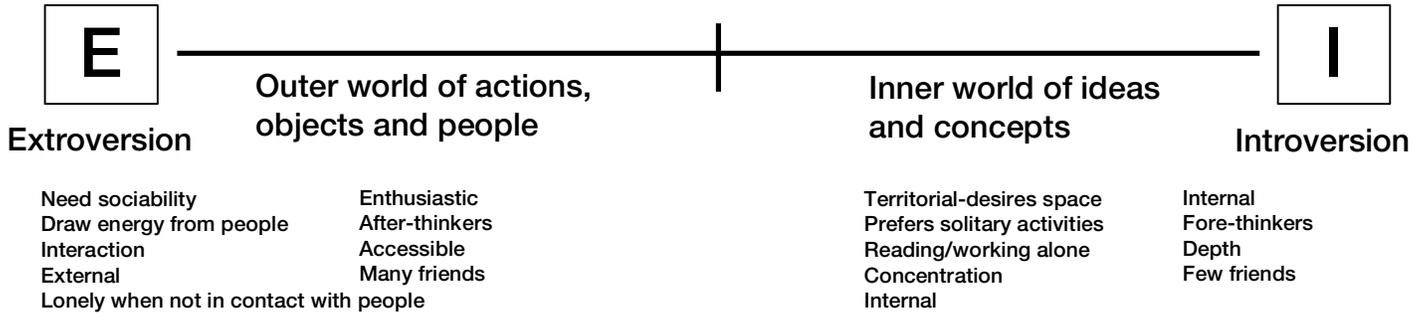


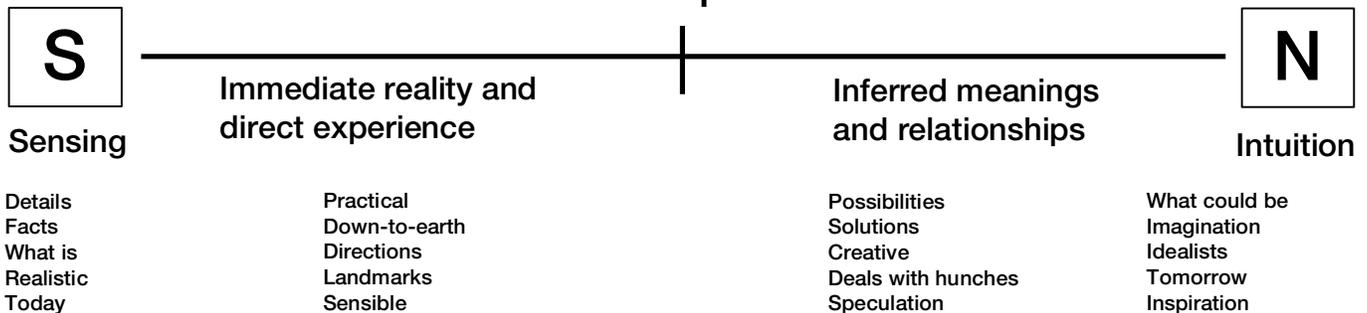
# MYERS-BRIGGS TYPE INDICATOR

The details behind the four letters to understand your results

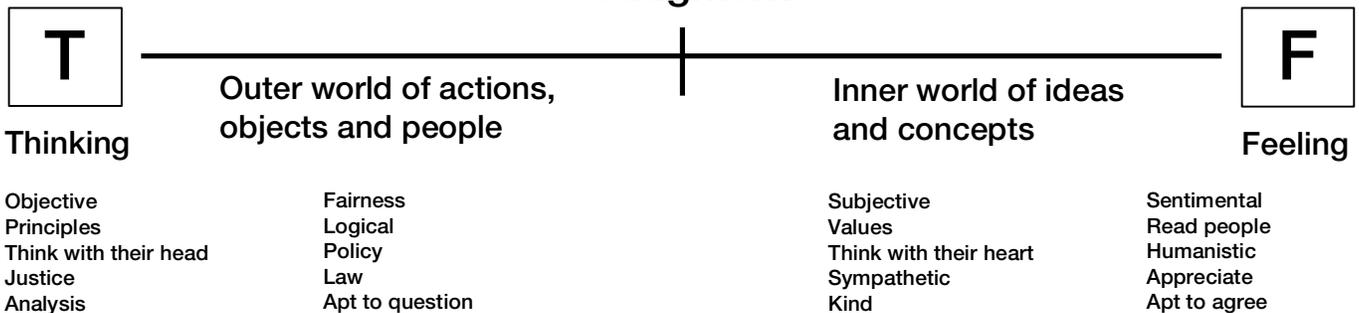
## Interest Orientation



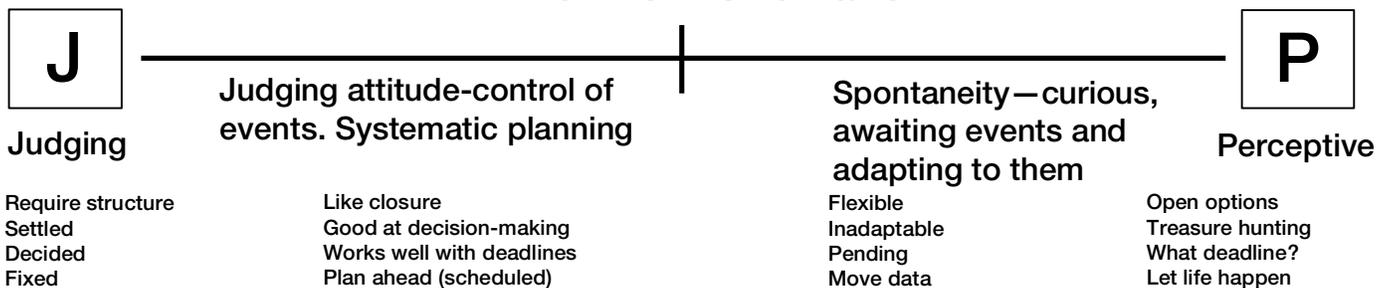
## Perception



## Judgment



## Environment Orientation



# RECOGNIZING PERSONALITY TYPE

## A Concise List to Think About Strengths and Weaknesses

### STRENGTHS

**E** Dynamic  
High Energy  
Outgoing

**I** Insightful  
Reflective  
Bring Depth

**S** Practical  
Data Oriented  
Realistic

**N** Creative  
Original  
Imaginative

**T** Logical  
Analytical  
Consistent

**F** Friendly  
Sympathetic  
Warm, Caring

**J** Planned  
Organized  
Decisive

**P** Flexible  
Adaptable  
Inquisitive

### WEAKNESSES

**E** Superficial  
Hyperactive  
Interrupting

**I** Withdrawn  
Too Serious  
Secretive

**S** Wet Blanket  
Stick in the  
Mud  
Slow and Dull

**N** Flighty  
Daydreamer  
Impractical

**T** Blunt  
Cold  
Uncaring

**F** Easily Hurt  
Overly  
Sentimental  
Unclear,  
Wordy

**J** Controlling  
Intrusive  
Overly  
Opinionated

**P** Lazy  
Procrastinating  
Irresponsible

# EFFECTS OF EACH PREFERENCE IN WORK SITUATIONS

## EXTROVERTS

Like variety and action  
Are often good at greeting people  
Are sometimes impatient with long, slow jobs  
Are interested in how others do their jobs  
Can be personable on the phone  
Like to have people around in the working environment  
Often act quickly, sometimes without thinking  
May prefer to communicate by talking rather than writing  
Like to learn a new task by talking it through with someone

## INTROVERTS

Like quiet for concentration  
Have trouble remembering names and faces  
Can work on one project for a long time without interruption  
Are interested in the idea behind the job  
Dislike talking on the phone  
Think before they act, sometimes without acting  
Work alone contentedly  
May prefer communications to be non-verbal  
May prefer to learn by reading rather than talking or experiencing

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## SENSING TYPES

Are aware of the uniqueness of each event  
Focus on what works now  
Like an established way of doing things  
Enjoy applying what they have already learned  
Work steadily, with a realistic idea of how long it will take  
Usually reach a conclusion step by step  
Are not often inspired, and may not trust the inspiration when they are  
Are careful about the facts  
May be good at precise work  
Can oversimplify a task  
Accept current reality as a given to work with

## INTUITIVE TYPES

Are aware of new challenges and possibilities  
Focus on how things could be improved  
Dislike doing the same thing repeatedly  
Enjoy learning new skills  
Work in bursts of energy powered by enthusiasm, with slack periods in between  
May leap to a conclusion and hunches  
May get their facts a bit wrong  
Dislike taking time for precision  
Can overcomplicate a task  
Ask why things are as they are

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## THINKING TYPES

Are good at putting things in logical order  
Respond more to people's ideas than their feelings  
Anticipate or predict logical outcomes of choices  
Need to be treated fairly  
Tend to be firm and tough-minded  
Are able to reprimand or fire people when necessary  
May hurt people's feelings without knowing it  
Have a talent for analyzing a problem or situation

## FEELING TYPES

Like harmony and will work to make it happen  
Respond to people's values as much as to their thoughts  
Are good at seeing the effects of choices on people  
Need occasional praise  
Tend to be sympathetic  
Dislike telling people unpleasant things  
Enjoy pleasing people  
Take an interest in person behind the job or idea

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## JUDGING TYPES

Work best when they can plan their work and follow the plan  
Like to get things settled and finished  
May decide things to quickly  
May dislike to interrupt the project they are on for a more urgent one  
Tend to be satisfied once they reach a judgment on a thing, situation or person  
Want only the essentials needed to begin their work  
Schedule projects so that each step gets done on time  
Use lists as agendas for action

## PERCEIVING TYPES

Do not mind leaving things open for last-minute changes  
Adapt well to changing situations  
May have trouble making decisions, feeling like they never have enough information  
May start too many projects and have difficulty finishing them  
May postpone unpleasant jobs  
Want to know all about a new job  
Get a lot accomplished at the last minute under pressure of a deadline  
Use lists as reminders of all the things they have to do

someday

## OCCUPATIONAL IMPORTANCE OF THE TWO MIDDLE LETTERS OF YOUR FOUR-LETTER RESULT

The preference that seems to have the greatest influence on occupational choice, the two middle letters, determines in large part what will interest people.

**ST = PRACTICAL AND MATTER-OF-FACT:** Success on job lies in the fields that allow individuals to use abilities in technical skills with facts and objects. They are more satisfied in work that calls for impersonal analysis of concrete facts:

Accounting	Finance and Banking
Applied Science	Handling of machine and materials
Business	Law
Construction	Nursing (surgical)
Economics	Production
Engineers	Surgery

**SF = SYMPATHETIC AND FRIENDLY:** Success of job lies in fields that allow individuals to use abilities in practical help and service to others. They are more satisfied to work where their personal warmth can be applied effectively to the immediate situation:

Customer Relations	Pediatrics
Community Service	Physical Education
Criminal Justice	Selling of Tangibles
Family Practice	Service with a smile jobs
General Medicine	Social Work
Health Related Problems	Teaching (especially elementary)
Nursing	

**NF = ENTHUSIASTIC AND INSIGHTFUL:** Success on job lies in fields that allow individuals to use abilities in understanding and communicating with people through personal warmth and the "world" of possibilities. They are more satisfied in work that calls for creativity to meet a human need:

Advertising	Literature and Art
Behavioral Science	Ministers and Theologians
Clinical Psychology	Most fields of Research
Counseling	Psychiatry
Health Related Professions	Selling of Intangibles
Journalism	Teaching (college and high school)
Writing (creative)	Novelists

**NT = LOGICAL AND INGENIOUS:** Success on job lies in fields that allow individuals to use abilities in theoretical and technical developments. They are more satisfied in work that allows them to approach problem solving with an impersonal analysis:

Computer and Electronic Work	Inventors
Innovative in Technical Areas	Math and Complex Areas of Finance
Engineers	Research
Forecasters and Analysts	Science
High Level Management	Stock Brokers

# Connecting Personality Types with Careers and Jobs

## Before looking at the lists below...

The lists represent careers and jobs people of various types tend to enjoy doing. The job requirements are similar to the personality tendencies of the various types. It is important to remember that these do not list all the jobs possible under the headings. And it is very important to remember that people can, and frequently do, fill jobs that are dissimilar to their personality. This happens all the time. And sometimes works out quite well.

<b><u>ISTJ</u></b>	<b><u>ISFJ</u></b>	<b><u>INFJ</u></b>	<b><u>INTJ</u></b>
5% of population	6% of population	1% of population	1% of population
Management	Counseling	Career counselor	Management
Accounting	Ministry	Psychologist	Consultant
Auditing	Library work	Educational consultant	Economist
Efficiency expert	Nursing	Special education teacher	Scientist
Engineer	Secretarial	Librarian	Computer programmer
Geologist	Curator	Artist	Environmental planner
Bank examiner	Bookkeeper	Playwright	New business Developer
Organization	Dental hygienist	Novelist/poet	Curriculum designer
Development	Computer operator	Editor/art director	Administrator
Electrician	Personnel admin	Info/graphics designer	Mathematician
Dentist	Paralegal	HR manager	Psychologist
Pharmacist	Real estate agent	Merchandise planner	Neurologist
School principal	Artist	Environmental lawyer	Biomedical researcher
School bus driver	Interior decorator	Marketer	Strategic planner
File clerk	Retail owner	Job analyst	Civil engineer
Stock broker	Musician	Mental health Counselor	Intellectual properties
Legal secretary	Teacher	Dietitian/nutritionist	Attorney
Computer work	Physical therapist	Research	Designer
Computer programmer	Nurse	Educational consultant	Editor/art director
Technical writer	Social worker	Interpreter/translator	Inventor
Chief information officer	Personnel counselor	Engineering (human side)	Info/graphics designer
Police officer	Alcohol/drug counselor	General medical practitioner	Financial planner
Real estate agent	Administrative jobs	Ministry	Judge
Lawyer	General physicians	Writer	Design engineer
Law Research	Middle management		Innovator
			Neurology
			Research scientist

# Connecting Personality Types with Careers and Jobs Continued

Before looking at the lists below...

The lists represent careers and jobs people of various types tend to enjoy doing. The job requirements are similar to the personality tendencies of the various types. It is important to remember that these do not list all the jobs possible under the headings. And it is very important to remember that people can, and frequently do, fill jobs that are dissimilar to their personality. This happens all the time. And sometimes works out quite well.

<b><u>ISTP</u></b>	<b><u>ISFP</u></b>	<b><u>INFP</u></b>	<b><u>INTP</u></b>
5% of population	5% of population	1% of population	1% of population
Surveyor	Bookkeeper	Info/graphics designer	Strategic planning
Firefighter	Clerical supervisor	College professor	Writer
Private investigator	Dental assistant	Researcher	Staff development
Pilot	Physical therapist	Legal mediator	Lawyer
Police officer	Mechanic	Social worker	Architect
Purchasing agent	Radiology technologist	Holistic health practitioner	Software designer
Chiropractor	Surveyor	Occupational therapist	Financial analyst
Medical technician	Chef	Diversity manager	College professor
Securities analyst	Forester	HR development specialist	Photographer
Computer repair person	Geologist	Employment development specialist	Logician
Race car driver	Landscaper designer	Minister/priest/rabbi	Artist
Computer programmer	Crisis hotline operator	Missionary	Systems analyst
Electrical engineer	Elementary teacher	Psychologist	Neurologist
Legal secretary	Beautician	Writer/poet/novelist	Physicist
Coach/trainer	Jeweler	Journalist	Psychologist
Commercial artist	Gardener	Editor/art director	Research/development specialist
Carpenter	Potter	Organizational development specialist	Computer programmer
Paralegal	Painter	Architecture/art	Data base manager
Dental assistant	Botanist	Character actors	Chemist
Radiological technician	Marine biologist	Counseling	Biologist
Marine biologist	Social worker	Literature	Investigator
Software developer	Anesthesiologist	Medicine	Economist
Anesthesiologist	Craftsmanship	Teaching (college)	Engineer
Market and sales	Fine arts		Mathematics
Business analyst	General medical practitioner		Philosophy
Industry analyst	Beauty occupations		Scientist
Mechanic			
Securities analyst			

# Connecting Personality Types with Careers and Jobs Continued

Before looking at the lists below...

The lists represent careers and jobs people of various types tend to enjoy doing. The job requirements are similar to the personality tendencies of the various types. It is important to remember that these do not list all the jobs possible under the headings. And it is very important to remember that people can, and frequently do, fill jobs that are dissimilar to their personality. This happens all the time. And sometimes works out quite well.

<b><u>ESTP</u></b>	<b><u>ESFP</u></b>	<b><u>ENFP</u></b>	<b><u>ENTP</u></b>
13% of population	13% of population	5% of population	5% of population
Real estate broker	Veterinarian	Conference planner	Systems designer
Chef	Flight attendant	Speech pathologist	Venture capitalist
Land developer	Floral designer	HR development	Actor
Physical therapist	Real estate agent	trainer	Journalist
Stock broker	Child care provider	Ombudsman	Investment broker
News reporter	Social worker	Clergy	Real estate agent
Firefighter	Fundraiser	Journalist	Real estate developer
Promoter	Athletic coach	Newscaster	Strategic planner
Entrepreneur	Musician	Career counselor	Political manager
Pilot	Secretary	Housing director	Politician
Budget analyst	Receptionist	Character actor	Special projects
Insurance agent	Special events	Marketing consultant	Developer
Management	producer	Musician/composer	Literary agent
consultant	Preschool teacher	artist	Restaurant/bar owner
Franchise owner	Elementary teacher	Info/graphics	Technical trainer
Electrical engineer	Emergency room	designer	Diversity manager
Aircraft mechanic	nurse	HR manager	Art director
Technical trainer	Occupational	Merchandise planner	Personnel systems
EEG technologist	therapist	Advertising account	Developer
Radiological	Exercise physiologist	manager	Computer analyst
technician	Team trainer	Dietitian/nutritionist	Logistics consultant
Emergency medical	Travel sales	Speech pathologist	Outplacement
tech	Public relations	Massage therapist	consultant
Corrections officer	Specialist	Editor/art director	Advertising creative
Flight attendant	Waiter/waitress	Artist	director
Administrator	Labor relations	Counselor	Radio/TV talk show
Mechanical Engineer	mediator	Politician	host
Precision Machinist	Nursing	Sales	Self-owned business
Surgeon	Performing arts	Teachers	Executives/writers
Negotiation Initiator		Screen/play writer	Inventors
		Psychology	Teachers
			Psychologist
			Promoter
			General practitioner
			doctor

# Connecting Personality Types with Careers and Jobs Continued

Before looking at the lists below...

The lists represent careers and jobs people of various types tend to enjoy doing. The job requirements are similar to the personality tendencies of the various types. It is important to remember that these do not list all the jobs possible under the headings. And it is very important to remember that people can, and frequently do, fill jobs that are dissimilar to their personality. This happens all the time. And sometimes works out quite well.

<b><u>ESTJ</u></b>	<b><u>ESFJ</u></b>	<b><u>ENFJ</u></b>	<b><u>ENTJ</u></b>
13% of population	13% of population	5% of population	5% of population
Government employee	Nurse	Entertainer	Program designer
Pharmaceutical sales Auditor	Social worker	Recruiter	Attorney
Computer analyst	Caterer	Artist	Administrator
Technical trainer	Flight attendant	Newscaster	Office manager
Project manager	Bookkeeper	Writer/journalist	Chemical engineer
Officer manager	Medical/dental assistant	Recreation director	Sales manager
Factory supervisor	Exercise physiologist	Librarian	Logistics consultant
Credit analyst	Elementary teacher	Facilitator	Franchise owner
Electrical engineer	Minister/priest/rabbi	Politician	New business developer
Stockbroker	Retail owner	Psychologist	Personnel manager
Regulatory compliance officer	Officer manager	Housing director	Investment banker
Chief information officer	Telemarketer	Career counselor	Labor relations
Construction worker	Counselor	Personal counselor	Management trainer
General contractor	Special education teacher	Sales trainer	Credit investigator
Paralegal	Merchandise planner	Travel agent	Mortgage broker
Industrial engineer	Credit counselor	Program designer	Corporate team trainer
Budget analyst	Athletic coach	Corporate/team trainer	Environmental engineer
Data base manager	Insurance agent	Child welfare worker	Biomedical engineer
Funeral director	Sales representative	Social worker (elderly services)	Business consultant
Chef	Massage therapist	Interpreter/translator	Educational consultant
Security guard	Medical secretary	Occupational therapist	Personal financial planner
Dentist	Child care provider	Small business executive	Network integration specialist
Business/industry Production	Bilingual education teacher	Alcohol/drug counselor	Media planner/buyer
Construction	Professional volunteer	Sales manager	Executive
General practitioner doctor	Administrator	Medical faculty	
Administrator	Coaching	Stage and screen Teacher	
	Pediatrics		
	Preacher		