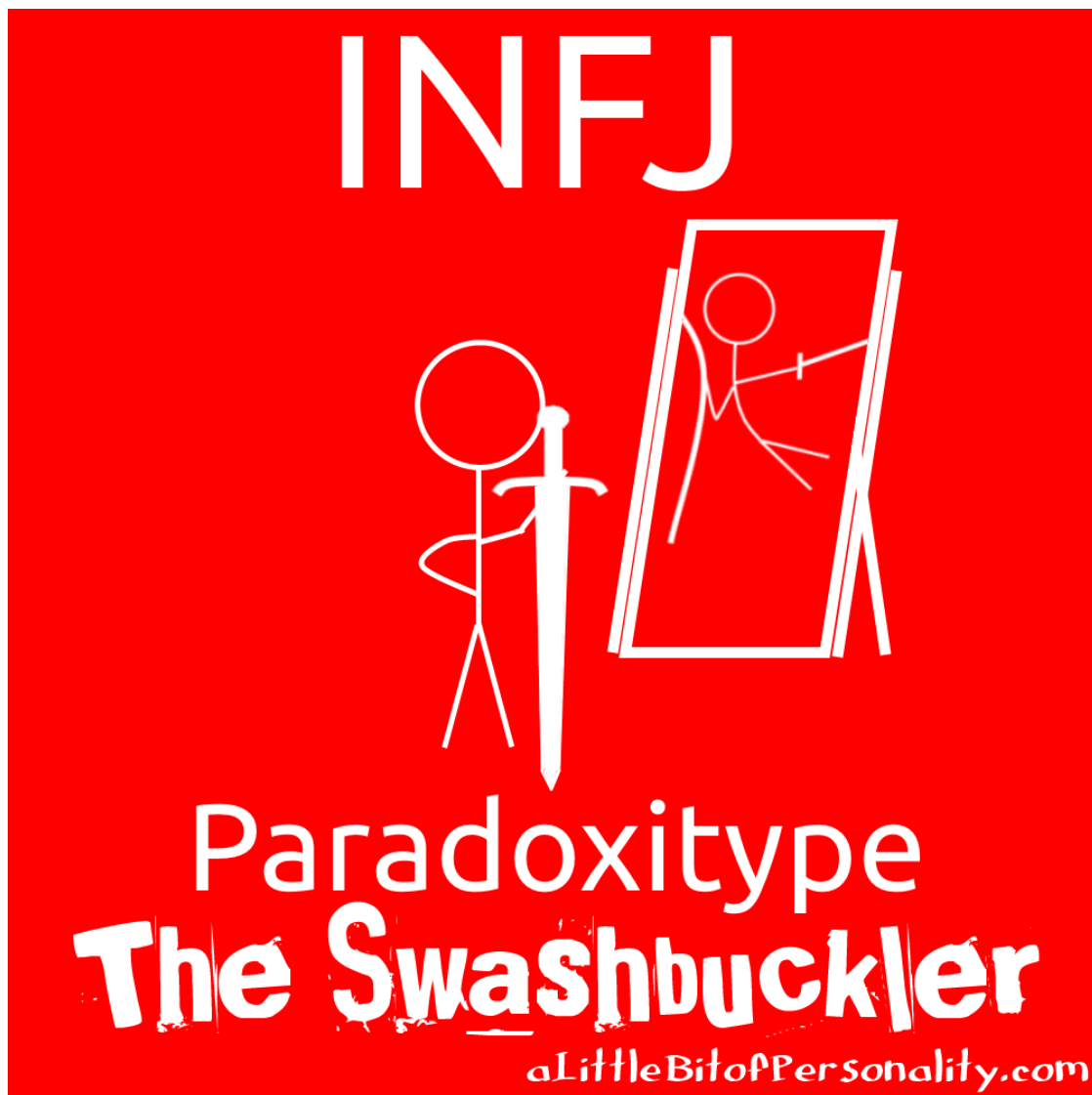
## **INFJ Paradoxitype – ENTP Swashbuckler**

Each cognitive type enjoys a special relationship with every other. Types with opposite letters can form a special, exciting bond with each other, while types with opposite first and last letters have a unique sense of camaraderie and closeness. Each relationship between the many types has special qualities and advantages, but maybe the most important of all these is Paradoxitype.

Your Paradoxitype is the secret person you are deep down. It is not your “true self,” but rather the hidden, private side of yourself that others may rarely get to see. It can shine out when you’re feeling especially exuberant or comfortable among close friends, who get to see this hidden you that others might never know. On the flip side, in times of great distress you may be unable to keep it in, leaving it to burst out of you haphazardly. Yet the more you get in touch with and cultivate your Paradoxitype, the more easily and naturally you’ll end up mastering the strengths of your own type, while avoiding its weaknesses.

Cognitively, Paradoxitypes differ in all their letters except N or S. So for you as an INFJ Paladin, your secret, inner Paradoxitype is the ENTP Swashbuckler! This may seem, well, paradoxical to stereotypical INFJ attitudes, but that’s exactly

what makes it so special. It's this sort of complexity that makes healthy people POP! It's this adorable paradox within you that can always surprise people just when they think they've got you figured.



Learn to let loose your inner Swashbuckler. Embrace your knack for calculated, dignified swagger, and poke others to get the reactions you want. Let yourself be silly and sponta-

neous, snarky and sarcastic, and experiment with coloring outside the lines to discover exciting new sides of everything and everyone. Your INFJ focus on meaningful principles gives you a reliable anchor in what it means to be a decent person, so go out, stretch out, and explore everything it means to be human and alive! The more you let your inner Swashbuckler come out in all you do, the more you'll naturally stand tall as a mighty Paladin in unprecedented strength, complexity, compassion, and genuine happiness.

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Obviously, understanding your own cognition is a marvelous tool. We each approach life according to the particular Scope and Objective of our unique Type Specialization, so it's immeasurably empowering to know how that works. The more we understand what our mind is already trying to do, the better we can gain what we've always been after, the more we can avoid the pitfalls that have always nagged us, and the more fully ourselves we can always be.

In this culture where some make flippant declarations about "human nature" being unavoidably corrupt, jealous, or self-destructive, it's powerful to understand how our minds really work. We don't have to feel at the mercy of Type Angsts or other weaknesses, when we know where they come from

and how to heal them. We don't have to repeatedly feel like the person we see in the mirror isn't quite up to the caliber of the person we'd like to be in our secret hearts. We don't have to constantly struggle for elusive fulfillment, success, and lasting joy, when we learn how to get out of our own way in pursuit of what we've always really wanted all along.

We can each be a unique, one-of-a-kind version of our own cognition's Type Hero. These days, most people roll their eyes at the idea of real heroism. It's just not realistic, not practical. We're so often trapped in occupying ourselves with the gray repetition of maintaining the things we care about, and so optimism bows the knee to routine. Hope struggles against the harsh verdicts of experience.

But when your car won't start, you can throw up your hands in surrender and accept that maybe it was never meant to run in the first place, or you can learn how it works and find out how to fix the problem. When life doesn't match up with what we really feel it can and should be, we can declare that it was never meant to be that great anyway, or we can learn how it works and find out how to fix the problems. You are far more complex than any car, yet maybe the simplistic, eager dreams of childhood weren't so far off. Maybe as you learn to tune your own cognitive engine, you can slowly

grow to attain everything your deepest desires have always reached for.

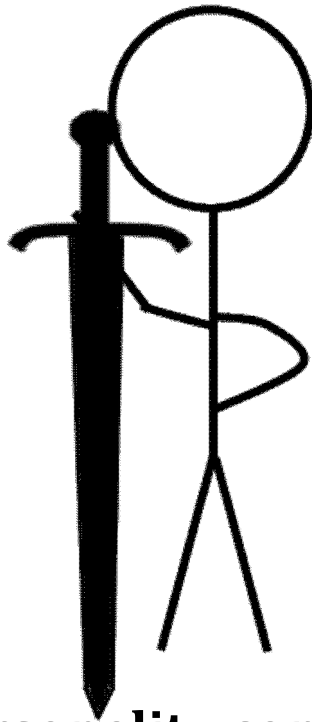
You can be a hero, and this world certainly needs heroes. But what does a real-life hero look like? Real heroes are usually not flashy, not famous, and certainly heroes aren't afraid to work tirelessly to do what needs to be done while receiving little or no recognition. It's quite common in fact for heroes to be resented for enduring hardship and sacrifice in order to lift others. Heroes are willing to go through whatever is necessary in order to help those who need it, and as they let themselves go through pain, humiliation, and hopelessness, they gradually grow to shine as larger-than-life, apparently superhuman figures in the real world who inspire others to reach for their own heroic possibilities.

Now, there are plenty of people who work very hard to excel at physical or mental pursuits, yet who are rather self-serving. That's not heroic. Heroism is not about having superhuman abilities; it's about learning how to do superhuman good with the abilities you have.

You do not need to wait to have greater abilities than you already have in order to be heroic. Heroes are those who use their own abilities to selflessly help others, in whatever ways they can. As we start with the desire to help, using the abili-

ties we have, then our abilities naturally increase. As we humbly help in little ways, we grow more prepared and able to see how the world needs our unique, personal strengths in larger ways.

Stand tall as you, as the Paladin you are, with your own style, your own experiences and insights and particular skills. Just be you, and learn how to get out of your own way. You can be a hero. You can comprehend the loftiest principles and bring their power to bear on every aspect of life. The more you grow into the full measure of the INFJ Paladin you've already always been, the more successful, fulfilling, and irrevocably happy you can become, because it will just be who you are.



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