

5 Basic Personality Types

Brain differences

“There are your fog people & your sun people, he said. I said I wasn't sure which kind I was. He nodded. Fog'll do that to you, he said.” — Brian Andreas

Humans are born with a variety of physical and psychological differences. Just like our bodies are born with genetic differences in sizes and shapes, our brains differ in ways we think, emotions we feel and even how we perceive the world. Identifying our personality differences improves our emotional intelligence and improves our relationship skills. **The 5 basic personality characteristics consist of a range from each extreme back to the middle.** An equal blend of both types falls within the middle of the two extreme ends.

←High-----Range-----Low→

1. High openness to new experience:

- Imagination, insight, inventive
- Broad range of interests
- Curious, adapts to change.



Low level: Closed to new experience.

- Prefer familiarity over novelty.
- Conservative, cautious
- Consistent, resistant to change.

2. High level of conscientiousness

- High levels of attentiveness to detail
- Self-discipline, good impulse control
- Ambitious, goal-directed behaviors
- Organized, dependable, planner.

Low level of conscientiousness

- Inattentive, unfocused, careless
- Extravagant, impulsive
- Spontaneous, less goal directed.
- Disorganized, laid back, unreliable.

3. High level of extroversion

- Sociability—seeks connection.
- Talkative, energetic
- Easily starts conversations.
- Outgoing, avoids solitude.

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Low level of extroversion = introvert

- Seeks solitude, less stimulation.
- Quiet, dislikes small talk, deliberate.
- Thinks deeply, tunes inward.
- Enjoys solitude, avoids large groups.

4. High level of agreeableness

- Compassion and cooperation
- Altruism, kindness
- Affection & other friendly behaviors

Low level of agreeableness

- Prioritizes self above others.
- Unlikely to consider other's needs.
- Suspicious, unfriendly, uncooperative.

5. High level of neuroticism

- Sensitive—overwhelmed, discouraged.
- Moody—nervous, difficulty calming.
- Emotions interfere with thinking clearly, making decisions, coping effectively with stress.

Low level of neuroticism

- Confident, less easily upset, rational.
- Able to manage emotions.
- Emotionally stable. Logical with healthy coping skills for stress management.

*Between introversion and extroversion is **ambiversion**:
an equal blend of introversion and extroversion.