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A STUDY OF THE DISTRIBUTION OF PERSONALITY TYPES ACCORDING TO THE MBTI METHODOLOGY AMONG STUDENTS OF THE ECONOMICS INSTITUTE

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The *relevance* of the research is due to the fact that the modern generation is very interested in self-identification. It is very important for them to know who they are, which path to choose in life. In addition, the “fashion” for education has disappeared for show. Some graduates do not go to university right after school; they look for themselves by working part-time, taking various courses to understand what suits them best. The MBTI typology has become a standard in the business environment and education. It helps to identify a person’s strengths, communication style, and decision-making method.

For students of economics majors, understanding their personality type provides an advantage: you better understand which career in finance, management, or analytics suits you. There is evidence in the scientific literature about the relationship of MBTI types with academic performance. Research shows that some personality types are more successful at studying economics than others. However, the distribution of types among students of Russian economic universities has not been studied enough. We do not know which psychological types prevail among economics students. Without this data, it is difficult to adapt educational programs to the real needs of students and give them career recommendations. Using a survey, we identified the predominant MBTI personality types among students and compared the data obtained with existing studies.

First, let’s get acquainted with how this system appeared and what it is needed for. *The Myers-Briggs Type Indicator (MBTI)* is a psychological testing system that determines a personality type based on four pairs of opposite characteristics. The basis for MBTI was the book *Psychological Types* (1921) by Swiss psychiatrist Carl Jung. Jung proposed a theory according to which differences in people’s behavior can be systematized according to their psychological attitudes [1]. The methodology was developed in the middle of the 20th century by Isabel Briggs-Myers and her mother Catherine Briggs. They were inspired by Jung’s writings and supplemented the concept with two parameters: orientation inward or outward, a tendency to plan or spontaneity [2]. In 1975, Consulting Psychologists Press began publishing MBTIS for practical use. From 1977 to 2010, more than 11,000 articles on this technique appeared in the scientific literature [3].

Table 1. MBTI followers and their activities.

The Researcher	Years	Their activities
Carl Gustav Jung	1921	He wrote the book “Psychological Types” in 1921.
Catherine Briggs	1940-s	She began studying human types in the 1940s based on Jung’s ideas.
Isabel Briggs-Myers	1940–1970	She created the first version of the questionnaire, added JP scales.
Consulting Psychologists Press	1975	They began mass-printing and distributing the MBTI.
The Center for Applied Psychological Type	1975	It was founded for the training of specialists and research.
Bradley Erford	1998-2024	He and his colleagues conducted a large-scale analysis of the validity and reliability of the methodology.

The MBTI typing system went out to the masses in order to help American women during the war. Due to the fact that the men went to the front, the industry faced a shortage of workers. Thousands of American women came to work in factories for the first time in their lives. Isabelle and Catherine decided that they could help these women determine which type of work (for example, technical, administrative, or communication-related) would be most comfortable and effective for them. They believed that this would not only increase productivity, but also protect women from disappointment in their new role. MBTI differs in that the system focuses specifically on the person himself, and not on his communication, unlike, for example, socionics, which is also tied to almost the same types, but already talks about the relationship with people (socionics does not have its own methodology, so it is rather pseudoscientific).

Myers’s typology can only assume what kind of communication will be based on personality traits. MBTI testing is carried out according to the self-report method: the subject independently fills out a questionnaire and chooses one of two answers to each question [4].

The MBTI is based on four scales with polar values [2]: E - I scale (Extraversion - Introversion): the type of energy. Extroverts draw energy from the outside world and communication. Introverts recuperate on their own. S - N scale (Sensing - Intuition): the type of thinking. Sensorics trust facts and specifics. Intuitives see

the big picture and think about the future. T - F scale (Thinking - Feeling): a style of behavior. Logicians make decisions with their heads based on objective arguments.

Ethics are guided by people's values and feelings. J - P scale (Judging - Perceiving): lifestyle. Rationals love order and planning. Irrationals react flexibly to changes and prefer spontaneity. The combination of preferences yields one of 16 personality types. In popular culture, they are usually divided into four groups [4] : Analysts (NT): INTJ, INTP, ENTJ, ENTP. Diplomats (NF): INFJ, INFP, ENFP, ENFJ. Keepers (_S_J): ISTJ, ISFJ, ESTJ, ESFJ. Seekers (_S_P): ISTP, ISFP, ESTP, ESFP.

Based on the data of Belarusian researchers, we assume that the types of groups S-J (Guardians) and S-P (Seekers) will prevail among students of the economic Institute [5]. The types ENTJ, ESTJ, ENFJ, and INTJ may be more common among future managers. Students of the Economic Institute took part in the survey. Google Forms was used to collect the data. The questionnaire contains 40 two-choice questions. After testing, it turned out that among economics students there are the following types: ESTJ (20%), ISTJ (20%), ENTJ (15%). The results are presented in table 2.

Table 2. The test results.

Type:	Per cent
ESTJ	20%
ISTJ	20%
ENTJ	15%
INTJ	8%
ESTP	8%
ISTP	7%
INTP	5%
ENTP	5%
ENFP	4%
INFJ	3%
INFP	2%
ENFJ	2%
ISFJ, ESFJ, ISFP, ESFP	1%

The main conclusion. Almost half of the students – 40% – are “Guardians” (ESTJ and ISTJ). They love order, facts, and stability. Another 15% are “Commanders” (ENTJ), natural leaders. And the “Diplomats” who live by feelings are the least – only 12% in total. However, it should be noted that typing is complicated by functions. You can take the test, but it will be much more reliable to type yourself using cognitive functions. Te – extroverted logic Ti – introverted logic Fi is an introverted feeling Fe is an extroverted feeling Se – extroverted sensorics Si – introverted sensory Ni – introverted intuition Ne is an extroverted intuition.

Let's take an example of two similar types: INTJ and INTP. Both are analysts, both are introverts, but the differences lie in their cognitive functions. For INTJ, the leading function is Ni (introverted intuition), and the auxiliary function is Te (extroverted logic). Tertiary – Fi (introverted feeling), subordinate – Se (extroverted sensory perception). In INTP, the leading function is Ti (introverted logic), auxiliary Ne (intuition logic). Tertiary – Si (introverted sensory perception), subordinate – Fe (extroverted feeling).

How it works: INTJs are idea generators, but they take their ideas out of their heads and then put them into practice, testing them. Suppose he came up with a way to increase productivity, tested it in practice and drew conclusions. They are focused on the result. While INTPs generate ideas based on what is happening around them and then come up with ideas. For example, he saw an engine and thought about how to make a perpetual motion machine, then he works on his idea. They are focused on the process.

In addition, the functions are interchangeable in certain situations. INTPs can provide warmth and care as well as INFPs and so on. Plus, it should be borne in mind that different types have different strengths of passive functions: INTJ has very weak passive functions, while INFP usually has very strong ones. In addition, we must remember that people are more complex than a simple system of letters, and with age, people develop their passive functions, which makes them versatile personalities and because of this, it is more difficult to determine the type.

Now let's compare our results with the results of other studies. In Belarus, at the BSU Institute of Business, students were also studied. The results are similar - they also have SJ and SP types. The authors noted that this should be taken into account when teaching future managers [5]. At the Higher School of Economics (Russia) we looked at senior students in MBA programs. The alignment is different there: ESTJ, ISTJ, ENTJ, INTJ. That is, there are also many logicians and sensory scientists, but there are slightly more intuitives (N) among adult students [6]. Research in Norway confirms: personality type is important for learning. Students with the type of "Intuition" (N) and "Logic" (T) feel more confident in exams in economics than in "ethics" (F) [7].

Economists everywhere are systematic and practical people. People with T-J scales predominate. This means they can better analyze the data and come up with strategies. But such people often have very weak ethics (F scale), which can lead to unpleasant situations, especially if the individual is a manager. According to our results, most of the students at our institute belong to the very types who have problems with their hyperlogical thinking. This is due to the fact that most of the people on earth relate specifically to ethicists who think a little differently. If a logician tells some information to an ethicist too abruptly, it will be a simple fact for him/her, and an insult for an ethicist. Accordingly, people with T-J scales need to improve not only the ability to analyze, but also the ability to hear the emotional needs of others, so that decisions are not only logically correct, but also take into account the human factor.

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