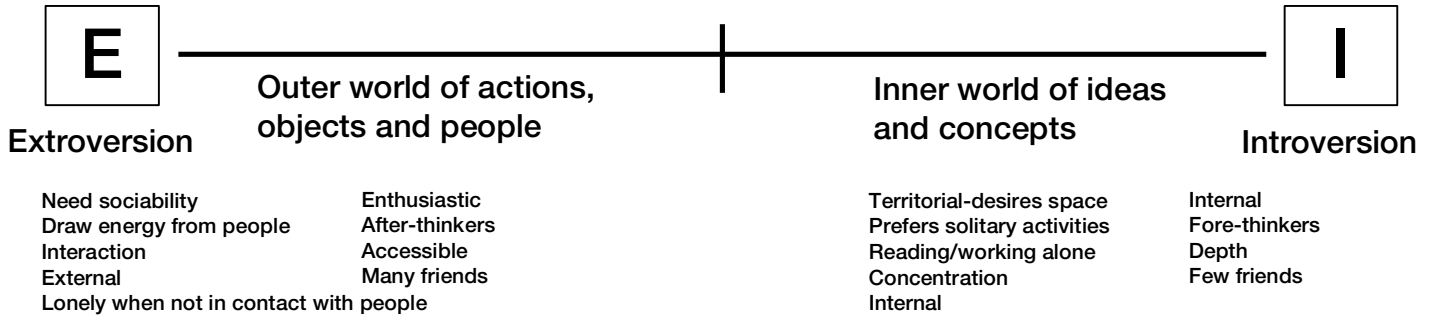


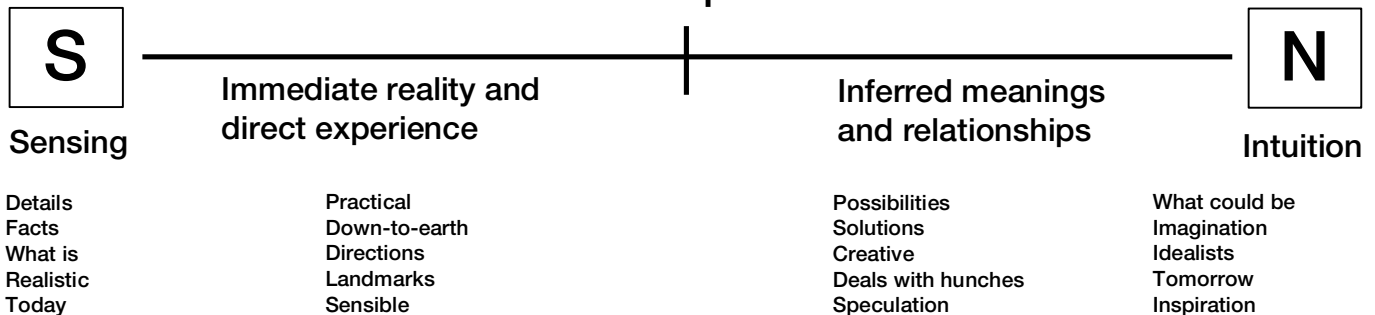
MYERS-BRIGGS TYPE INDICATOR

The details behind the four letters to understand your results

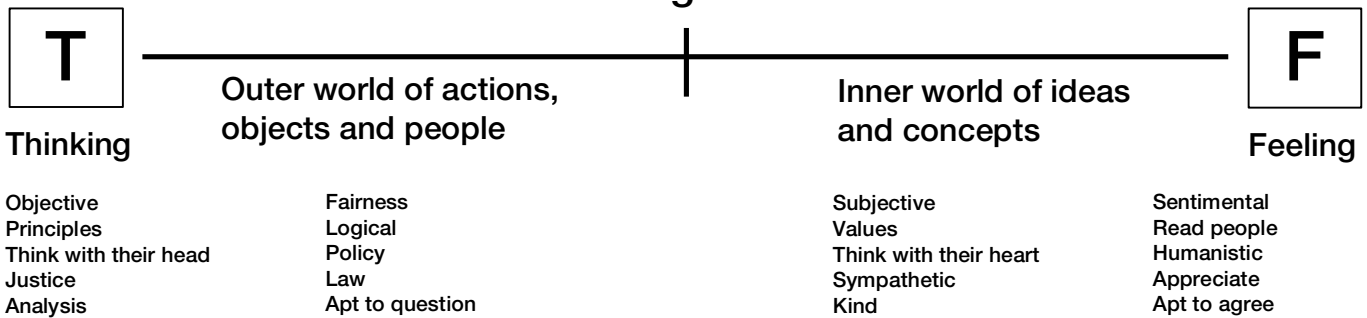
Interest Orientation



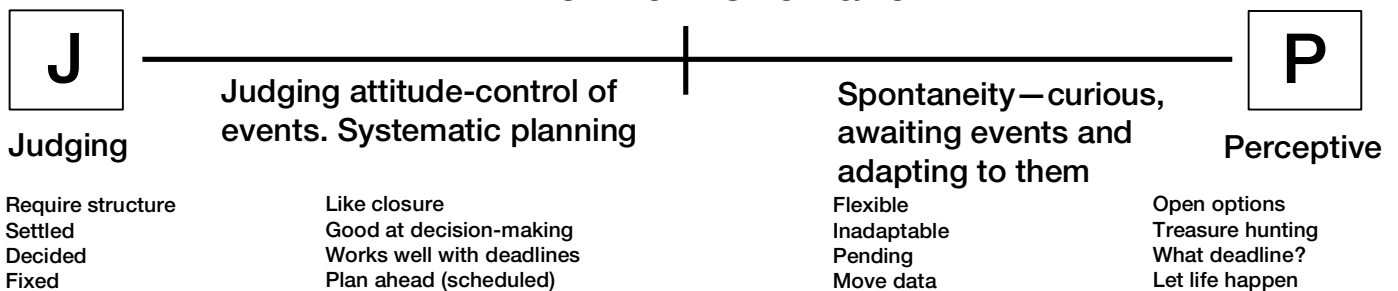
Perception



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I Withdrawn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

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

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

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.

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

Connecting Personality Types with Careers and Jobs Continued

Before looking at the lists below...

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<u>ISTP</u>	<u>ISFP</u>	<u>INFP</u>	<u>INTP</u>
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...

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<u>ESTP</u>	<u>ESFP</u>	<u>ENFP</u>	<u>ENTP</u>
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.

<u>ESTJ</u>	<u>ESFJ</u>	<u>ENFJ</u>	<u>ENTJ</u>
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		