

Phil Murphy
 Research based 124,446 words
 74 Interviews, speeches, debates
 Reliability: Excellent (>95%) Accuracy

Robot Summary
 Phil is exticable and particular. He likes new ideas and is empathetic and compassionate. He will also be assertive and take charge, in the interest of structure and organization. He likes the whole picture and works best with a full strategy, which he will try to build consensus before deciding. But when it is time to decide, he decides. Phil like to have a higher purpose. It's best to reach him walking between being relaxed and being direct. The mid-point is where he can focus. Don't try to make excuses. He believes in self-reliance and accountability. Own up to mistakes with Phil, and you'll do fine. He is both logical and quick to decide. He can appear rash, but that is not often the case.

Strong Personality Traits
 Open -> Intellect
 Open -> Authority Challenging
 Open -> Adventurous
 Conscientiousness -> Cautious

Political Language
 99%
 1%

Writing Tone
 79% personal (informal) / 21% corporate (formal)

Mood from Writing
 73% Happy

Myers-Briggs Personality
 Extraversion / Introversion 24/76
 Intuition/Sensing 32/68
 Thinking/Feeling 90/10
 Perceiving/Judging 51/49

ISTP

The Craftsman

ESTJ 1. Executive manager agent 2. Therapist 3. Lawyer 4. Project manager 5. Judge

ISTJ 1. Auditor 2. Accountant 3. Chief financial officer 4. Risk management engineer 5. Government analyst

ESFJ 1. Sales representative 2. Government 3. Social worker 4. Account executive 5. Law officer

ISFJ 1. Dietetic 2. Emergency school teacher 3. Librarian 4. Real estate agent 5. Customer service representative

ESTP 1. Detective 2. Barber 3. Investor 4. Entertainment director 5. Sports coach

ISTP 1. Chief engineer 2. Economist 3. Pilot 4. Data communications analyst 5. Emergency room physician

ESFP 1. Child welfare worker 2. Heavy care physician 3. Actor 4. Interior designer 5. Environmental scientist

ISFP 1. Fashion designer 2. Physical therapist 3. Landscape architect 4. Translator

ENTJ 1. Executive 2. Lawyer 3. Market research analyst 4. Management/Business consultant 5. Venture capitalist

INTJ 1. Investment banker 2. Personal financial advisor 3. Software developer 4. College professor 5. Economist

ENFJ 1. Advertising executive 2. Public relations specialist 3. Corporate credit officer 4. Sales manager 5. Employment/recruitment professional

INFJ 1. Therapist/Mental health counselor 2. Social worker 3. HR/Benefits manager 4. Supervisor/Analyst and coach/mentor 5. Customer relations manager

ENTP 1. Entrepreneur 2. Real estate developer 3. Advertising creative director 4. Marketing director 5. Politician/Public consultant

INTP 1. Independent and creative problem solvers 2. Complex systems/behavior designer 3. Financial analyst 4. Scientist 5. Economist

ENFP 1. Accountant 2. Advertising/publicity director 3. Counselor 4. Instructor 5. Event planner

INFP 1. Graphic designer 2. Freelance writer/journalist 3. Writer/Editor 4. Journalist/Reporter 5. HR/Recruitment trainer

All-Quadrants, All Levels (AQUAL)

Individual	Inside	Outside	Practical (Objective View) 18
	I	It	Philosophical (Processes/Systems) 10
Collective	WE	YOU	Social (Emotion/Appreciation) 20
	Emotion Appreciation	Processes Systems	Focus: External/Internal 79/21

Language: Abstract/Concrete 43/57
 Focus: Things/People 59/41

DISC Profile

D (Dominance): + Dominance, + Results, + Direct, + Competitive

I (Influence): + Influence, + Enthusiasm, + Friendly, + Optimistic

S (Steadiness): + Steadiness, + Sincerity, + Patient, + Modest

C (Compliance): + Compliance, + Accurate, + Cautious, + Contemplative

Si Steady, influence
 Dominance 29
 Influence 23
 Steadiness 32
 Compliance 16

Type	Category	Subcategory	Score
Personality - Openness			97.48%
Personality	Openness	Intellect	99.88%
Personality	Openness	Authority-challenging	92.00%
Personality	Openness	Adventurousness	89.43%
Personality	Openness	Artistic interests	82.50%
Personality	Openness	Emotionality	44.94%
Personality	Openness	Imagination	20.52%
Personality - Conscientiousness			85.11%
Personality	Conscientiousness	Cautiousness	92.13%
Personality	Conscientiousness	Achievement striving	84.54%
Personality	Conscientiousness	Self-efficacy	75.84%
Personality	Conscientiousness	Dutifulness	74.88%
Personality	Conscientiousness	Self-discipline	72.44%
Personality	Conscientiousness	Orderliness	28.61%
Personality - Extraversion			57.65%
Personality	Extraversion	Assertiveness	95.79%
Personality	Extraversion	Activity level	89.14%
Personality	Extraversion	Outgoing	77.09%
Personality	Extraversion	Gregariousness	37.66%
Personality	Extraversion	Cheerfulness	33.59%
Personality	Extraversion	Excitement-seeking	12.10%
Personality - Agreeableness			38.56%
Personality	Agreeableness	Sympathy	39.51%
Personality	Agreeableness	Uncompromising	38.23%
Personality	Agreeableness	Altruism	88.10%
Personality	Agreeableness	Trust	77.38%
Personality	Agreeableness	Cooperation	72.47%
Personality	Agreeableness	Modesty	25.39%
Personality - Emotional range			86.02%
Personality	Emotional range	Melancholy	20.38%
Personality	Emotional range	Immoderation	16.09%
Personality	Emotional range	Self-consciousness	9.14%
Personality	Emotional range	Susceptible to stress	7.17%
Personality	Emotional range	Prono to worry	5.13%
Personality	Emotional range	Fervor	4.24%
Needs			
Needs	Structure		61.64%
Needs	Curiosity		50.28%
Needs	Challenge		15.05%
Needs	Ideal		10.58%
Needs	Stability		10.40%
Needs	Closeness		9.95%
Needs	Practicality		6.97%
Needs	Liberty		6.21%
Needs	Excitement		5.68%
Needs	Self-expression		4.44%
Needs	Harmony		3.83%
Needs	Love		2.89%
Values			
Values	Openness to change		38.50%
Values	Self-transcendence		13.08%
Values	Conservation		9.89%
Values	Self-enhancement		3.76%
Values	Hedonism		3.42%
Consumer Behavior			
Consumer	Entrepreneurship	Likely to consider starting a business in next few years	Unknown
Consumer	Environment	Likely to be concerned about the environment	Yes
Consumer	Health	Likely to eat out frequently	No
Consumer	Health	Likely to have a gym membership	No
Consumer	Health	Likely to like outdoor activities	Yes
Consumer	Movies	Likely to like action movies	Yes
Consumer	Movies	Likely to like adventure movies	Yes
Consumer	Movies	Likely to like documentary movies	Yes
Consumer	Movies	Likely to like drama movies	No
Consumer	Movies	Likely to like historical movies	Yes
Consumer	Movies	Likely to like horror movies	No
Consumer	Movies	Likely to like musical movies	No
Consumer	Movies	Likely to like romance movies	No
Consumer	Movies	Likely to like science-fiction movies	Yes
Consumer	Movies	Likely to like war movies	Yes
Consumer	Music	Likely to attend live musical events	Yes
Consumer	Music	Likely to have experience playing music	No
Consumer	Music	Likely to like classical music	Yes
Consumer	Music	Likely to like country music	Unknown
Consumer	Music	Likely to like hip hop music	No
Consumer	Music	Likely to like Latin music	Yes
Consumer	Music	Likely to like R&B music	Unknown
Consumer	Music	Likely to like rap music	No
Consumer	Music	Likely to like rock music	Yes
Consumer	Reading	Likely to read autobiographical books	Yes
Consumer	Reading	Likely to read entertainment magazines	No
Consumer	Reading	Likely to read financial investment books	Yes
Consumer	Reading	Likely to read non-fiction books	Yes
Consumer	Reading	Likely to read often	Yes
Consumer	Shopping	Likely to be influenced by brand name when making product purchases	No
Consumer	Shopping	Likely to be influenced by family when making product purchases	Yes
Consumer	Shopping	Likely to be influenced by online ads when making product purchases	No
Consumer	Shopping	Likely to be influenced by product utility when making product purchases	No
Consumer	Shopping	Likely to be influenced by social media when making product purchases	No
Consumer	Shopping	Likely to be sensitive to ownership cost when buying automobiles	Yes
Consumer	Shopping	Likely to indulge in spur of the moment purchases	No
Consumer	Shopping	Likely to prefer comfort when buying clothes	Yes
Consumer	Shopping	Likely to prefer quality when buying clothes	Yes
Consumer	Shopping	Likely to prefer safety when buying automobiles	Yes
Consumer	Shopping	Likely to prefer style when buying clothes	No
Consumer	Shopping	Likely to prefer using credit cards for shopping	Yes
Consumer	Volunteering	Likely to volunteer for social causes	Yes