



Advanced Personality Type Career Report

Prepared For

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Your Personality Type: **INTJ**

Percent of Male Population: 6.5 %; Percent of Female Population: 3.4 %

Introduction

This report explains your Personality Type (**INTJ**) and shows you how to apply this knowledge of your type to your career, your relationships and your life.

We recommend that you read this report front to back because the concepts build on themselves. An initial reading of this report typically takes less than 30 minutes. Once you have read the report you can always come back to each section as needed.



What's covered:

First we describe how Personality Type affects most of what you do and how you behave.

Then we explain each of the 4 letters (I-N-T-J) in your type and what it means to you.

To make learning easier and faster, we also show you what the opposite personality type looks like. This contrast will help you understand your type more quickly.

After describing the individual letters in your type, we explain your INTJ personality type in full. In this section you will begin to see how your type is more than just the sum of the meaning behind each of the 4 individual letters.

Once you understand your personality type, you are ready to discover just how strongly your type influences your career direction. Here we cover your natural abilities (strengths) and your core values which you will want to align with your career and the type of work you do.

We show that career success, satisfaction and fulfillment depends on having good alignment between your natural abilities and values and the type of work you do.

Here we also cover the weaknesses that are common to INTJs, and we explain how those weaknesses could be areas where you are unconsciously sabotaging your career.

Knowing your strengths and weaknesses is key to marketing yourself well and to landing the right job.

At this point we provide you with a list of careers that have been proven to work well for INTJs, and a list of careers you might want to avoid.

Before leaving the career direction section we show you what changes to expect as you approach age 40 and then again after 50. This is based on your type and each type experiences different changes at 40 and 50.

Next we cover relationships, because interpersonal relationships are a big part of any career. We show you how to get along better with others based on their personality type. We also show you what things you may be doing to damage your relationships. This all comes from knowing your personality type.

Finally, we show you how to change your world by changing your behavior, one second at a time.

After reading this report you will have seen how powerful "Personality Type" is and how you can use it to achieve a better, more fulfilling and more rewarding career.

Personality Type Testing Background

The Personality Type system, as used to create this report is based on pioneering work by noted Swiss Psychiatrist, Carl Gustav Jung and later work by Isabel Myers and Katherine Briggs.

Carl Jung defined the different personality types, thereby laying the groundwork for others.

Isabel Myers and Katherine Briggs originally developed testing for the 16 personality types for the purpose of helping place people into jobs where they could be the most satisfied and most productive. Since then its use has been expanded to include everything from team building to match making.

The personality test you took at CareerPlanner.com is a proprietary test developed and wholly owned by CareerPlanner.com.

Personality Type Theory

There are 16 different personality types within the system and each one is represented by a four letter code, known as a "Personality Type" or a "Type."

There are two very important points to remember:

- 1) Each of us has only one "Personality Type."**
- 2) Your type stays the same throughout your entire life.**

You were an INTJ at birth. You are an INTJ now, and when you get older, you will still be an INTJ.

This does not mean your personality won't develop and mature. It does mean that you have the same fundamental four letter personality type from birth to death.

This concept that you have the same fundamental personality type throughout your entire life is very useful and very powerful. It makes learning about your type worth the effort. There are very few constants in life. There are very few things that you can count on to remain the same over a 90 to 100 year period, but your 4 letter personality type is one of them.

However, there is an interesting twist to personality and aging:

As you approach age 40 and then again sometime after 50, you will begin to experience other aspects of your type and these will give rise to new interests, preferences and natural abilities. Your four letter type won't change, but you will start to experience different aspects of your type. More on that later.

Your Preference Program

Your personality type at birth can be thought of as small computer program hidden away in your brain. It influences how you "**prefer**" to get along with people, how you prefer to make decisions, how you prefer to see and experience the world, and what type of work you prefer to do.

This small but powerful program stores your preferences. It's your very own "Preference Program."

Don't worry, your preference program does not have total control over you, making you some kind of robot. You can always consciously override the program and choose to behave differently. However, your preference program does influence how you act naturally and how you act unconsciously.

Your preferences represent a very powerful force in your life, yet normally they go unnoticed. In fact, if you do not recognize your preferences, they will have much more control over you.

Imagine how useful it would be to know what this hidden computer program has in store for you. After all, it will affect your entire life from birth to death.

Also quite useful is to know what other peoples' Preference Programs have in store for them.

That is the beauty of Personality Type. By finding out about your personality type, you will begin to understand why you are like you are. You will also begin to understand why other people are like they are.

Decoding Your Four Letter Personality Type

Below you will find a basic explanation of the four letter code that makes up your personality type.

Before you read further there is one very critical concept to understand. **Your personality type is much more than just the sum of the meaning of each of these four letters.** If you simply take the meaning of each of the four letters and list them, that will come close to describing your type, but for a complete understanding you need to see the interactions between each letter. More on that later...



It's been proven that the best way to learn about one's type is to first study what each of the individual letters means. Then when you read about each of the 16 types, it will make much more sense.

Each of the four letters in your personality type are called "preferences." Because there are actually two possible letters in each position, there are eight preferences in total. The eight preferences are described below.

Your Personality Type Is: **INTJ**

E or I

The Extraversion - Introversion Preference

The first of the four letters in your personality type describes how you prefer to **focus your attention:**

Extraverting - Your focus is more on the external world, i.e. what is going on around you

Introverting - Your focus is more on the internal world, i.e. what is going on in your mind

Your type is "**I**"

S or N

The Sensing - iNtuiting Preference

The second letter in your personality type describes how you prefer to **take in and process information:**

Sensing - You instantly and directly perceive each of the 5 senses as separate channels of information

iNtuiting - You perceive sensory information after it has been processed and associated with other memories

Your type is "**N**"

T or F

The Thinking - Feeling Preference

The third letter of your personality type describes how you prefer to **make decisions:**

Thinking - You prefer to analyze situations using logical, objective and impersonal analysis

Feeling - You prefer to use your gut feeling, your personal sense of right and wrong, and you place great emphasis on how people will be impacted by your decision

Your type is "**T**"

J or P

The Judging - Perceiving Preference

The fourth letter in your personality type describes how you prefer to orient yourself to the external world:

Judging - You constantly judge (make a decision about) what you are experiencing

Perceiving - You immerse yourself in each experience and observe it without judging it

Your type is "**J**"

More About Your Type: INTJ

The eight preferences E/I, S/N, T/F, and J/P combine to form the 16 unique and distinct personality types.

By looking at the individual characteristics of each of your preferences (shown below) you will begin to understand your personality type.

This personalized report does something that books on personality type can not do. Books on type force you to read about all 16 types which for most people is too much to absorb. In this report we focus on your type, and then for contrast and comparison we explain the type that is opposite to you.

This makes understanding your type much faster and easier.

One word of caution. It is absolutely imperative that you know your exact Personality Type and that we have the correct type on file for you. If in reading the next few pages you feel that your type is not INTJ, contact us by email. Support@CareerPlanner.com

You have two options if you are not sure about your type:

- 1) Read descriptions of each type, [on our site](#) or in the books we recommend on the last page, until you find the one type that feels right.
- 2) If you are still confused about your type and want personal help, we offer short, phone based "[Type Coaching Sessions](#)" where we will make sure you have the correct type. Then we will run an additional report for you, free of charge.

Your Extraversion / Introversion preference is for: **I - Introversion**

You: **Introversion**

- More of a private, shy, reserved person
- Usually quiet, does not talk a lot
- Usually waits for strangers to initiate discussions
- Meeting new people causes anxiety and is draining
- Prefers to work alone or with a few trusted colleagues
- Keeps thoughts to one's self
- Focuses on thoughts, feelings, and impressions of the inner, mental world
- Prefers quiet time for concentration and focus
- Enjoys focusing on a single task or project
- Avoids attention

Your Opposite: **Extraversion**

- Very sociable and outgoing
- Talks a lot
- Easily initiates conversations with strangers
- Meeting new people is exciting and energizing
- Prefers to work with many people
- Thinks out loud
- Focuses on people and things in the outer world
- Likes variety, action and multitasking
- Truly enjoys interacting with lots of people
- Needs an audience, enjoys a lot of attention

Your Sensing / iNtuiting preference is for: N - iNtuiting

You: iNtuiting

- Focuses on possibilities, relationships among ideas, and how things work
- Good memory for concepts, theories and how things work
- Focused on the future
- Thinks about possibilities and what could be
- Good at envisioning the future
- Sometimes appears spacey, absent minded, mentally somewhere else
- Strong use of the 6th sense - intuition
- Prefers fiction, fantasy, imagination
- Accomplishing one's goals is a high priority
- Interested in knowing how complex systems work
- Likes to get things done

Your Opposite: Sensing

- Focuses on facts and details
- Good memory for details, facts, numbers, history
- Focused in the present
- Thinks about things that are real
- Good at observing and relating to one's present surroundings
- Physically well coordinated with quick reflexes
- Strong use of the 5 senses to observe the present reality
- Prefers the concrete and tangible
- Enjoying every moment is a high priority
- Interested in textures, sounds, sensations
- Likes to be entertained

Your Thinking / Feeling Preference is for: T - Thinking

You: Thinking

- May appear cold, unfriendly, unsympathetic
- Hard to get to know
- Known for very clear thinking
- Uses impersonal, objective, logical analysis to reach conclusions
- Makes decisions using logic, analysis, detailed comparisons
- Prefers work that makes sense

Your Opposite: Feeling

- Friendly, warm, caring, sympathetic
- Easy to get to know
- Known as a good person to share one's feelings with
- Uses person-centered, subjective analysis to reach conclusions
- Makes decisions based on feelings and what trusted people have said
- Prefers work that has value and meaning

Your Judging / Perceiving preference is for: **J - Judging**

You: **Judging**

- Plans, organizes, strives for closure and completion
- Work space is very organized with everything in its place
- Prefers structure, making plans, sticking to schedules, can be inflexible
- Driven by a strong sense of purpose
- Comfortable making decisions quickly
- Very decisive
- Prefers to finish all the work before relaxing and having fun
- Almost always on time for a meeting, frequently early
- Has written goals and deadlines and uses them
- Usually enjoys managing and supervising others
- May be too critical of others

Your Opposite: **Perceiving**

- Spontaneous, adaptable, process oriented, goes with the flow
- Work space does not need to be organized, stacks of paper are OK
- Prefers spontaneity to plans and schedules
- Driven by a sense of adventure, goes with the flow
- Prefers to postpone making decision to allow more time to collect data
- May have trouble making timely decisions
- Prefers to have fun now and do the work later
- Often late because experiencing the present is far more important than following the plan
- May have written goals and deadlines, but does not enforce them
- Prefers not to have to manage and supervise others
- May be too tolerant of others

Well known INTJs:



Merlin the Magician
Magician, Sage, Visionary



General Colin Powell
Secretary of State

Full Description of the INTJ Personality Type

INTJ Motto: "I'm in charge and I know what I am doing"

INTJ Overview

Of the 16 types, INTJs are known as the Strategists and the Planners because of their ability to visualize the future.

What Drives INTJs?

What drives INTJs is turning their vision of the future into a reality. They are driven by vision and a need to achieve results.

What matters most to INTJs is proving their competency by taking on major projects and achieving excellent results.

Being inspired is the greatest thrill for an INTJ.

Their greatest moments come from flashes of intuition where they finally see how everything fits together.

Often what they want to achieve has never been done before. They are not interested in repetition.

Most Important Features

If you need help finding direction for your life or a business, or a project, ask an INTJ. Pointing the way is what they do best.

If the future looks bleak and you can't see many options, ask an INTJ. They see possibilities others can not begin to see.

INTJ's have a need to see the big picture. They like to see how everything relates, how everything is interconnected. They can see patterns and connections others can not. INTJs are system oriented.

INTJs are highly creative and inventive. While they might not paint or create fine music, they do create products, new ideas, inventions, theories etc.

INTJs are ingenious problem solvers and troubleshooters, often seeing solutions no one else can see, or believe.

Outward Appearance, Behavior, and Relationships

INTJs usually appear cold and impersonal to others. They are not the warmest of the 16 types. Don't expect them to show much affection.

Most INTJs will have very few close friends.

INTJs can be perfectionists. They set very high standards for themselves and others.

When it comes to interacting with other people, INTJs can be overly critical and judgmental of others.

Always the intellectual, they appear cold and impersonal to others.

They are extremely confident when it comes to knowing themselves and what they can achieve.

Their will power and sense of determination can be astounding. INTJs will stay focused and single minded until they achieve the results they envisioned for themselves. They are extremely persistent and do not easily give up.

Clues for Working with INTJs

INTJs are the most independent of the 16 types. They are not impressed by one's title or position. They are impressed by what one has accomplished.

You can not coerce an INTJ. You have to inspire them by giving them a vision and a challenge.

INTJs are motivated by having a vision of what they can achieve.

INTJs need to be inspired.

Give them recognition for their achievements, for their vision of the future, for doing what others could not do.

Recognize their competency in their chosen field.

As Managers and Leaders

INTJs naturally gravitate to management jobs.

Organizing people and things comes quite naturally to them.

INTJs in School

When it comes to school, INTJs often excel. They tend to be very good at taking tests. In fact, many college curricula have been created by INTJs.

Life's Biggest Challenges for INTJs

Some of the biggest challenges INTJs face are:

Finding good friends they can trust

Showing their affection for others

Showing their appreciation for others

Having patience with others and themselves

Relaxing and going with the flow

Overcoming shyness

Communicating their vision to others in a manner that is clear and succinct

Your Career Direction

Strengths and Natural Abilities for INTJs

You have natural abilities and talents that when utilized will become your competitive advantage, helping you to perform better, and enjoy your job more.

Career experts everywhere know that your success is more dependent on leveraging and capitalizing on your strong points rather than focusing on your weak points. You need to know about your weak points, but it's your strong points, your natural abilities, that will bring you job satisfaction and success.

We will cover weaknesses that are common to INTJs in a later section. Weaknesses are important because they represent aspects of your personality that are not yet fully developed. Many times these weaknesses are involved when one unconsciously sabotages one's career.

Lets' get back to leveraging your natural abilities and strengths to achieve success.

You have probably already experienced something like this: When the work you do in your job or in school aligns well with your natural abilities, things start to go easier, move more smoothly, and you feel better about what you are working on or studying. The results usually come out much better.

The opposite is also true. When the work you do or the subject you are studying is not well aligned with your natural abilities, things get harder. Stress levels increase. Results are not so good.

The key here is "alignment."

Imagine what your life would be like if most of the work you had to do was **well aligned with your natural talents**. Work would become much easier. Obstacles become smaller and less daunting. Life becomes less stressful. You are able to accomplish so much more.

Because most professional jobs involve several different types of work, some of the work you do may be well aligned and some may not. If you can move yourself into a career path where most of the work is aligned with your natural abilities, you will be more successful and more satisfied. If most of the work is poorly aligned, you will probably be quite miserable.

Example: Let's say you are Extraverted and you have natural leadership abilities, but for some reason your job has you working as an individual contributor with no one to lead and very few people to work with. Do you think you would be happy and fulfilled?

Example: What if you are Introverted and your natural talents are best suited to working alone, doing highly creative hands on work like graphic arts, web design, or creative writing but your work environment requires you to spend most of your time supervising people or doing detail repetitive work. Do you think you would be happy and successful?

Example: What if you have natural talent for working with a wide variety of people, for multitasking and for handling unexpected events and emergencies? What would happen if your job required that you work mostly by yourself, in a small cubical, and focused on a few well planned, very predictable projects?

Example: Let's say your strengths lie in your ability to concentrate and focus on repetitive details like accounting or book keeping, but your job has you planning large complex projects or cold calling potential customers. Do you think you would find that work satisfying?

The challenge is to find a career path that maximizes the use of your natural talents. Sounds obvious right? Yet many people find themselves in jobs they are not well suited to. Even experienced, successful people can suddenly find themselves in a position where they were once well aligned, but something changed and the job has become a bad fit.

What makes this especially challenging is that in many higher level professional careers, the type of work changes hour to hour, day to day, week to week. You can go from doing work that is well aligned with your natural abilities to work that is poorly aligned.

Below you will see a list of the natural talents and abilities that most INTJs have.

When you look at any new job or career path, consider whether these abilities are important in that job. A good way to do this is to ask the right questions during the interview process or to ask people who are already doing the work and are good at it and are satisfied by it.

Natural Abilities for INTJs

- Natural ability to think strategically
- Natural ability for coordinating, organizing and leading
- Natural ability to make things more efficient
- Natural ability to improve systems
- Natural ability to solve very complex problems
- Naturally ingenious
- Natural ability to invent and create
- Natural ability to study and learn technology and science
- Natural ability for research and development
- Natural ability to work independently without supervision
- Naturally persistent and resolute

Next, Look For Work That Aligns With Your Core Values

For maximum job satisfaction and success, your job and your work environment should align with your core values.

The list on the left represents INTJ core values. The list on the right represents the core values of the type that is most opposite your type, ESFP.

Read each list and see which values resonate the most with you.

All of the values may interest you, but those on the left side should seem like a much better fit for you.

These are core work values for INTJs

- Demonstrated competence
- Achievement
- Creativity
- Ingenuity
- Knowledge
- Constant learning
- Excellence
- Perfection
- Independence
- New challenges
- Being calm, emotion free
- Logic
- Minimal repetitive work
- Rewards and recognition are for problem solving in creative and innovative ways
- The ability to work without much direction is appreciated

The opposite type (ESFP) has these core values

- Freedom
- Fun
- Excitement
- Variety
- Action
- Mastery over a skill or technique
- Autonomy
- Making an impact
- Risk taking
- Adventure
- The art of the big deal
- Rewards and recognition are for skillfulness and resourcefulness

Further Career Alignment with Your Personality Type

The next step in selecting a career is to understand how your personality preferences relate to the work you do.

When it comes to careers, the most important part of an INTJ's personality is the preference for **iNtuiting (N)**. This is known as your "Dominant Function."

Why is this important? Of the four letters in your type, the Dominant Function represents the part of your personality that you depend on and use the most. It's the part that developed first, by age 12. It is the part you are most comfortable with.

Work that aligns well with your Dominant Function "iNtuiting" (N)

- The work involves theory and speculation
- The work involves creativity, imagination and a creative approach to problem solving
- The work involves looking beyond the present i.e. future possibilities, future products, future actions
- The work is not limited to what exists today but involves "what may be" and "what could be"

Work that aligns well with your Auxiliary Function "Thinking" (T)

The next part of your type that is important when selecting a career is your preference for Thinking (T). This is called your "Auxiliary Function". It develops after your Dominant Function has developed. By the time you are 25 or so, both your Dominant and Auxiliary Functions are usually well developed. Thus they are something you can count on and depend on.

- There are several opportunities to demonstrate competence
- The work allows you to utilize your natural ability to analyze and make objective, logical decisions

Environmental and Cultural Factors Preferred by INTJs

You can also align the environment and the culture with your personality type.

INTJs prefer an environment where:

- Management allows people to be self directed
- The culture appreciates fair but tough decision making
- The environment, culture and pace allow you to consider things fully before having to respond
- The environment is more structured and disciplined, being on time and following procedure is considered important

Career List for INTJs

133 Best Careers For INTJs

You will find these careers to be in close alignment with what INTJs value and need.

These careers have been shown to provide INTJs with the greatest amount of job satisfaction, success and rewards .

(Listed Alphabetically)

1 Academic curriculum designer	2 Actor	3 Administrator
4 Anthropologist	5 Application architect	6 Architect
7 Archivist	8 Artist	9 Astronomer
10 Attorney	11 Attorney, estate planning	12 Attorney, intellectual property
13 Biochemist	14 Biologist	15 Botanist
16 Budget analyst	17 Business analyst	18 Business consultant
19 Business development manager	20 Cardiologist	21 CEO - chief executive officer
22 Columnist	23 Computer analyst	24 Computer animator
25 Computer programmer	26 Computer security specialist	27 Computer systems analyst
28 Content creator	29 Contingency planner	30 Controller
31 Coordinator	32 Coroner	33 Credit analyst
34 Criminalist	35 Criminologist	36 Critic, commentator
37 Curator	38 Database administrator	39 Desktop publishing specialist
40 Economic analyst	41 Economist	42 Editorial writer
43 Efficiency expert	44 Engineer	45 Engineer, aerospace
46 Engineer, biomedical	47 Engineer, broadcast	48 Engineer, chemical
49 Engineer, civil	50 Engineer, computer	51 Engineer, design
52 Engineer, electrical	53 Engineer, metallurgical	54 Engineer, nuclear
55 Engineer, software	56 Entailment manager	57 Environmental planner
58 Executive management	59 Financial analyst	60 Financial planner
61 Geneticist	62 Graphic artist	63 Graphic designer
64 Information services developer	65 Intelligence specialist	66 International banker
67 International marketing manager	68 Internet marketer	69 Inventor
70 Investment banker	71 Java programmer	72 Journalist
73 Judge	74 Lawyer	75 Management consultant
76 Marketer	77 Marketing executive	78 Marketing manager
79 Marketing strategist	80 Mathematician	81 Medical doctor
82 Microbiologist	83 Music composer	84 Musician
85 Network administrator	86 Network integration specialist	87 Neurologist
88 News analyst	89 News writer	90 Nurse, instructor, educator
91 Operations research analyst	92 Pathologist	93 Pharmaceutical researcher
94 Pharmacologist	95 Photographer	96 Physicist
97 Pilot	98 Planner	99 Psychologist
100 Public relations specialist	101 Real estate appraiser	102 Research assistant
103 Researcher	104 Scientist	105 Scientist, biology

106 Scientist, chemistry	107 Senior executive	108 Senior manager
109 Software developer	110 Strategic planner	111 Strategist
112 Supervisor	113 Surgeon	114 Systems administrator
115 Systems analyst	116 Teacher	117 Teacher, computer science
118 Teacher, math	119 Teacher, nursing	120 Teacher, science
121 Technician, electronic	122 Technologist	123 Telecom and network security
124 Treasurer	125 University administrator	126 University president
127 Urban planner	128 Web copy writer	129 Web developer
130 Webmaster	131 Wizard	132 Writer
133 Zoologist		

Now, Pick Your Top 3 Choices

You should now narrow down the list to your top 3 choices and then focus on those. Use the **process of elimination** to do this.

First, go through the list and cross out any careers that obviously do not appeal to you.

Use your gut feeling. Don't think too much at this point. (see section below on not thinking too much)

Then circle those that sound the most interesting.

Put a question mark near any careers you don't understand but that sound interesting. Later come back to these and do a quick internet search to learn more about them.

Of the careers you have circled, go through them again and cross out the least interesting.

Take the remaining circled careers and number them from 1 to 10 with 1 being the most attractive.

Finally, research and investigate your top 3.

About Not Thinking Too Much

Not thinking too much and not analyzing too much at this point is very critical. It is OK to make mistakes at this point as long as you come back in a week or so and review this list again.

Why?

Consider that your unconscious probably holds the clues to what the best career for you is and that the analytical side of your brain has no clue at all.

The trick is to get your unconscious mind to reveal the best career for you.

Thus, look at this list very quickly and use your gut feeling. Use your intuition if you can.

If you think too much and analyze too much you will screw this up.

Remember, you can always come back to this list and do it over. In fact we strongly recommend that.

One way to use this list is to read it just before going to sleep at night. Make this list the last thing you see before you turn out the lights. This will give your unconscious mind something to work on while you sleep. Do this several nights per week until the light bulb goes on and you have an "ah ha" moment.

In fact, that is one way you can tell if you have picked the right career, when the light bulb flashes in your brain and you say "ah ha, this is it."

45 Worst Careers for INTJs

The work involved in these careers is NOT well aligned with what INTJs need for success and job satisfaction. These careers would force INTJs to work well outside of their comfort zone. These careers do not leverage the natural strengths of INTJs.

(Listed Alphabetically)

1 Accountant	2 Actuary	3 Banker
4 Bookkeeper	5 Carpenter	6 Child care provider
7 Chiropractor	8 Clergy	9 Counselor
10 Customer relations manager	11 Dental assistant	12 Dental hygienist
13 Diplomat	14 Fighter pilot	15 Firefighter
16 Librarian	17 Mechanic	18 Military enlistee
19 Nurse	20 Nurse, licensed practical (LPN)	21 Nurse, registered
22 Nursing aides, orderlies, attendants	23 Receptionist	24 Religious educator
25 Social scientist	26 Social worker	27 Social worker, child services
28 Social worker, elder care	29 Sociologist	30 Soldier
31 Substance abuse counselor	32 Talk show host	33 Tax Attorney
34 Tax preparer	35 Teacher, early childhood	36 Title examiner
37 Tour guide	38 Tour operator	39 Truck driver
40 TV announcer	41 Veterinarian	42 Vocational rehab counselor
43 Waiter / waitress	44 Weapons expert	45 Wholesaler

Common INTJ Weaknesses and How to Compensate for Them

It's good to be aware of your weaknesses and to know how to compensate for them and to guard against them.

Where as aligning your career with your strengths leads to greater success and job satisfaction, **it's your weaknesses that will usually hold you back** and sometimes even **cause you to unconsciously do things that will sabotage your career**. Thus you at least want to know what weaknesses are common in your personality type.

The weaknesses in each personality type represent those personality preferences that are not yet well developed. When you put pressure on the well developed preferences, they usually perform well for you. However when you put pressure on the poorly developed preferences, the results are often not very good.

Imagine a professional golfer named Tom playing in a big tournament where a lot of money and prestige is at stake. Let's say Tom is naturally right handed. So he plays the first 16 holes and shoots a great game that puts him tied for first place. Then all of a sudden, the officials in the game change the rules, and give Tom a set of left handed golf clubs and tell him he must play the last two holes as if he were left handed.

Since Tom's left handed skills are not well developed, he does so poorly that he loses the game. Due to the pressure and stress he reacts by losing his temper and makes a fool of himself in front of a large crowd. That's what it's like when you have to depend on one of your weaknesses which is nothing more than a poorly developed preference.

When you act the same way you have always acted, you get the same results you have always gotten. If you want to get different results, you have to do something different. The easiest and fastest way to get different results is to act differently by changing your behavior just a little tiny bit and for just a few seconds using the advice shown below.

Hopefully these words of wisdom will open new doors for you to change your life in truly fundamental ways.

Advice for INTJs

- Realize, the people around you may be uncomfortable because you are too quiet
- People do want to hear what you are thinking, but they won't ask. You have to talk more, especially when you least want to.
- You may have a tendency to ignore day to day responsibilities. Either make an effort to focus on them, or delegate to a Sensing type you can depend on.
- When under stress, the threats you think you see may not be as real as you think. Ask a trusted friend if they see the same threats.
- Remember, that your powerful imagination can work against you, especially when under stress. Seek help and advice from a Sensing type.
- You may be too critical of yourself and others, try being more tolerant.
- Remember to praise those around you. They respect and value your opinion whether you know it or not.
- Make an effort to be more warm and caring. People may think you are too cold and impersonal.
- Give yourself a break from thinking because you think too much.
- Try some right brain activities or hobbies such as playing a musical instrument, learning a new language.
- Find a Feeling type to give you some feedback, especially on how other people see you.
- You may be too judgmental of other people. Make an effort to walk in their shoes for awhile.
- You have a tendency to be inflexible and stubborn. Open your mind to new things. Find a Perceiving type friend.
- You are probably very impatient. Practice having more patience and just let things unfold in their natural way.
- The next time you find yourself upset or impatient, just keep quiet and let things unfold and observe. You will learn great lessons that way. You don't always need to take action and say what's on your mind.

Mid Life Personality Changes

Life After 40?

Up to about 12 years of age your personality is driven mainly by your "**Dominant Function**" which for you is **iNtuiting (N)**. Of the four letters in your type this is the most important one and it has the most influence over you.

From age 12 to about 25, your "**Auxiliary Function**" which for you is **Thinking (T)**, is developing. It takes years. It doesn't happen overnight. You develop this aspect of your personality while you are in school, getting your education and during the first years of your career.

Thus up until age 25, your personality is primarily influenced by **iNtuiting (N) and Thinking (T)**. Also, by this time, both of these aspects of your personality should be well developed.

Then as you approach 40, (could be 35, could be 45) something truly odd happens. The little Preference Program running in your brain decides to activate a preference that you never knew you had. Known as your "**Third Function**," it is not even one of the four letters in your personality type.

For you, the Third Function is **Feeling (F)**.

This is a real curve ball that life throws at you and it frequently coincides with a mid life crisis.

The good news is that this happens so that you will become a more well rounded, more well developed, and more well balanced human being.

The characteristics of your Third Function, **Feeling (F)**, are exactly opposite that of your Auxiliary Function **Thinking (T)** which you have come to know and love since you were age 12. So if people think you are acting a bit different, in some unpredictable way, this may be what's happening.

Thus your interests, your behavior, and what you value all start to shift slightly, based on the development of your Third Function. You are still an **INTJ**. But you will also start experiencing life like an **INFJ**.

For example:

Being a **Thinker**, up until now, you probably valued logic and analysis over people's feelings. You were probably a bit cold, impersonal and hard to get to know. This change will make you more sensitive to how your actions impact others. You may start caring more deeply for other people.

This change will have an impact on your career satisfaction. You may find yourself wanting to change careers. What once satisfied you may no longer be fulfilling.

These subtle personality changes are meant to be a good thing. Even though mid life crisis is considered not such a good thing, becoming a more well rounded person is definitely a positive step.

If you are between 35 and 45 you might want to go back a few pages and notice the differences between **Thinking (T)** and **Feeling (F)**.

Life After ~50

The last step in the evolutionary process of the personality occurs sometime after age 50, possibly going on 60. At this point your Preference Program introduces another change which is called your "Fourth Function." Now you will begin to experience interests and behaviors normally associated with **Sensing (S)**. This may be a bit strange for an **INTJ**.

What is interesting about your Fourth Function is that it is directly opposite your Dominant Function and thus it represents your weakest aspect. This is the part of your personality that is the least developed.

The good news is that this change will bring you new experiences, new interests and some new values. It will keep life interesting.

As an **iNtuitive** you were more concerned with the future, and creative problem solving, but now you might find more interest in day to day details. Facts, details and even history may begin to interest you.

These changes **DO NOT** change your fundamental personality type, which if you remember we said stays the same from birth to death. So even at 60 years of age you are still an **INTJ**.

However, you will become more well rounded as you experience your Third and Fourth Functions.

If you have an interest in researching these changes that occur later in life, the subject is called "Type Development."

Improving Interpersonal Relationships

Understanding Others Leads to Greater Success

Knowing your personality type is incredibly useful and empowering; however, knowing the personality type of the people in your life allows you to have much better relationships. This is true for both professional relationships and personal relationships.

There are certain personality types that are just going to have problems getting along well with each other unless they take specific steps to move into each others comfort zone.

People often have trouble getting along simply because they are different. Personality Type offers a structured way to understand the differences between people.

For example an **Introverted** person may irritate and frustrate an **Extraverted** person because the Introvert will not talk enough and will probably not tell the Extravert what he/ she is thinking and feeling. Extraverts need to hear you talk about what is on your mind, what are you thinking, feeling etc. The Introvert is more comfortable not talking.

Just the opposite problem occurs because the **Extravert** may talk too much for an **Introvert**. Extraverts prefer to do their thinking out loud, thus sharing their unfinished thought process with those within hearing range. This may cause the Introverted person to become frustrated because they prefer some quiet time and because constant talking interrupts their internal thought process. By knowing each others types, they can better understand each other and each can take steps to be more flexible and move into the other persons comfort zone.

An **iNtuitive** may appear to a **Sensor** as being absent minded, distracted and mentally somewhere else. Conversely, the Sensor may frustrate the iNtuitive with frequent observations and details about what he/she is hearing, seeing, etc.

Conflict also comes from differences between the **Thinking** and **Feeling** preference. A person with the Feeling preference will frequently see the person with the Thinking preference as being cold, overly critical, and not compassionate enough. Conversely, the person with the Thinking preference may find those with the Feeling preference to be too emotional, too inconsistent, and even illogical.

Finally, a person with a preference for the **Judging** type will wonder why the **Perceiving** type can't ever make a decision or why they are so often late. The Perceiving type will wonder why the Judging type gets so uptight and can't just go with the flow and enjoy the experience.

These are just a few of the examples based on conflicts between the eight preferences. There are many more potential areas for interpersonal conflict when you take into account how the eight preferences interact to make up a Personality Type and how different the 16 Types are from each other.

Using Personality Type to Understand Others

The E versus I Preferences

Because of your preference for **Introverting**, when you are with **Extraverts**, you might want to:

- Force yourself to talk more
- Tell them what you are thinking, even if you think they might get bored
- Remember, you have a lot to offer people, but they won't know it until you speak out
- Listen without judgment and let the Extraverts do their thinking out loud, they need to process their thoughts verbally

You might want to get some practice with impromptu speaking by joining the Toastmasters Club.

You should make an effort to reach out more.

Don't eat alone. Invite a different person to lunch 2 or 3 days a week.

If you are in management and selling or persuading is critical to your success, compensate by partnering with a real sales type. Someone who is the life of the party. Someone who can cold call for you. Someone who walks into a room and makes everyone laugh. Someone who can break the ice for you.

Remember that when you are with Extraverts, they have a strong need to talk a lot and to think out loud. You need to respect this. Let them do their thinking out loud. Give feedback if they want it, however be careful. Whereas you do your thinking quietly in your head, Extraverts have to talk things out before they can arrive at a decision. But many times, they do not expect a verbal response from you. Sometimes all they expect is eye contact and a nod showing that you are paying attention and not ignoring them. Remember, Extraverts need attention. It's a small price to pay for how entertaining and helpful they can be.

The S versus N Preferences

Of all the differences in preferences, the differences between Sensing types and Intuiting types poses the greatest challenge to interpersonal relationships. Differences in how you perceive and take in information can cause the biggest gaps and friction in human relationships. Combining the strengths of Sensing types and Intuiting types can result in the strongest teams and partnerships.

Your preference for iNtuiting results in certain natural strengths, but those strengths also cause blind spots and weaknesses that you will want to guard against and compensate for.

One of your greatest strengths is that you can plan and focus on the future. You can see trends and patterns others can not see. However, the weakness that goes along with this strength is that you probably have a tendency to ignore what is going on right now in the present. You probably don't enjoy the details required to handle repetitive, day to day activities.

You also have the ability to see the bigger picture. However, if you focus only on the big picture and not the details you will get into trouble.

The best thing you can do is partner or team up with Sensors. In particular, if you are in business or management, a Sensor will be better at managing the day to day affairs and details while you focus more on the future and the big picture.

Because of your strong imagination, you really have to be careful you don't spend too much time in fantasy land. Partnering with a Sensor can help keep you grounded, practical and realistic.

If you have trouble getting things done, what business people call "execution," you may find a Sensor partner can help because they focus on the present which is where and when things get done. Conversely, as an iNtuitive, you can support Sensors by helping them see the big picture, helping them visualize and plan for the future.

As an iNtuitive, you may find that Sensors are frequently interrupting you to share details of what they have just observed or experienced. This is especially true with Extraverted Sensors. You have to respect their inputs. They may say, did you see this, or did you hear that? If they want to show you details, you should pay attention. This is what keeps you grounded and in touch with the present. If you need private time, without interruptions, lock yourself in a quiet room and put a sign on the door telling people when you will be available.

The T versus F Preferences

Your preference for **T**hinking means you have a natural ability to separate the facts from emotional content and to make logical, objective decisions using analysis.

The negative aspect of this is that **F**eelers who tend to be sensitive people may see you as cold, impersonal and uncaring.

This gets worse if you have the tendency to be extremely logical and objective. Think of Mr. Spock or Mr. Data on the old Star Trek TV show. They were very intelligent to the point of intimidating others around them. They were devoid of any emotion or humanity.

To compensate for this, you should take the time **every day** to sincerely and warmly thank people around you. Thank them for specific tasks they have done that were helpful to you. Thank them for their friendship. Pay them a sincere complement. People want to be noticed and appreciated so you have to compensate for your normal cold and impersonal demeanor.

You may find that people come to you with their problems, whether technical or even personal. They want your clear thinking on a subject. Thus you can help others. Just be careful in how you deliver your message. Consider how it may impact a persons feelings.

People with the **F**eeling preference can help ensure you don't make disastrous decisions. When making big decisions that will affect other people, you should always get the input from a Feeling type. They will tell you what you cannot see due to your own blind spots.

Also, if you are experiencing "people" problems or "interpersonal relationship" problems, it's the **F**eeling type that can help offer you the best advice.

The J versus P Preferences

To best understand how the **Judging** preference affects your every move in life, look carefully at any friends or associates who show a preference for **Perceiving**. The differences will be monumental.

You will find that **Perceiving** types will do and act in ways you would never do. You can tell they make a conscious effort to live their lives the way they do and that they enjoy it, whereas it would drive you crazy to go through life their way.

Having said that, **Judgers** and **Perceivers** usually get along quite well together, especially in social situations.

As a **Judging** type, you will probably see yourself as more disciplined, more structured, more planned, more deliberate and less adventurous than **Perceivers**.

What may stand out the most is that **Perceivers** will be much more flexible, more easy going, more care free, and more spontaneous than you could ever be.

If you spend any time with a **Perceiving** type you will notice that if something comes up and your plans for the day have to be scrapped, they will welcome the surprise because it now opens up all sorts of possibilities. You on the other hand will take some time to adjust to the unexpected change in your plans.

If you want to upset a person with the preference for **Judging**, just tell them the plans for the day are totally changed. Tell them the meetings or events you had planned have to be canceled.

Where as **Perceivers** want to experience as many things as they can possibly fit into a day or a life, you, the **Judging** type will have a more narrow range of interests. Whereas **Perceiving** types might be seen trying or starting up many new activities, hobbies, sports, you are more comfortable with a more limited range of interests. Plus you are driven to complete things, to see things through to the end.

You might notice **Perceivers** wanting to take classes in all sorts of subjects, whereas you might have one or two subjects you would like to study

The same goes for entertainment. Where as the **Perceivers** will go for as much variety in the books they read, the movies and plays they see, you, the **Judging** type knows precisely what you like to do and you will stick to that.

When it comes to managing or supervising people, both types can handle the work and responsibility, but **Judging** types take to management more naturally. They are often well organized and have no problem organizing the work of others. On the other hand, you will often hear a **Perceiving** type say they would rather not have to manage others because it takes away from the fun and enjoyment of doing what they do best.

If you have someone in your life who is frequently late, or who always waits until the last minute to start working on an important project, they are most likely **Perceivers**. **Perceivers** have a natural tendency to avoid deadlines, where as **Judgers** will even set artificial deadlines for them selves in order to help ensure something gets done.

Judging types often make the best planners. They like to make a plan and then follow that plan. On the other hand, **Perceivers** enjoy new experiences and surprises and are more than happy to deviate from the plan to experience something new.

When it comes to friendship, **Perceivers** and **Judgers** find each other fascinating and enjoy doing things they have in common together.

To encourage a **Perceiver** you can praise them for the amazing wide variety of interest they have and for their endless curiosity. Plus don't forget their easy going nature and flexibility make them easy to be around.

If you want to drive a **Perceiver** crazy, do something that will limit their freedom and the variety of experiences they will have. For example, tell the **Perceiver** that their job, for the next year, is to sit at the same desk, in the same little room with no windows and read reports all day, without any hope of variety and excitement. That would be cruel.

If you want to help or please a **Perceiver**, find one of their many and varied interests that you also enjoy, and

then join them in that activity.

Since **P**erceivers like to wait until the last minute to start projects, you can get them started sooner by making it a fun activity.

Change Your Behavior, Change Your World

What if you could make almost instant changes to your world, especially in areas where things are not going so well? It can be done and it does not take a lot of time or effort to make it happen.

All you have to do is identify one of your weaknesses from the list provided earlier. Then, the next time an event occurs that triggers your weakness, choose to change your behavior. Follow the advice listed above, which is probably the opposite of what you would normally do. Then watch, listen and observe over the next 10, 20 or 30 minutes to see if anything works out different than usual.

When we act or behave in the same way that we always have, we get results like we have always gotten. By acting differently, by behaving differently we get different results.

Here is a true story. Only the name has been changed. There was a successful executive named Sam who worked for many years in the same, large company. Sam had a good track record and a good reputation for getting things done, but he noticed that he was no longer getting all the opportunities that he once did. He started to feel stuck in a rut, and his career was going nowhere. He also saw less capable people getting more promotions and bonuses than he was.

What Sam didn't know is that he had been slowly and unconsciously sabotaging his career. It happened when he was forced to depend on one of his undeveloped personality preferences.

Sam was an ENTJ, which is found a lot among high level executives. Because of his prior success and his personality, Sam was used to people listening to him and following his orders. Sam was very critical and very demanding of himself and others. He also did not have a lot of patience.

Sam looked up advice for his ENTJ type and it suggested that he might be too judgmental, and too critical of others. It also suggested he try to be more patient with people and to let things unfold more naturally, rather than always trying to force something to happen his way.

Sam tried the exercise we are suggesting here. The next time an event occurred where his lack of patience and overly critical nature would get the better of him, Sam acted according to the advice in this report. He acted the opposite of what his usual behavior would have him do. Sam allowed himself to be more patient. He saw himself wanting to voice his overly critical concerns, but he just let things unfold in a natural way.

It was in Sam's weekly staff meeting. There were eight department managers present, all who reported to Sam. One of the department managers was Bill, who had history of having Sam criticize his ideas.

Sam was asking for ideas on how to solve a new problem that had come up. But, his staff was more than reluctant to speak out for fear of being criticized.

Oddly enough, Bill was the first to offer up an idea. Then everybody looked at Sam, waiting for him to shoot the idea down.

At that very moment, Sam's world stood still. He had the chance to act as he always did or follow the advice based on his personality type report.

As Sam watched, the event that had almost triggered is normal behavior started to unfold in a totally unpredictable way.

At first Sam said nothing. He kept quiet. He simply nodded in an affirmative way.

The people in the room looked at Sam. They could tell something was different. Sam was not behaving as he normally did. His behavior was somehow different.

Then, another staff member worked up the courage to offer a suggestion based on Bill's idea.

Sam just sat there and nodded in a positive way. Then another idea, and another.

Soon the entire staff was actively engaged in a brainstorming session.

Then, Bill, the person to whom Sam was the most critical and impatient with, spoke up again and offered up a

solution that simply astounded everyone else, including Sam. At that very moment, Sam knew that had he acted with his normal behavior, he would have shut the door on what was to become a huge new opportunity for he and his company.

Years afterwards, Sam told us he continued to practice the opposite behavior, although now it came easier and it was not quite opposite anymore. But he said that whenever he chose to act this way, the world stopped for a minute and then things proceeded down a different path than he would have imagined.

Conclusion

After reading this report, you should have a fairly good understanding of what your 4 letter personality type means and how it relates to your career path and your interpersonal relationships.

We've covered what each individual letter in your personality type means and we have shown you what the opposite type looks like so you can quickly see the contrast and thus understand your type that much faster.

Then we provided a more complete description of your type, INTJ, which takes into account how the 4 individual preferences interact.

We've covered the natural abilities (strengths) found in most INTJs, and described the benefit of aligning your career and your natural abilities to give yourself a strong competitive advantage.

Next we covered the possible weaknesses found in many INTJs, and we offered specific advice on how to compensate so these weaknesses do not sabotage your life.

Knowing your strengths and weaknesses is critical when it comes to marketing yourself.

We have also shown you what other INTJs value when it comes to careers.

We've provided a list of careers that people with your type have found to be satisfying and rewarding. We've also provided a list of careers which you might consider avoiding because there is little if any alignment for you.

We've shown you the personally changes that can take place as one approaches 40 and then again after 50.

Then, because relationships are so important to career success, we show that by knowing another's type you can temporarily adjust your behavior to be more compatible with them which will help you get along better and thus give you better results and better relationships.

Finally, by knowing more about your own personality we describe a simple way to change your behavior, one second at a time, in order to change your world.

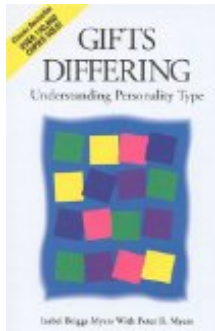
We hope this report on personality type and careers will help you be more successful and find more satisfaction, fulfillment and rewards in your career and your life.

At CareerPlanner.com we want to thank you for using our services. If there is anything else we can do to help you, please contact us at Support@CareerPlanner.com or call 1-800-890-2591 during normal business hours, California time.

Further Reading

Further Reading

There are many books written about the Myers-Briggs Personality System. The following are just a small sample of those that we have found to be the most useful.



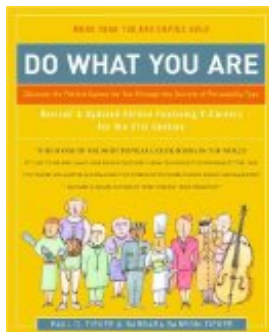
[Gifts Differing: Understanding Personality Type](#)

By Isabel Briggs Myers with Peter B. Myers

Written by one of the creators of the Myers-Briggs Personality System, this book explains each of the 16 personality types, as well as the E/I, S/N, T/F, J/P preferences.

Isabel Briggs Myers includes sections on personality type and learning, relationships, occupations, and children.

Reading Difficulty: Moderately hard to read



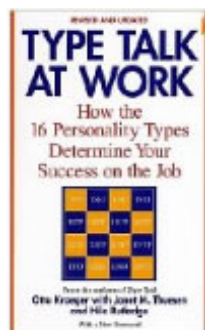
[Do What You Are: Discover the Perfect Career for You Through the Secrets of Personality Type](#)

By Paul D. Tieger and Barbara Barron-Tieger

Paul and Barbara Tieger are two of the top experts in making the Myers-Briggs technology easily accessible and understandable to the public. This book describes both Myers-Briggs theory and Temperament theory.

It also offers a dedicated chapter for each of the 16 types and it shows how those types relate to careers.

Reading Difficulty: Extremely easy to read



[Type Talk at Work, How the 16 Personality Types Determine Your Success on the Job](#)

By Otto Kroeger, Jane Thuesen and Hile Rutledge

The compelling reason to use this book is that it includes real life stories and examples taken from Kroeger and Thuesen's consulting practice. They use Personality Type in their business where they go into companies to help solve interpersonal relationship problems, to build better teams, and to teach Type to the employees so they can be more effective.

The stories will help you learn and understand how Type works in the real world.

Reading Difficulty: Extremely easy to read



[Please Understand Me II: Temperament, Character, Intelligence](#)

By David Keirsey

Keirsey has probably taken Myers-Briggs technology further than anyone. He developed what is called "Temperament Theory" which shows that behind the 16 types there are actually four fundamental temperaments, each describing four of the 16 types.

Reading Difficulty: Moderately difficult to read

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