

HIGH SPIRITS OR HOLIDAY STRESS?

USING PERSONALITY TYPE TO BANISH HOLIDAY STRESS & BOOST OVERALL CHEER

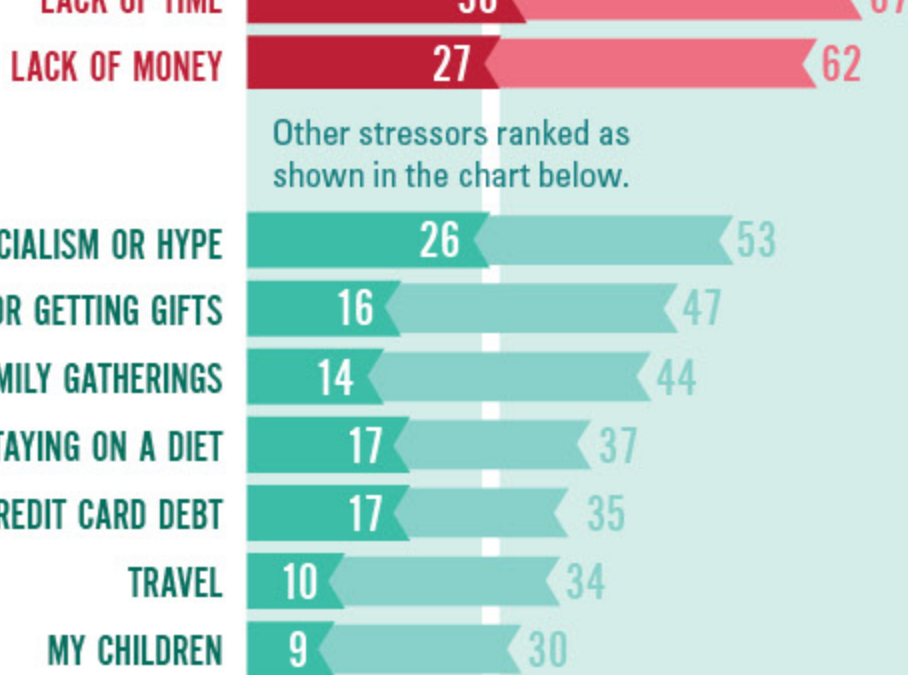
Scrooge wasn't the only one to experience a rough holiday season. During the holidays most of us stress out, and often about similar things -- the American Psychological Association cited lack of time (67%) and money (62%) as biggest common stressors! Yet, how we each respond to holiday stress can be so different that you may miss signs of stress in co-workers, loved ones...even yourself!

But don't forsake the mistletoe yet... understanding personality type can help us predict and manage our own and others' stress.

The following tips from CPP, the exclusive publisher of the Myers-Briggs® assessment, will help you calm nerves, spread merriment, and boost cheer to make this holiday season the happiest of all.

PART 1: HOLIDAY STRESS

When asked about their holiday stressors, survey respondents narrowed down two top contenders:



RECOGNIZE POSSIBLE STRESS RESPONSES

No, it's not just something you ate! Our stress reactions can rear themselves in unexpected, seemingly random ways. Often people's type-related response to stress appears as an exaggerated version of their type. Watch out for these possible signs of stress for your type so you know when to take a break:



TYPE	SIGNS OF STRESS	REMEDY
ISTJ ISFJ	May obsess about unimportant information or appear dogmatic.	Take some time alone to appreciate the details around you. Or think about other times when stressful situations ended positively.
ESTP ESFP	May speak and act without thinking, or be blunt or curt.	Don't forget to ask others for help, even if all you need is a little reassurance.
INFJ INTJ	May force data to fit their pattern or be driven inward.	Be sure to schedule some downtime or time for yourself to reenergize.
ENFP ENTP	May want to change just for the sake of novelty. Or may feel so swamped with options that they're unable to make decisions.	Pay attention to your physical needs, such as exercise, and remember that sometimes it's OK to say no.
ISTP INTP	May get lost in concentration or become very detached.	Take time to regroup. Try to mentally take yourself out of the situation for a different vantage point.
ESTJ ENTJ	May feel everything must be rational. Or may oversimplify for the sake of clarity.	Try doing some physical activity or talking to someone close to you.
ISFP INFP	May become rescuers. Can become hypersensitive and isolate themselves.	Spend as much time alone as you need. Focus on what's right rather than what's wrong.
ESFJ ENFJ	May become intrusive or prying. Can lose focus and become scattered.	Talk things over with someone outside the situation and be sure to take time to refocus on your values.

To learn more about MBTI type and stress, visit <http://bit.ly/TypeandStress>

PART 2: TRAVELING TO VISIT FAMILY

Nearly three quarters of Americans plan to travel this holiday season, ranking visiting family a priority over gifts.



The most popular cost saving methods this holiday season include:

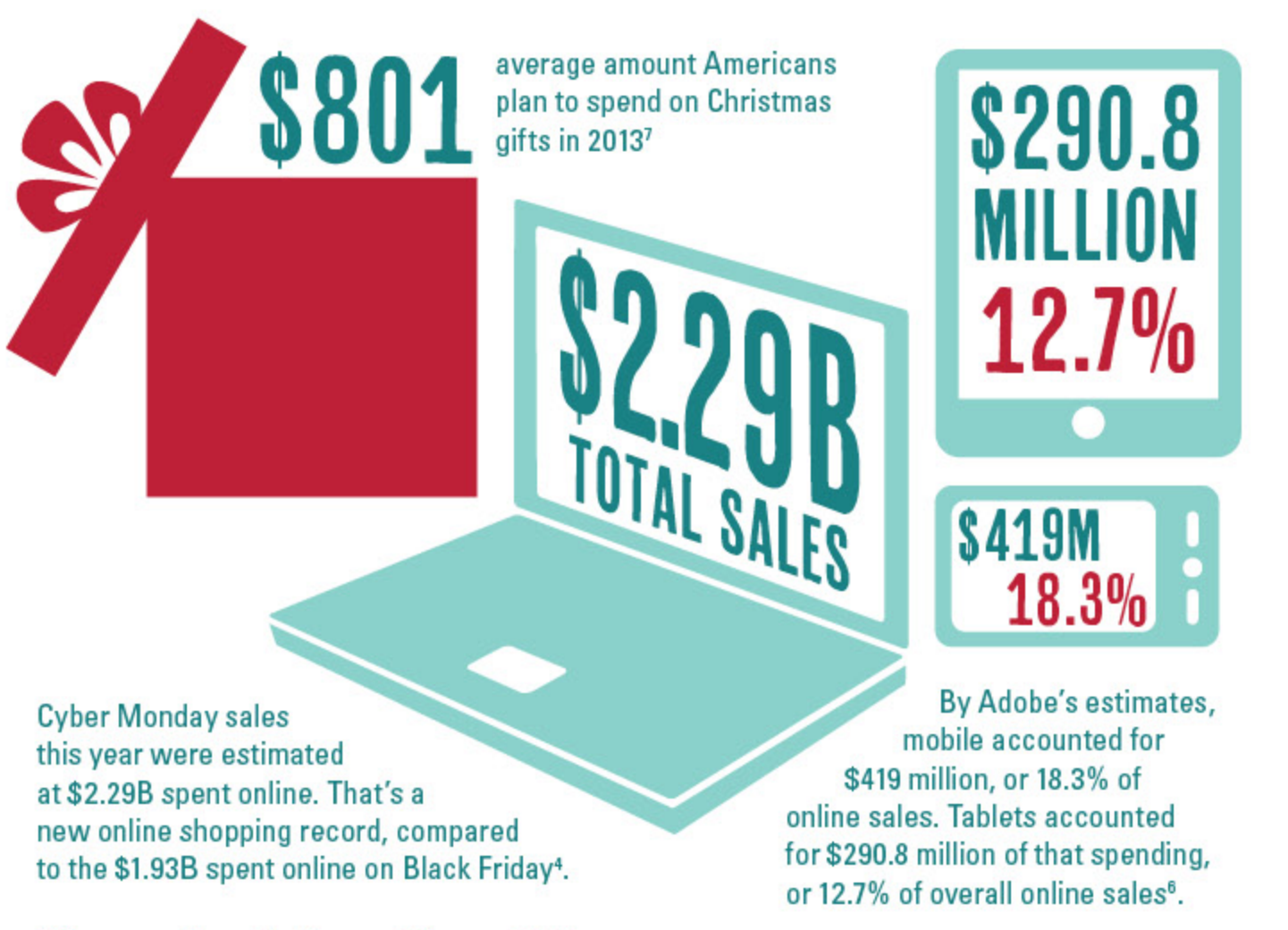


ONCE YOU REACH YOUR DESTINATION, MAKE THE MOST OF YOUR VISIT BY REMEMBERING THESE TIPS FOR SPENDING TIME WITH FAMILY.

<p>If you're energized by the outer world (Extraversion preference), accommodate more reflective friends and family by:</p> <ul style="list-style-type: none"> Practicing active listening skills Providing pauses in the conversation for others to join in when they're ready Respecting the need for privacy if someone isn't immediately sharing 	<p>If you're energized by reflecting on your inner world (Introversion preference), try accommodating externally focused guests by:</p> <ul style="list-style-type: none"> Acknowledging that you're listening with cues: nod, smile, maintain eye contact, etc. Anticipating "thinking out loud," understanding that these thoughts may not be 100% complete Focusing on discussing topics you're comfortable with and know well
<p>If you tend to make decisions using logic and analysis (Thinking preference), accommodate the more values-driven decision makers by:</p> <ul style="list-style-type: none"> Focusing on the people involved: find out what is valued and important Knowing when to provide feedback gently and critique behaviors, not people Acknowledging others' feelings and values, not analyzing them 	<p>If you tend to make decisions based on your values (Feeling preference), flex to your more analysis-driven loved ones by:</p> <ul style="list-style-type: none"> Being honest and frank with your comments, as well as positive Not feeling threatened when someone challenges or debates Showing the cause-and-effect with pros and cons

Want more warm and fuzzy MBTI type tidbits? Visit <http://bit.ly/MBTItalk>

PART 3: GIFT GIVING



Cyber Monday sales this year were estimated at \$2.29B spent online. That's a new online shopping record, compared to the \$1.93B spent online on Black Friday.

By Adobe's estimates, mobile accounted for \$419 million, or 18.3% of online sales. Tablets accounted for \$290.8 million of that spending, or 12.7% of overall online sales.

Either way, it's a lot of money! You could take the Scrooge route and dismiss it as another "excuse for picking a man's pocket," or... you could use personality type to help make purchases that people will truly value.

41% of US online adults read reviews for ideas and inspiration for gifts.

ADVICE FOR FINDING "THE PERFECT GIFT" BY TYPE

Because the MBTI® helps you understand what other people find most valuable, it can also help you with gift ideas that resonate best with people having those types of preferences!

<p>STJ</p> <p>STs tend to be practical and logical.</p> <p>When you're buying for STs, look for gifts that they would find practical and useful. Often STs like gadgets – but useful ones. For STs, that grill fork with a built-in digital thermometer might just be the perfect gift!</p>	<p>ISFJ</p> <p>SFs tend to be practical and sympathetic.</p> <p>When you're buying for SFs, look for gifts that are practical and personal. Often SFs appreciate knowing that you remembered a special interest of theirs. For SFs, it truly is the thought that counts!</p>
<p>INFJ</p> <p>NFs tend to be innovative and empathetic.</p> <p>When you're buying for NFs, look for gifts that are unique and personal. Often NFs appreciate who they are and what they value. For NFs, it doesn't have to be practical to be valued!</p>	<p>INTJ</p> <p>NTs tend to be innovative and logical.</p> <p>When you're buying for NTs, look for gifts that are unique and thought-provoking. Often NTs appreciate gifts that are innovative in design or creation. For NTs, whether it's a book or a coffee mug, it needs to stimulate their intellect!</p>

800-624-1765 : www.cpp.com : The Myers-Briggs® experts



Copyright 2013 by CPP, Inc. All rights reserved. Myers-Briggs, MBTI, and the Myers Briggs logo are trademarks or registered trademarks of the Myers & Briggs Foundation. The CPP logo is a trademark or registered trademark of CPP, Inc.