

How Your Personality Affects Your Law Practice

MBTI scoring profile that shows your preferences on four scales:

1. Extraversion (E) vs. Introversion (I);
2. Sensing (S) vs. Intuition (N);
3. Thinking (T) vs. Feeling (F); and
4. Judging (J) vs. Perceiving (P).

Extraversion vs Introversion

75 % of all adults prefer extraversion. The 75 % proportion holds true for both men and women in the population at large. Yet 43 % of all lawyers prefer extraversion. 41 % of male lawyers prefer extraversion, while 49 % of female lawyers do.

Sensing (S) vs. Intuition (N)

About 70 % of the U.S. population prefers sensing while 57 % of all lawyers prefer intuition. 55 % of male lawyers and 57 % of female lawyers prefer intuition.

Thinking (T) vs. Feeling (values) (F)

60 % of all men in this country prefer thinking over feeling. 35 % of women do. Thinkers represent 78 % of all lawyers. 81 % of male lawyers preferred thinking, 66 % of female lawyers preferred thinking.

Judging (J) vs. Perceiving (P):

55 % of people have a judging preference and 45 % prefer perceiving. For lawyers, the breakdown is 63 % judging and 37 % perceiving.

Main types

The legal profession is strongly concentrated among fewer than half of the types. More than half of all lawyers are represented by just four types:

ISTJ: Introvert-Sensor-Thinker-Judger,
ESTJ: Extravert-Sensor-Thinker-Judger,
INTJ: Introvert-iNtuitive-Thinker-Judger, and
ENTP: Extravert-iNtuitive-Thinker-Perceiver.

Type Preferences of Lawyers

Extraversion vs Introversion

43% 57%

Sensing vs Intuition

43% 57%

Thinking vs Feeling

78% 22%

Judging vs Perceiving

63% 37%

Lawyer Type Preferences Men vs Women

Extraversion vs Introversion

Males 41% 59%

Females 49% 51%

Sensing vs Intuition

Males 45% 55%

Females 43% 57%

Thinking vs Feeling

Males 81% 19%

Females 66% 34%

Judging vs Perceiving

Males 61% 39%

Females 67% 33%

MBTI Type: How Lawyers Score.

	SENSORS		INTUITIVES		
	Thinkers	Feelers	Thinkers		
Introverts	ISTJ	ISFJ	INFJ	INTJ	Judgers
	17.8%	4.2%	2.7%	13.1%	
	ISTP	ISFP	INFP	INTP	Perceivers
	3.9%	1.4%	3.9%	9.4%	
Extraverts	ESTP	ESFP	ENFP	ENTP	
	3.3%	.5%	5.2%	9.7%	
	ESTJ	ESFJ	ENFJ	ENTJ	Judgers
	10.3%	2.7%	2.9%	9.0%	

Sensing and feeling preferences in combination represent less than 10 % of all lawyers.