

Nota sobre as preferências J e P em David Keirsey: o decidir

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Resumo: O artigo discute o tema da tomada da decisão – ligado diretamente à oposição das preferências J e P (julgamento x percepção) – na tipologia de David Keirsey (e na de sua precursora: Myers-Briggs).

Palavras Chave: David Keirsey. tipos psicológicos. fatores no temperamento. julgamento x percepção.

Abstract: This article discusses the decision making in David Keirsey's typology, a theme linked to the opposition of preferences J (judging) x P (perceiving) in Keirsey's theory (and in Myers-Briggs).

Keywords: David Keirsey. psychological types. preferences in temperament. Judging (J) x perceiving (P).

As preferências J e P em Myers-Briggs

A conhecida tipologia de Myers-Briggs (abreviaremos por M-B) e a (dela decorrente) de David Keirsey (abreviaremos por DK) têm, como se sabe, sua referência primordial em Jung (2011). Se a inovação de DK foi a de reunir os 16 tipos psicológicos de M-B em torno de 4 temperamentos (SP, SJ, NF e NT), uma das grandes contribuições de Myers-Briggs foi a de adicionar à teoria de Jung o par: Julgamento x Percepção:

Isabel B. Myers e Katharine C. Briggs não apenas construíram um questionário para tipificar as pessoas como acrescentaram à tipologia de Jung uma nova Atitude, visando determinar qual das quatro funções deveria ser a dominante. Essa nova Atitude, ao lado da Introversão e Extroversão, foi denominada Julgamento x Percepção. (Toledo, 2015, pp. 29 e ss.)

Embora os tipologistas, como M-B e DK, usem os termos *Judging* (Julgamento) e *Perceiving* (Percepção), essas palavras não têm em suas teorias o significado usual e podem levar a mal-entendidos. O próprio site da “The Myers & Briggs Foundation” (s/d) vê-se obrigado a esclarecer:

Do not confuse Judging with judgmental, in its negative sense about people and events. They are not related.
(...)

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Remember, in type language perceiving means “preferring to take in information.” It does not mean being “perceptive” in the sense of having quick and accurate perceptions about people and events. (<https://www.myersbriggs.org/my-mbti-personality-type/mbti-basics/judging-or-perceiving.htm>. Acesso em 24-05-2021).

Vale a pena recolher o modo como o site “The Myers & Briggs Foundation” (s/d) caracteriza as funções J e P:

Judging (J)

I use my decision-making (Judging) preference (whether it is Thinking or Feeling) in my outer life. To others, I seem to prefer a planned or orderly way of life, like to have things settled and organized, feel more comfortable when decisions are made, and like to bring life under control as much as possible.

Since this pair only describes what I prefer in the outer world, I may, inside, feel flexible and open to new information (which I am).

(...)

The following statements generally apply to me:

- I like to have things decided.
- I appear to be task oriented.
- I like to make lists of things to do.
- I like to get my work done before playing.
- I plan work to avoid rushing just before a deadline.
- Sometimes I focus so much on the goal that I miss new information.

Perceiving (P)

I use my perceiving function (whether it is Sensing or Intuition) in my outer life. To others, I seem to prefer a flexible and spontaneous way of life, and I like to understand and adapt to the world rather than organize it. Others see me staying open to new experiences and information.

Since this pair only describes what I prefer in the outer world, inside I may feel very planful or decisive (which I am).

(...)

The following statements generally apply to me:

- I like to stay open to respond to whatever happens.
- I appear to be loose and casual. I like to keep plans to a minimum.
- I like to approach work as play or mix work and play.
- I work in bursts of energy.
- I am stimulated by an approaching deadline.
- Sometimes I stay open to new information so long I miss making decisions when they are needed.

Adapted from *Looking at Type: The Fundamentals* by *Charles R. Martin (CAPT 1997)*

(<https://www.myersbriggs.org/my-mbti-personality-type/mbti-basics/judging-or-perceiving.htm>. Acesso em 24-05-2021).

As preferências J e P no teste de Keirsey (“*The Keirsey Temperament Sorter*”)

Em *Please understand me* (1984) DK oferece um teste de 70 perguntas para discernir as diversas preferências (E/I, S/N, F/T e J/P). Reproduzimos aqui somente as vinte questões relativas aos fatores J e P (com respostas A e B, respectivamente), que ajudarão a visualizar como DK entende concretamente esse par:

Question 6

Do you prefer to work

- (a) to deadlines (b) just “whenever”

Question 7

Do you tend to choose

- (a) rather carefully (b) somewhat impulsively

Question 13

Are you usually more

- (a) punctual (b) leisurely

Question 14

Does it bother you more having things

- (a) incomplete (b) completed

Question 20

Do you usually

- (a) settle things (b) keep options open

Question 21

Are you usually rather

- (a) quick to agree to a time (b) reluctant to agree to a time

Question 27

Are you more comfortable

- (a) setting a schedule (b) putting things off

Question 28

Are you more comfortable with

- (a) written agreements (b) handshake agreements

Question 34

Are you more prone to keep things

- (a) well organized (b) open-ended

Question 35

Do you put more value on the

- (a) definite (b) variable

Question 41

Are you more comfortable with work

- (a) contracted (b) done on a casual basis

Question 42

Do you prefer things to be

- (a) neat and orderly (b) optional

Question 48

Are you more comfortable with

- (a) finale statements (b) tentative statements

Question 49

Are you more comfortable

- (a) after a decision (b) before a decision

Question 55

Is it preferable mostly to

- (a) make sure things are arranged (b) just let things happen

Question 56

Is it your way more to

- (a) get things settled (b) put off settlement

Question 62

Are you more prone to

- (a) schedule events (b) take things as they come

Question 63

Are you a person that is more

- (a) routinized (b) whimsical

Question 69

Is it more like you to

- (a) make snap judgements (b) delay making judgements

Question 70

Do you tend to be more

- (a) deliberate than spontaneous (b) spontaneous than deliberate

(Keirsey, 1984, pp. 5 e ss.)

A oposição J x P

Em *Please understand me*, Keirsey (1984, p. 22) resume as diferenças entre *Judgers* e *Perceivers* a uma questão: “Do I prefer closure and the settling of things or do I prefer to keep options open and fluid?”. E aponta também as mútuas críticas entre J e P:

At work especially, Ps and Js can criticize each other. J people can be heard to describe Ps as “indecisive,” “procrastinating,” “foot-dragging,” “aimless,” “purposeless,” “resistive,” “critical,” “sophistic,” and “blocking decisions.” Ps may, at times, become impatient with Js because they feel pressured and hurried by what they view as the J’s unnecessary urgency and unfortunate tendency to “jump to conclusions.”

Ps will occasionally claim that Js make hasty decisions and are “driven” and “driving,” are “too task-oriented,” are “pressured and pressuring,” “rigid and inflexible,” “arbitrary,” and “premature in planning and deciding.” Usually, irritation by another’s preference will dissipate when J and P behaviors are studied. Most people become fascinated and entertained by these differences, and with continued understanding, find it easy to make allowances for the other’s way. (Keirsey, 1984, p. 24)

Claro que não se trata só de ambiente de trabalho, mas também do relacionamento em geral e, principalmente, na vida familiar. Como no caso daquele casal (ele J, ela P) discutindo no café da manhã:

Ele: – Liga para sua mãe, confirmando que nós vamos almoçar lá hoje.

Ela: – Depois eu ligo; agora quero tomar meu café em paz.

Ele: – Liga já, porque eu quero tomar meu café em paz!



Os J se sentem muito bem em seu modo de ser (e podem criticar duramente os “folgados” P) e o mesmo ocorre com os P, que podem até espezinhar os provérbios dos J, como naquela famosa tirada atribuída a Oscar Wilde: “Não deixe para amanhã o que se pode fazer depois de amanhã”.

Nunca é demais reiterar que as preferências, os temperamentos e os tipos, são rigorosamente neutros do ponto de vista ético (pode-se ser santo ou pecador sendo SP, SJ, NF ou NT; J ou P etc.). Mas isto não impede que – sempre mantendo a neutralidade ética de princípio – haja uma maior tendência para este ou aquele tipo em certos setores, como por exemplo em preferências políticas.

Foi o que ocorreu em um *stand-up*, no qual o famoso cineasta Michael Moore associou esse fator J ao voto republicano. Pouco antes das eleições americanas que levaram Trump à presidência, ele gravou “Moore in Trumpland” – na cidadezinha de Wilmington, reduto republicano, com 90% de eleitores de Trump. Dirigindo-se a eles, disse:

You know, these Trump voters, my friends, are going to be up 5:00 in the morning on Election Day. They’re up at 5:00 in the morning a lot. The only time we see 5:00 in the morning is when we’ve been up partying all night. That’s – that’s 5:00 in the morning. Yeah, right.

Come on, everybody in here has got a conservative in the family, right? Many of you brought that person with you here tonight – a brother, a father, an uncle, a brother-in-law (...).

And they are the organized one in the family. They never lose their car keys. The conservative – they’ve got little hooks in the – by the back door, with a label on each hook. That’s my beamer (BMW) key. That’s my F-150 key. That’s the key for the car Matthew McConaughey [Oscar 2014 hoax que apoiou Trump] drives.

Our side, we’re like – this is how we – this is how we sound. This is how we sound: “So, uh, where do you want to go eat tonight?” “I don’t care. Where do you want to go?” “I don’t know, wherever you want to go.” “No, no, no, no, you picked last time.” “No, I – seriously, wherever you want.” This is like – this is like – the conservatives, they’re like, “Get in the car! We’re going to Outback! Get in there!” Decisive! Organized! Disciplined! You’ve got to admire that about them. (cit. em Lauand 2018, 30-31).

No âmbito das caricaturas (tão próximas à metodologia do *Idealtypus*):



<https://www.psychologyjunkie.com/2015/09/13/myers-briggs-mistakes-understanding-what-the-jp-preference-really-means/>

Considerações finais

Concluimos este estudo, que não tem outra pretensão que a de buscar coletar elementos que possam caracterizar – em chave concreta – a especificidade dos fatores J e P na tipologia de temperamento. A pedra de toque é a preferência por decisões tomadas x situações em aberto e daí decorrem os possíveis desentendimentos entre *Judgers* e *Perceivers*.

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