Careers for your Personality

CAREER ROUTES 2 SUCCESS
### Myers Briggs Type Indicator (MBTI) Summary

- The MBTI is a *reliable* and *valid* instrument that measures and categorizes your personality and behavior. It is not a test. There are no “right” or “wrong” answers.

- Around 1940 a mother-daughter team (Katharine C. Briggs and her daughter Isabel Briggs Myers) developed this instrument to help people understand and use Carl Jung’s theory of psychological type preferences.

- Swiss Psychologist, Carl Jung, (1875 – 1961) theorized that you can predict differences in people’s behavior if you know how they prefer to use their mind. According to Jung, we each have an *inborn preference* for using our mind in one of two different ways, in four different categories:

<table>
<thead>
<tr>
<th>Orientation to World</th>
<th>Take in Information</th>
<th>Make Decisions</th>
<th>Take in Info. or Decide</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Extraverted</strong></td>
<td>Sensing</td>
<td>Thinking</td>
<td>Perceiving</td>
</tr>
<tr>
<td>Energized by others</td>
<td>Using five senses</td>
<td>Logical, problem solvers</td>
<td>Taking in information</td>
</tr>
<tr>
<td>or</td>
<td>or</td>
<td>or</td>
<td>or</td>
</tr>
<tr>
<td><strong>Introverted</strong></td>
<td>Intuition</td>
<td>Feeling</td>
<td>Judging</td>
</tr>
<tr>
<td>Energized by ideas,</td>
<td>Using gut or instincts</td>
<td>Consider others,</td>
<td>Organizing information</td>
</tr>
<tr>
<td>emotions, memories</td>
<td></td>
<td>compassionate</td>
<td>and making decisions</td>
</tr>
</tbody>
</table>

- There are a total of 16 possible “types” based on unique combinations of the preferences.

- Four letters are used to represent a type, for example a person with preferences for Extraverted, Sensing, Thinking, Judging is called an **ESTJ**.

- Each type has strengths and weaknesses. No type is better than another.

- People can use this assessment tool to validate their preferences on each of the four dichotomies and understand the sixteen different personality types that result from the interactions among preferences.

- Knowing your type can help you:
  - choose a career that might be a good match for your personality
  - understand others
  - understand your own behavior
  - communicate better with others
  - work more cooperatively in groups with others
  - manage people better in a work situation
  - appreciate individual differences
  - and more…
**Myers Briggs Type Indicator (MBTI)**

**Self-“Guesstimate” Worksheet**

Which side do you think more accurately describes you? Write the letter in the box at the end of each pair.

<table>
<thead>
<tr>
<th>Orientation to the World</th>
<th>My code:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Extraversion</strong></td>
<td>E or I</td>
</tr>
<tr>
<td>Focus on the outer world of people and things</td>
<td></td>
</tr>
<tr>
<td>Receive energy from interacting with people</td>
<td></td>
</tr>
<tr>
<td>Energized by taking action; active</td>
<td></td>
</tr>
<tr>
<td>Prefer communicating by talking (over writing)</td>
<td></td>
</tr>
<tr>
<td>Work out ideas by talking them through</td>
<td></td>
</tr>
<tr>
<td>Learn best through sharing/doing/discussing</td>
<td></td>
</tr>
<tr>
<td>Have broad interests</td>
<td></td>
</tr>
<tr>
<td><strong>Introversion</strong></td>
<td></td>
</tr>
<tr>
<td>Internal focus on ideas, memories, or emotion</td>
<td></td>
</tr>
<tr>
<td>Receive energy from reflecting on thoughts</td>
<td></td>
</tr>
<tr>
<td>Prefer communicating in writing (over talking)</td>
<td></td>
</tr>
<tr>
<td>Learn best by having time alone to process</td>
<td></td>
</tr>
<tr>
<td>Prefer working in quiet environments</td>
<td></td>
</tr>
<tr>
<td>Able to focus on one project at length</td>
<td></td>
</tr>
<tr>
<td>Known to be reflective, quiet, private, or deep</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Preference for Taking In Information (Perceiving)</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sensing</strong></td>
<td>S or N</td>
</tr>
<tr>
<td>Focus on the present; what is happening now</td>
<td></td>
</tr>
<tr>
<td>Prefer real/concrete/tangible information</td>
<td></td>
</tr>
<tr>
<td>Attentive to details, specifics, and facts</td>
<td></td>
</tr>
<tr>
<td>Enjoy tasks with an orderly, sequential format</td>
<td></td>
</tr>
<tr>
<td>Like having five senses engaged while working</td>
<td></td>
</tr>
<tr>
<td>Work at a steady pace and have stamina</td>
<td></td>
</tr>
<tr>
<td>Known to be practical, steady, and orderly</td>
<td></td>
</tr>
<tr>
<td><strong>iNtuition</strong></td>
<td></td>
</tr>
<tr>
<td>Focus on future; possibilities and potential</td>
<td></td>
</tr>
<tr>
<td>See the big picture, connections, or patterns</td>
<td></td>
</tr>
<tr>
<td>Remember specifics when part of a pattern</td>
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<tr>
<td>Imaginative and creative</td>
<td></td>
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<tr>
<td>Bored by routine and sequential tasks</td>
<td></td>
</tr>
<tr>
<td>Like solving problems and developing new skills</td>
<td></td>
</tr>
<tr>
<td>Have bursts of energy rather than stamina</td>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Preference for Making Decisions (Judging)</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Thinking</strong></td>
<td>T or F</td>
</tr>
<tr>
<td>Examine logical consequences of decisions</td>
<td></td>
</tr>
<tr>
<td>Objectively weigh the pros and cons</td>
<td></td>
</tr>
<tr>
<td>Base decisions on impersonal analysis and logic</td>
<td></td>
</tr>
<tr>
<td>Energized by problem solving and critiquing</td>
<td></td>
</tr>
<tr>
<td>Seek standard principles to apply uniformly</td>
<td></td>
</tr>
<tr>
<td>Look for cause/effect relationships in data</td>
<td></td>
</tr>
<tr>
<td>Consider feelings when presented as facts</td>
<td></td>
</tr>
<tr>
<td><strong>Feeling</strong></td>
<td></td>
</tr>
<tr>
<td>Base decisions on subjective values</td>
<td></td>
</tr>
<tr>
<td>Enjoy appreciating and supporting others</td>
<td></td>
</tr>
<tr>
<td>Actively look for qualities to praise in others</td>
<td></td>
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<tr>
<td>Value and create harmonious environments</td>
<td></td>
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<tr>
<td>Honor each person as a unique individual</td>
<td></td>
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<tr>
<td>Assess impacts of decisions on others</td>
<td></td>
</tr>
<tr>
<td>Work best in supportive, encouraging settings</td>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Preference for Either Taking In Information or Making Decisions</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Judging</strong></td>
<td>J or P</td>
</tr>
<tr>
<td>Prefer to make decisions with information</td>
<td></td>
</tr>
<tr>
<td>Make decisions as soon as possible</td>
<td></td>
</tr>
<tr>
<td>Enjoy having closure; like things settled</td>
<td></td>
</tr>
<tr>
<td>Plan and organize their world</td>
<td></td>
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<tr>
<td>Like roles and expectations to be clear</td>
<td></td>
</tr>
<tr>
<td>Enjoy getting things done/being productive</td>
<td></td>
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<tr>
<td>Plan ahead to avoid last minute stresses</td>
<td></td>
</tr>
<tr>
<td><strong>Perceiving</strong></td>
<td></td>
</tr>
<tr>
<td>Prefer to take in information and understand</td>
<td></td>
</tr>
<tr>
<td>Keep things open-ended as long as possible</td>
<td></td>
</tr>
<tr>
<td>Seek to experience and live life; not control it</td>
<td></td>
</tr>
<tr>
<td>Open to new options and last-minute changes</td>
<td></td>
</tr>
<tr>
<td>Enjoy starting projects but often never finish</td>
<td></td>
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<tr>
<td>Able to adapt; flexible</td>
<td></td>
</tr>
<tr>
<td>Energized by last minute pressures</td>
<td></td>
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</tbody>
</table>
# Occupational Trends By Type

<table>
<thead>
<tr>
<th></th>
<th>ST (Business/Management)</th>
<th>SF (Health Care/Teaching/Education)</th>
<th>NF (Counseling/Arts/Teaching/Education)</th>
<th>NT (Science/Technology/Management)</th>
</tr>
</thead>
<tbody>
<tr>
<td>ISTJ</td>
<td></td>
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<tr>
<td></td>
<td>Occupational Trends:</td>
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<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Management</td>
<td>Education</td>
<td>Religion</td>
<td>Scientific/Technical Field</td>
</tr>
<tr>
<td></td>
<td>Administration</td>
<td>Health Care</td>
<td>Counseling</td>
<td>Computers</td>
</tr>
<tr>
<td></td>
<td>Law Enforcement</td>
<td>Religious Settings</td>
<td>Teaching</td>
<td>Computers</td>
</tr>
<tr>
<td></td>
<td>Accounting</td>
<td></td>
<td>Teaching</td>
<td>Science</td>
</tr>
<tr>
<td></td>
<td>Focus uses attention to detail to get the job done.</td>
<td>Focus personally help people behind the scenes</td>
<td>Focus facilitate others' emotional, intellectual or spiritual development</td>
<td>Focus use intellectual creativity and technical knowledge to conceptualize, analyze and get tasks done</td>
</tr>
<tr>
<td>ISTP</td>
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<td></td>
<td></td>
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<tr>
<td></td>
<td>Occupational Trends:</td>
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</tr>
<tr>
<td></td>
<td>Skilled Trades</td>
<td>Health Care</td>
<td>Counseling</td>
<td>Scientific or Technical Fields</td>
</tr>
<tr>
<td></td>
<td>Agriculture</td>
<td>Business</td>
<td>Writing</td>
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<tr>
<td></td>
<td>Law Enforcement</td>
<td>Law Enforcement</td>
<td>Arts</td>
<td></td>
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<tr>
<td></td>
<td>Military</td>
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<tr>
<td></td>
<td>Technical Fields</td>
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<tr>
<td></td>
<td>Focus work hands-on with data or things and analyze</td>
<td>Focus use gentle nature and attention to detail, in service-related positions</td>
<td>Focus use creativity to honor or support their values</td>
<td>Focus apply objective analysis of problems and technical expertise in military environment</td>
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<td>ENTP</td>
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<tr>
<td></td>
<td>Occupational Trends:</td>
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<td></td>
<td>Counseling</td>
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<td>Science</td>
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<td>Marketing</td>
<td>Teaching</td>
<td>Religion</td>
<td>Management</td>
</tr>
<tr>
<td></td>
<td>Skilled Trades</td>
<td>Child Care</td>
<td>Arts</td>
<td>Technology</td>
</tr>
<tr>
<td></td>
<td>Business</td>
<td>Skilled Trades</td>
<td></td>
<td>Arts</td>
</tr>
<tr>
<td></td>
<td>Law Enforcement</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Focus take action work hands-on and attend to details</td>
<td>Focus use outgoing nature and enthusiasm to help people with practical needs</td>
<td>Focus use creativity and communication to foster growth in others</td>
<td>Focus continuously take on new challenges and solve problems</td>
</tr>
<tr>
<td>ESTP</td>
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<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Occupational Trends:</td>
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<td></td>
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<td>Religion</td>
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<tr>
<td></td>
<td>Administration</td>
<td>Health Care</td>
<td>Arts</td>
<td>Leadership</td>
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<tr>
<td></td>
<td>Law Enforcement</td>
<td>Religious Settings</td>
<td>Teaching</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Focus use logic and organization of the facts to get tasks done</td>
<td>Focus use their personal concern to provide service to others</td>
<td>Focus help others with their emotional, intellectual and spiritual growth</td>
<td>Focus use analysis, strategic planning, and organization to get tasks completed</td>
</tr>
</tbody>
</table>
On The Job Stressors By Type

Try to select careers where you will avoid or minimize the following stressors for your personality preferences.

Job Stressors for:

**Extraverts**
- Working alone
- Having to communicate by email
- Lengthy work periods with no interruptions
- Having to reflect before taking action
- Having to focus in-depth on one thing
- Getting feedback only in writing

**Introverts**
- Working with others
- Talking on the phone a lot
- Frequent interruptions
- Having to act quickly without reflection
- Having too many concurrent tasks/demands
- Getting frequent verbal feedback

**Sensing Types**
- Attending to own and others’ insights
- Having to do old things in new ways
- Having to give an overview without details
- Looking for the meaning in facts
- Focusing on possibilities
- Too many complexities

**iNTuitive Types**
- Having to attend to realities
- Having to do things the proven way
- Having to attend to details
- Checking the accuracy of facts
- Needing to focus on past experience
- Being required to be practical

**Thinking Types**
- Using personal experience to assess situations
- Adjusting to individual differences and needs
- Noticing and appreciating what is positive
- Focusing on processes and people
- Using empathy/personal values to make decisions
- Having others react to questioning as divisive

**Feeling Types**
- Analyzing situations objectively
- Setting criteria and standards
- Critiquing and focusing on flaws
- Focusing only on tasks, not people
- Using logic alone to make decisions
- Asking questions that feel divisive

**Judging Types**
- Waiting for structure to emerge from the process
- Being expected to use “inner timing”
- Working with too flexible time frames/deadlines
- Having to marshal energy at the last minute
- Staying open to reevaluation of tasks
- Dealing with surprises
- “Winging” it

**Perceiving Types**
- Having to organize self or others
- Working within time frames and deadlines
- Others’ distrust of last minute energy
- Having to finish and move on
- Developing contingency plans
- Being required to plan ahead
- Being on time

Source: Consulting Psychologists Press MBTI Manual
CAREERS TO CONSIDER

ENFJ

“Insightful Contributors”

Actor
Administrative Assistant
Adult Education Teacher
Advertising Account Manager
Advertising Director
Alcohol/Addiction Counselor
Art Teacher
Artist
Athletic Coach
Bank Manager
Bank Teller
Bilingual Education Teacher
Bookkeeper
Business Manager
Career Counselor
Caterer
Child Welfare Worker
Child-care Worker
Clergy/Ministry
Communications Director
Community College Professor
Community Health Provider
Composer
Construction Worker
Corporate Trainer
Corrections Officer
Cosmetologist
Crisis/Suicide Counselor
Dean of Students
Dental Assistant
Dental Hygienist
Dentist
Designer
Dietitian
Diversity Consultant
Drama Teacher
Eco-tourism Specialist
Editor
Elementary School Teacher
Employee Assistance Counselor
English Teacher
Entertainer

Family Physician
Flight Attendant
Fund-raiser
Funeral Home Director
Graphic Designer
Guidance Counselor
Hairdresser
Health Education Practitioner
Health Teacher
Home Economist
Human Resources Administrator
Insurance Agent
Interpreter
Journalist
Language Teacher
Legal Assistant
Librarian
Licensed Practical Nurse
Lifeguard
Magazine Editor
Management Consultant
Marketing Executive
Massage Therapist
Media Communications Specialist
Medical Assistant
Medical Secretary
Medical Technician
Middle School Teacher
Music Teacher
Musician
Newscaster
Non-profit Director
Nurse
Nursing Consultant
Nursing Educator
Nutritionist
Occupational Therapist
Office Manager
Optician
Optometrist
Pediatric Medicine
Pharmacist
Pharmacy Technician
Physical Therapist
Police Detective
Preschool Teacher
Program Designer
Psychiatrist
Psychologist
Public Relations Specialist
Radiology Technologist
Reading Teacher
Real Estate Agent
Receptionist
Recreational Director
Recruiter
Residential Housing Director
Respiratory Therapist
Sales Associate
Sales Manager
Secretary
Security Guard
Small Business Executive
Social Services Worker
Social Worker
Special Education Teacher
Speech Pathologist
Supervisor
Teacher’s Aide
Translator
Travel Agent
TV Producer
Veterinarian
Writer
### CAREERS TO CONSIDER

**ENFP**  
*“Compassionate Explorers”*

<table>
<thead>
<tr>
<th>Actor</th>
<th>Health and Wellness Teacher</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advertiser Account Manager</td>
<td>Health Care Worker</td>
</tr>
<tr>
<td>Advertising Creative Director</td>
<td>Holistic Health Practitioner</td>
</tr>
<tr>
<td>Alcohol/Addiction Counselor</td>
<td>Human Resources Manager</td>
</tr>
<tr>
<td>Art Teacher</td>
<td>Human Resources Personnel</td>
</tr>
<tr>
<td>Attorney</td>
<td>Human Resources Trainer</td>
</tr>
<tr>
<td>Bilingual Education Teacher</td>
<td>Interior Decorator/Designer</td>
</tr>
<tr>
<td>Biologist</td>
<td>Inventor</td>
</tr>
<tr>
<td>Business Consultant</td>
<td>Investment Counselor</td>
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<tr>
<td>Career Counselor</td>
<td>Journalist</td>
</tr>
<tr>
<td>Cartoonist</td>
<td>Leadership Consultant</td>
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<tr>
<td>Character Actor</td>
<td>Legal Mediator</td>
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<tr>
<td>Chemical Engineer</td>
<td>Magazine Art Director</td>
</tr>
<tr>
<td>Child Welfare Counselor</td>
<td>Management Consultant</td>
</tr>
<tr>
<td>Columnist</td>
<td>Manager</td>
</tr>
<tr>
<td>Community College Professor</td>
<td>Marketing Consultant</td>
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<tr>
<td>Composer</td>
<td>Marketing Executive</td>
</tr>
<tr>
<td>Computer Programmer</td>
<td>Massage Therapist</td>
</tr>
<tr>
<td>Computer Specialist</td>
<td>Mechanical Engineer</td>
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<td>Computer Systems Analyst</td>
<td>Merchandise Planner</td>
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<tr>
<td>Conference Planner</td>
<td>Music Teacher</td>
</tr>
<tr>
<td>Construction Worker</td>
<td>Musician</td>
</tr>
<tr>
<td>Consultant</td>
<td>Newscaster</td>
</tr>
<tr>
<td>Copy Writer</td>
<td>Nutritionist</td>
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<tr>
<td>Corporate Trainer</td>
<td>Occupational Therapist</td>
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<tr>
<td>Corrections Officer</td>
<td>Ombudsman</td>
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<tr>
<td>Dental Hygienist</td>
<td>Outplacement Consultant</td>
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<tr>
<td>Development Director</td>
<td>Pastor</td>
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<tr>
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<td>Photographer</td>
</tr>
<tr>
<td>Diversity Trainer</td>
<td>Physical Therapist</td>
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<tr>
<td>Drama Teacher</td>
<td>Physician</td>
</tr>
<tr>
<td>Early Childhood Ed. Teacher</td>
<td>Political Analyst</td>
</tr>
<tr>
<td>Editor</td>
<td>Politician</td>
</tr>
<tr>
<td>Educational Consultant</td>
<td>Preschool Teacher</td>
</tr>
<tr>
<td>Electrician</td>
<td>Probation Officer</td>
</tr>
<tr>
<td>Employee Assistance Counselor</td>
<td>Psychiatrist</td>
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<tr>
<td>Employment Development Specialist</td>
<td>Psychologist</td>
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<td>Engineer</td>
<td>Public Relations Specialist</td>
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<td>English Teacher</td>
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<td>Publicist</td>
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<td>PublicityWriter</td>
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<td>Environmental Attorney</td>
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<td>Fine Artist</td>
<td>Religious Worker</td>
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<td>Research Assistant</td>
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<td>Research Assistant</td>
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<td>Restaurant Owner</td>
<td>Salesperson</td>
</tr>
<tr>
<td>School Guidance Counselor</td>
<td>Scientific Investigator</td>
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<tr>
<td>Scientific Researcher</td>
<td>Screenwriter</td>
</tr>
<tr>
<td>Social Worker</td>
<td>Special Education Teacher</td>
</tr>
<tr>
<td>Speech Pathologist</td>
<td>Speech-Language Pathologist</td>
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<tr>
<td>Strategic Planner</td>
<td>Vocational Counselor</td>
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</tbody>
</table>
| Writer | ""
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<tr>
<th>CAREERS TO CONSIDER</th>
<th>ENTJ</th>
<th>&quot;Insightful Expeditors&quot;</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accountant</td>
<td>Guard</td>
<td>Human Resources Professional</td>
</tr>
<tr>
<td>Actor</td>
<td></td>
<td>Insurance Agent</td>
</tr>
<tr>
<td>Administrator</td>
<td></td>
<td>International Sales and Marketing</td>
</tr>
<tr>
<td>Advertising Account Manager</td>
<td></td>
<td>Investigator</td>
</tr>
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<td>Mortgage Broker</td>
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<td>Computer Analyst</td>
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<td>Network Integration Specialist</td>
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<tr>
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<td>Nurse</td>
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<tr>
<td>Cook</td>
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<td>Office Manager</td>
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<td>Corporate Finance Attorney</td>
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<td>Pork Ranger</td>
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<td>Corporate Trainer</td>
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<td>Personnel Manager</td>
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<td>Corrections Officer</td>
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<td>Pharmaceutical Sales Manager</td>
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<td>Crafts Worker</td>
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<td>Pharmacist</td>
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<td>Credit Investigator</td>
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<td>Data Analyst</td>
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<td>Probation Officer</td>
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<td>Dentist</td>
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<tr>
<td>Detective</td>
<td></td>
<td>Psychiatrist</td>
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<tr>
<td>Economics Analyst</td>
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<td>Psychologist</td>
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<td>Economist</td>
<td></td>
<td>Public Official</td>
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<td>Education Consultant</td>
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<td>Public Relations Specialist</td>
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<td>Electronics Expert</td>
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<td>Purchasing Agent</td>
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<td>Employment Specialist</td>
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<td>Real Estate Agent</td>
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<td>Engineer</td>
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<td>Researcher</td>
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<td>English Teacher</td>
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<td>Salesperson</td>
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<tr>
<td>Farmer</td>
<td></td>
<td>School Principal</td>
</tr>
<tr>
<td>Financial Advisor</td>
<td></td>
<td>Science Principal</td>
</tr>
<tr>
<td>Financial Planner</td>
<td></td>
<td>Science Teacher</td>
</tr>
<tr>
<td>Fine Artist</td>
<td></td>
<td>Scientist</td>
</tr>
<tr>
<td>Franchise Owner</td>
<td></td>
<td>Security Guard</td>
</tr>
<tr>
<td>Funeral Director</td>
<td></td>
<td>Social Science Teacher</td>
</tr>
<tr>
<td>General Contractor</td>
<td></td>
<td>Social Scientist</td>
</tr>
<tr>
<td>Government Employee</td>
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</tbody>
</table>
### CAREERS TO CONSIDER

**ENTP**  
*“Logical Explorers”*

CAREERS TO CONSIDER

ESFJ

“Practical Contributors”

Actor
Adult Education Teacher
Advertising
Alcohol/Addiction Counselor
Art Teacher
Artist
Athletic Coach
Bilingual Educator
Bookkeeper
Business Administrator
Business Manager
Career Counselor
Caterer
Child Care Worker
Child Welfare Worker
Communications Director
Community College Professor
Community Health Worker
Construction Worker
Corrections Officer
Cosmetologist
Counselor
Credit Counselor
Crisis/Suicide Counselor
Customer Service Representative
Dental Assistant
Dental Hygienist
Dentist
Designer
Dietitian
Drama Teacher
Eco-Tourism Specialist
Editor
Elementary School Teacher
Employee Assistance Counselor
English Teacher
Entertainer
Family Physician
Flight Attendant
Funeral Home Director
Fund-raiser
Genealogist
Graphic Designer
Guard

Hairdresser
Health Education Practitioner
Health Teacher
High School Teacher
Home Economist
Home Health Aide
Home Health Care Services
Host/Hostess
Human Resources Administrator
Insurance Agent
Interpreter
Journalist
Language Arts Teacher
Legal Assistant
Librarian
Licensed Practical Nurse
Lifeguard
Management Consultant
Massage Therapist
Media Communications Specialist
Medical Assistant
Medical Secretary
Medical Technician
Merchandise Planner
Middle School Teacher
Minister/Priest/Rabbi
Music Teacher
Musician
Nurse
Nursing Consultant
Nursing Educator
Nutritionist
Occupational Therapist
Office Manager
Optician
Optometrist
Paralegal
Pediatric Medicine
Pharmacist
Pharmacy Technician
Physical Therapist
Police Detective
Preschool Teacher
Primary Care Physician
Psychiatrist
Psychologist
Public Relations Specialist
Radiology Technologist
Reading Teacher
Real Estate Agent
Real Estate Broker
Receptionist
Recreational Director
Religious Educator
Respiratory Therapist
Restaurant Worker
Retail Owner/Operator
Sales Associate
Sales Manager
Secretary
Site Supervisor
Social Worker
Special Education Teacher
Speech Pathologist
Supervisor
Teacher’s Aide
Telemarketer
Translator
Typist
Veterinarian
Writer
CAREERS TO CONSIDER

ESFP

“Compassionate Responders”

Adult Education Teacher  Floral Designer  Police Detective
Aeronautical Engineer    Fund-raiser     Police Officer
Athletic Coach           General Contractor  Preschool Teacher
Auditor                 Guard          Primary Care Physician
Biologist               Hairdresser    Probation Officer
Bookkeeper              High School Teacher  Project Editor
Carpenter               Host/Hostess    Promoter
Chef                    Insurance Agent  Public Health Nurse
Child Care Provider     Investigator   Public Relations Specialist
Child Welfare Counselor  Journalist     Radiological Technician
Clerical Supervisor     Labor Relations Mediator  Real Estate Agent
Comedian                Laboratory Technologist  Receptionist
Community Health Worker  Laborer        Recreation Attendant
Computer Programmer     Land Developer   Rehabilitation Counselor
Construction Worker     Library Staff Member  Reporter
Consultant              Licensed Practical Nurse (LPN)  Respiratory Therapist
Corporate Trainer       Lifeguard       Retail Merchandiser/Planner
Correctional Officer    Machine Operator  Salesperson
Cosmetologist           Marine Biologist  Secretary
Counselor               Marketing Specialist  Small Business Manager
Critical Care Nurse     Mason          Special Events Producer
Dancer                  Massage Therapist  Social Worker
Dental Assistant        Mechanic       Special Events Producer
Dental Hygienist        Mediator        Stockbroker
Designer                Medical Assistant  Tour Agent
Dietitian               Medical Technician  Tour Operator
Diversity Trainer       Middle School Teacher  Transportation Worker
Dog Trainer             Musician        Travel Agent
Early Childhood Education Teacher  Negotiator  Veterinary Assistant
Editor                  Nurse Aide      Veterinary Technician
Electrician             Nutritionist    Waitperson
Electronics Technician   Occupational Therapist  
Elementary Education Teacher  Optician
Emergency Medical Technician  Optometrist  
Emergency Response Worker  Park Ranger  
Emergency Room Nurse  Performer  
Engineer                Pharmacist     
Entertainment Promoter   Pharmacy Technician  
Exercise Physiologist    Photographer  
Farmer                  Physical Therapist  
Film Producer           Physician’s Assistant  
Financial Advisor       Pilot         
Firefighter             Plumber
CAREERS TO CONSIDER

ESTJ

“Practical Expeditors”

Accountant  | Government Administrator | Steelworker
Accounting Internal Auditor | Health Services Administrator | Stock Broker
Actor | Human Resources Administrator | Supervisor
Architect | Insurance Agent | Technical Teacher
Attorney | Judge | Technical Trainer
Auditor | Law Enforcement Officer | Telecommunications Security
Bank Officer | Legal Assistant |
Banker | Loan Officer |
Biologist | Logistics and Supply Manager |
Budget Analyst | Management Consultant |
Business Consultant | Marketing Professional |
Business Executive | Medical Technician |
Chemist | Military Officer |
Chief Information Officer (CIO) | Mortgage Broker |
Clinical Technician | Nurse |
Community Health Worker | Office Manager |
Computer Analyst | Paralegal |
Computer Specialist | Park Ranger |
Construction Worker | Pharmaceutical Sales |
Cook | Pharmacist |
Corporate Trainer | Photographer |
Corrections Officer | Physician: General Manager |
Credit Analyst | Police Officer |
Credit Investigator | Primary Care Physician |
Criminal Investigator | Private Investigator |
Data Analyst | Probation Officer |
Database Manager | Project Manager |
Dentist | Psychiatrist |
Designer | Psychologist |
Detective | Public Official |
Economics Analyst | Public Relations Specialist |
Educational Consultant | Purchasing Agent |
EEG Technician | Real Estate Agent |
Electronics Expert | Regulatory Compliance Officer |
Engineer | Researcher |
English Teacher | Sales Manager |
Factory Supervisor | Salesperson |
Farmer | School Principal |
Financial Advisor | Science Teacher |
Financial Planner | Scientist |
Fine Artist | Security Guard |
Franchise Owner | Social Science Teacher |
Funeral Director | Social Scientist |
General Contractor | Social Worker |
CAREERS TO CONSIDER
ESTP
“Logical Responders”

Aeronautical Engineer
Artisan
Athletic Coach
Auctioneer
Auditor
Banker
Bartender
Biologist
Bookkeeper
Budget Analyst
Carpenter
Cashier
Chef
Child Care Worker
Clerical Supervisor
Clerical Worker
Community Health Worker
Computer Programmer
Construction Worker
Consultant
Correctional Officer
Cosmetologist
Counselor
Craft Worker
Critical Care Nurse
Dancer
Dental Assistant
Dental Hygienist
Designer
Detective
Editor
Electrician
Electronics Technician
Emergency Medical Technician
Emergency Response Worker
Engineer
Farmer
Film Producer
Financial Advisor
Firefighter
Fitness Instructor
Flight Attendant
Floral Designer
General Contractor
Guard
Hairdresser
Insurance Agent
Insurance Fraud Investigator
Insurance Sales
Investigator
Laboratory Technologist
Lavender
Land Developer
Library Worker
Life Guard
Logistic and Supply Manager
Machine Operator
Marine Biologist
Marketing Specialist
Mason
Mechanic
Mediator
Medical Assistant
Medical Technician
Musician
Negotiator
News Reporter
Nursing Aide
Optometrist
Paramedic
Park Ranger
Performer
Pharmacist
Photographer
Physical Therapist
Physicians Assistant
Pilot
Plumber
Police Officer
Preschool / High School Teacher
Primary Care Physician
Private Investigator
Probation Officer
Professional Athlete
Project Editor
Promoter
Public Health Nurse
Public Relations Specialist
Purchasing Agent
Radiological Technician
Real Estate Agent
Recreational Attendant
Receptionist
Rehabilitation Counselor
Reporter
Respiratory Therapist
Sales Person
Small Business Manager
Social Services Worker
Special Events Producer
Sports Caster
Sports Medic
Sports Merchandise Sales
Stockbroker
Teacher (Adult Education)
Tour Agent
Transportation Worker
Travel Agent
Veterinary Assistant
Veterinarian
Waitperson
CAREERS TO CONSIDER

INFJ

“Compassionate Visionaries”

Health Care Administrator          Aeronautical Engineer          Military Officer
Community Health Worker            Bookkeeper                     Police Officer
Pharmacist                        Cashier                         Pollution Control Specialist
Pharmacy Technician                Computer Operator                Regulatory Compliance Officer
Physician                         Curator                         Cleaning Service Worker
Veterinarian                      Library Assistant                Crafts Worker
Social Services Administrator      Office/Clerical Worker          Farmer
Education Administrator           Secretary                      Machine Equipment or Process
Corrections Officer                Architect                       Operator
Supervisor in various fields       Interior Decorator               Mechanic
Electrician                       Musician                       Steelworker
CAREERS TO CONSIDER
INFP

“Insightful Enhancers”

Actor
Administrative Assistant
Animal Groomer
Architect
Artist
Audiologist
Beautician
Bilingual Education Teacher
Bioligist
Book Keeper
Botanist
Carpenter
Child Welfare Counselor
Child-Care Worker
Church Worker
Cleaning Service
Clinical Supervisor
Clerk
College Professor
Composer
Computer Operator
Construction Worker
Consultant
Cook
Correction Officer
Counselor
Crafts Worker
Crisis Hotline Operator
Customer Service Representative
Dental Assistant
Dental Hygienist
Designer
Dietitian
Diversity Manager
Early Childhood Teacher
Editor
Educational Consultant
Electrician
Electronic Technician
Employee Assistant Counselor
Employment Developer
Engineer
Entertainer
Executive Secretary

Fashion Designer
Fine Artist
Forester
Gardener
Geologist
Graphic Designer
Health Technologist
Health-Service Worker
Holistic Health Practitioner
Home Health Social Worker
Human Resources Specialist
Interior Design
Interpreter
Journalist
Laboratory Technologist
Landscape Designer
Legal Assistant
Legal Mediator
Librarian
Licensed Practical Nurse
Lifeguard
Machine Operator
Marine Biologist
Massage Therapist
Mechanic
Media Specialist
Medical Assistant
Medical Technologist
MINISTER
Missionary
Musician
Novelist
Nursing Aide
Nutritionist
Occupational Therapist
Optician
Optometrist
Personal Coach
Pharmacy Technician
Physician
Pilot
Police Detective
Police Officer
Priest
Psychiatrist
Psychologist
Public Health Nurse
Public Health Nurse
Recreational Attendant
Registered Nurse
Religious Educator
Religious Worker
Reporter
Researcher
Respiratory Therapist
School Bus Driver
Secretary
Social Scientist
Social Worker
Special Education Teacher
Speech Language Pathologist
Surveyor
Teacher Grades K-12
Teacher's Aide
Therapist
Therapist Physical
Trainer
Translator
Veterinarian Assistant
Waitperson
Writer
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<tr>
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<th>INTJ</th>
<th>&quot;Logical Visionaries&quot;</th>
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<tbody>
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<td>Actor</td>
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<td>Writer</td>
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<td>Auditor</td>
<td>Marketing Professional</td>
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<tr>
<td>Biologist</td>
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<td>Composer</td>
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<td>Occupational Therapist</td>
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<td>Operations Researcher Engineer</td>
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<td>Designer</td>
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<td>Dietitian</td>
<td>Photographer</td>
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<td>Economist</td>
<td>Physician</td>
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<td>Editor</td>
<td>Psychiatrist</td>
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<td>Editor/Art Director</td>
<td>Public Relations Specialist</td>
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<td>Education Consultant</td>
<td>Publicist</td>
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<td>Engineer</td>
<td>Religious Worker</td>
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<td>Entertainer</td>
<td>Reporter</td>
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<td>Freelance Media Planner</td>
<td>School Principal</td>
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<td>Information Services Specialist</td>
<td>Social Services Worker</td>
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<td>Software and Systems Developer</td>
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<td>Speech Pathologist</td>
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<td>International Banker</td>
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<tr>
<td>Interpreter</td>
<td>Teacher</td>
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<tr>
<td>Inventor</td>
<td>Telecommunications Expert</td>
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</table>
CAREERS TO CONSIDER

INTP

“Insightful Analyzers”

Accountant  Guard  Psychoanalyst
Actor        Health Practitioner  Psychologist
Archaeologist Historian  Public Relations Specialist
Architect    Information Services Developer  Purchasing Agent
Attorney     Intelligence Agent  Race-Car Driver
Biologist    Interpreter  Researcher
Biomedical Engineer  Investigator  Respiratory Therapist
Carpenter    Investor  School Bus Driver
Change Management Consultant  Investment Banker  Scientist
Chemist      Journalist  Securities Analyst
Cleaning-Service Worker  Judge  Social Scientist
College Administrator  Laboratory Technician  Steel Worker
College Faculty Administrator  Laborer  Strategic Planner
College Teacher/advanced students  Lawyer  Surveyor
Commercial Artist  Legal Assistant  Systems Analyst/Data Base
Computer Analyst  Legal Mediator  Teacher
Computer Programmer  Logician  Technical Trainer
Computer Repair Technician  Machine Operator  Translator
Computer Software Designer  Manager  Transportation Operator
Computer Software Developer  Marine Biologist  Veterinarian
Computer Specialist  Mathematician  Writer
Construction Worker  Mechanic
Cook         Medical Technologist
Corrections Officer  Military Officer
Counselor    Musician
Crafts Worker  Network Integration Specialist
Creative writer  Neurologist
Dancer       New Market Conceptualizer
Dentist      Occupational Therapist
Dental Assistant  Optometrist
Dental Hygienist  Park Ranger
Detective    Pharmacist
Economist    Pharmacist
Editor       Philosopher
Electrical Technologist  Photographer
Electrician  Photographer
Electronic Technologist  Physical Therapist
Emergency Medical Technician  Physician
Engineer  Physicist
Entertainer  Pilot
Farmer       Plastic Surgeon
Financial Planner  Police Officer
Fine Artist  Probation Officer
Firefighter  Product Conceptualizer
CAREERS TO CONSIDER

**ISFJ**

"Compassionate Assimilators"

<table>
<thead>
<tr>
<th>Accountant</th>
<th>Financial Manager</th>
<th>Nurse Aide</th>
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<tbody>
<tr>
<td>Actuary</td>
<td>Financial Analyst</td>
<td>Nurse Educator</td>
</tr>
<tr>
<td>Aeronautical Engineer</td>
<td>Food-Service Worker</td>
<td>Nursing Consultant</td>
</tr>
<tr>
<td>Air Force Personnel</td>
<td>Genealogist</td>
<td>Nutritionist</td>
</tr>
<tr>
<td>Alcohol/Addiction Counselor</td>
<td>General Practice Physician</td>
<td>Optician</td>
</tr>
<tr>
<td>Architect</td>
<td>Geologist</td>
<td>Paralegal</td>
</tr>
<tr>
<td>Artist</td>
<td>Guard</td>
<td>Personnel Manager</td>
</tr>
<tr>
<td>Auditor</td>
<td>Guidance Counselor</td>
<td>Pharmacist</td>
</tr>
<tr>
<td>Banker</td>
<td>Harddresser</td>
<td>Pharmacy Technician</td>
</tr>
<tr>
<td>Bookkeeper</td>
<td>Health Care Administrator</td>
<td>Physical Therapist</td>
</tr>
<tr>
<td>Cashier</td>
<td>Health Education Practitioner</td>
<td>Physician</td>
</tr>
<tr>
<td>Chemist</td>
<td>Health Services Worker</td>
<td>Police Detective</td>
</tr>
<tr>
<td>Child Care Worker</td>
<td>Health Technologist</td>
<td>Police Officer</td>
</tr>
<tr>
<td>Child Welfare counselor</td>
<td>Home Health Care Sales</td>
<td>Pollution Control Specialist</td>
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<tr>
<td>Cleaning Service Worker</td>
<td>Home Health Social Worker</td>
<td>Preschool Teacher</td>
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<tr>
<td>Clerical Assistant or Office Worker</td>
<td>Information Officer</td>
<td>Priest or Spiritual Advisor</td>
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<tr>
<td>Clerical Supervisor</td>
<td>Inkeeper</td>
<td>Probation Officer</td>
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<tr>
<td>Community Health Worker</td>
<td>Insurance Underwriter</td>
<td>Public Health Nurse</td>
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<tr>
<td>Computer Analyst</td>
<td>Interior Decorator</td>
<td>Purchasing Agent</td>
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<tr>
<td>Computer Operator</td>
<td>Judge</td>
<td>Radiological Technician</td>
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<td>Computer Technician</td>
<td>Lab Technologist</td>
<td>Reading Teacher</td>
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<tr>
<td>Corrections Officer</td>
<td>Labor Relations Worker</td>
<td>Real Estate Agent</td>
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<tr>
<td>Cosmetologist</td>
<td>Legal Assistant</td>
<td>Real Estate Broker</td>
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<td>Counselor</td>
<td>Librarian</td>
<td>Regulatory Compliance Officer</td>
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<tr>
<td>Crafts Worker</td>
<td>Library Assistant</td>
<td>Religious Education Teacher</td>
</tr>
<tr>
<td>Credit Counselor</td>
<td>Licensed Practical Nurse</td>
<td>Researcher</td>
</tr>
<tr>
<td>Critical Care Nurse</td>
<td>Machine Equipment Operator</td>
<td>Respiratory Therapist</td>
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<td>Curator</td>
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<td>Retail Business Owner</td>
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<td>Management Executive</td>
<td>School Principal</td>
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<tr>
<td>Dental Assistant</td>
<td>Manager - Business</td>
<td>Secretary</td>
</tr>
<tr>
<td>Dental Hygienist</td>
<td>Manager - Government</td>
<td>Site Supervisor</td>
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<tr>
<td>Dentist</td>
<td>Manager - Law Enforcement</td>
<td>Social Services Administrator</td>
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<tr>
<td>Detective</td>
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<td>Social Worker</td>
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<td>Dietitian</td>
<td>Mechanic</td>
<td>Special Education Teacher</td>
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<tr>
<td>Education Administrator</td>
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<td>Speech Pathologist</td>
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<td>Efficiency Analyst</td>
<td>Medical Records Administrator</td>
<td>Speech Therapist</td>
</tr>
<tr>
<td>Electrical Engineer</td>
<td>Medical Technologist</td>
<td>Steelworker</td>
</tr>
<tr>
<td>Electrician</td>
<td>Merchandise Planner</td>
<td>Supervisor</td>
</tr>
<tr>
<td>Electronic Engineering Technician</td>
<td>Meteorologist</td>
<td>Teacher Aide</td>
</tr>
<tr>
<td>Elementary School Teacher</td>
<td>Military Officer</td>
<td>Technical Teacher</td>
</tr>
<tr>
<td>Engineer</td>
<td>Minister</td>
<td>Technical Writer</td>
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<tr>
<td>Engineering Technologist</td>
<td>Musician</td>
<td>Trades Teacher</td>
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<td>Family Physician</td>
<td>Nurse</td>
<td>Veterinarian</td>
</tr>
<tr>
<td>Farmer</td>
<td>Nurse Administrator</td>
<td>Word Processor</td>
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</table>
CAREERS TO CONSIDER

ISFP

“Practical Enhancers”

Actor
Administrative Assistant
Alcohol/Drug Counselor
Animal Groomer
Animal Trainer
Architect
Art Teacher
Artist
Bесuсian
Biolоgist
Bookkeeper
Botanist
Carpenter
Chef
Child Care Worker
Child Welfare Counselor
Cleaning Service Worker
Clerical Supervisor
Clerk
Composer
Computer Operator
Construction Worker
Cook
Corrections Officer
Crafts Worker
Crisis Counselor
Crisis Hotline Operator
Customer Service Representative
Dancer
Dental Assistant
Dental Hygienist
Designer
Dietitian
Drama Teacher
Early Childhood Education Teacher
Editor
Educational Consultant
Educational Counselor
Electrician
Electronic Technician
Elementary School Teacher
Engineer
English Teacher
Entertainer
Executive Secretary
Exercise Physiologist
Fashion Designer
Fine Artist
Forester
Gardener
Geologist
Graphic Designer
Health Service Worker
High School Teacher
Home Health Care Sales
Home Health Social Worker
Human Resources Specialist
Interior Designer
Jeweler
Journalist
Laboratory Technologist
Landscape Designer
Legal Assistant
Legal Secretary
Librarian
Licensed Practical Nurse
Lifeguard
Machine Operator
Marine Biologist
Massage Therapist
Mechanic
Media Specialist
Medical Assistant
Medical Technologist
Merchandise Planner
Musician
Nursing Aide
Nutritionist
Occupational Therapist
Optician
Optometrist
Painter
Paralegal
Personal Coach
Personal Trainer
Pharmacy Technician
Physician
Physical Therapist
Police Detective
Police Officer
Potter
Psychiatrist
Psychologist
Public Health Nurse
Reading Teacher
Recreational Attendee
Registered Nurse
Rehabilitation Counselor
Religion Teacher
Religious Worker
Reporter
Researcher
Respiratory Therapist
Sales Representative
School Bus Driver
Secretary
Social Scientist
Social Worker
Special Education Teacher
Sports Equipment Sales
Storekeeper
Surveyor
Tapestry Worker
Teacher’s Aide
Therapist
Translator or Interpreter
Travel Sales
Typist
Veterinarian Assistant
Visiting Nurse
Vocational Counselor
Waiter/Waitress
Writer
Youth Counselor
<table>
<thead>
<tr>
<th>Occupation</th>
<th>Occupation</th>
<th>Occupation</th>
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<tr>
<td>Accountant</td>
<td>Health Care Administrator</td>
<td>Regulatory Compliance Officer</td>
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<td>Information Officer</td>
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<td>Aeronautical Engineer</td>
<td>Insurance Underwriter</td>
<td>Researcher</td>
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<td>Air Force Personnel</td>
<td>Interior Decorator</td>
<td>Site Supervisor</td>
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<td>Architect</td>
<td>IRS Agent</td>
<td>School Principal</td>
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<tr>
<td>Artist</td>
<td>Judge</td>
<td>Secretary</td>
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<td>Auditor</td>
<td>Lab Technologist</td>
<td>Social Services Administrator</td>
</tr>
<tr>
<td>Banker</td>
<td>Labor Relations Worker</td>
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<td>Bookkeeper</td>
<td>Law Enforcement Manager</td>
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<td>Business Manager</td>
<td>Legal Assistant</td>
<td>Speech Pathologist or Therapist</td>
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<tr>
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<td>Librarian</td>
<td>Steelworker</td>
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<td>Chemist</td>
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<tr>
<td>Child-care Worker</td>
<td>Machine Equipment Operator</td>
<td>Teacher's Aide</td>
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<td>Cleaning Service Worker</td>
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<td>Community Health Worker</td>
<td>Manager/Supervisor</td>
<td>Technical/Trades Teacher</td>
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<td>Computer Analyst</td>
<td>Mathematician</td>
<td>Veteranan</td>
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<td>Computer Operator</td>
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<td>Word Processing Specialist</td>
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<td>Computer Technician</td>
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<tr>
<td>Consultant</td>
<td>Military Officer</td>
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<tr>
<td>Corrections Officer</td>
<td>Minister</td>
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<td>Cosmetologist</td>
<td>Musician</td>
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<td>Counselor</td>
<td>Nursing Administrator</td>
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<tr>
<td>Crafts Worker</td>
<td>Nursing Educator</td>
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<td>Curator</td>
<td>Office Clerical Worker</td>
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<tr>
<td>Customer Service Representative</td>
<td>Office Manager</td>
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<td>Dentist</td>
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<td>Detective</td>
<td>Personnel Manager</td>
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<td>Efficiency Analyst</td>
<td>Pharmacy Technician</td>
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<td>Electrical Engineering Technician</td>
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<td>Electrician</td>
<td>Physician</td>
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<tr>
<td>Elementary School Teacher</td>
<td>Physician</td>
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<tr>
<td>Engineer</td>
<td>Police Detective</td>
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<tr>
<td>Engineering Technologist</td>
<td>Police Officer</td>
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<tr>
<td>Executive Manager/Supervisor</td>
<td>Pollution Control Specialist</td>
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<tr>
<td>Farmer</td>
<td>Preschool Teacher</td>
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<tr>
<td>Financial Planner/Manager</td>
<td>Priest or Spiritual Advisor</td>
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<td>Food-service Worker</td>
<td>Probation Officer</td>
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<tr>
<td>Geologist</td>
<td>Public Health Nurse</td>
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<tr>
<td>Government Manager</td>
<td>Purchasing Agent</td>
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<tr>
<td>Guard</td>
<td>Reading Teacher</td>
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<tr>
<td>Hairdresser</td>
<td>Real Estate Agent</td>
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CAREERS TO CONSIDER
ISTP
“Practical Analyzers”

Accountant
Actor
Adult Education Teacher
Airline Mechanic
Architect
Attorney
Automotive Products Retailer
Banker
Biologist
Carpenter
Chemist
Cleaning Service Worker
College Administrator
Commercial Artist
Computer Programmer
Computer Repair Technician
Computer Specialist
Computer Systems Analyst
Construction Worker
Cook
Corrections Officer
Crafts Worker
Crisis Counselor
Dental Assistant
Dental Hygienist
Dentist
Detective
Detective
Economist
Editor
EEG Technologist
Electrical Technologist
Electrician
Electronics Specialist
Emergency Medical Technician
Engineer
Entertainer
Exercise Physiologist
Farmer
Financial Planner
Fine Artist
Fire Fighter
Fire Marshal
Firefighter

Health Practitioner
Hunter
Information Services Developer
Intelligence Agent
Interpreter or Translator
Inventor
Investment Banker
Journalist
Judge
Laboratory Technician
Laborer
Legal Assistant
Legal Investigator
Legal Mediator
Legal Secretary
Logistics and Supply Manager
Machine Operator
Manager - Government
Manager - Small Business
Manager - Utilities
Marine Biologist
Mathematician
Mathematics Teacher
Mechanic
Medical Technologist
Military Officer
Musician
Network Integration Specialist
Occupational Therapist
Office Manager
Optometrist
Paralegal
Park Ranger
Pharmaceutical Sales
Pharmacist
Photographer
Physical Therapist
Physician
Pilot
Plastic Surgeon
Police Officer
Private Investigator
Probation Officer
Psychiatrist

Psychologist
Public Relations Specialist
Purchasing Agent
Race Car Driver
Researcher
Respiratory Therapist
School Bus Driver
Securities Analyst
Security Guard
Social Scientist
Software Designer
Software Developer
Sports Equipment Merchandising
Sports Equipment Sales
Stenographer
Strategic Planner
Suicide Prevention Counselor
Surveyor
Technical Trainer
Transportation Operator
University Professor
Veterinarian
Weapons Operator
Writer
Youth Counselor
MBTI and Learning Styles and Strategies

**Extroverts (E)** are energized by interaction with others. They are people of action. Es are pulled into social life and find it difficult to settle down, read, or concentrate on homework. They may find college tasks, such as reading, research, and writing challenging because they are solitary endeavors. They learn best by talking and physically engaging in the environment. Extroverts learn better in small classroom settings where students can actively engage in conversations with peers and professors as opposed to large lecture style classrooms where listening is the primary activity. Extroverts enjoy oral feedback from professors, as well as conversations before/after class or during office hours. Additionally, extraverts benefit from study groups where they can learn through speaking with others.

**Introverts (I)** are energized by the inner world of reflection, thought, and contemplation. They need space and time alone. Introverts like reading, lectures, and written work. Therefore, they generally do well in traditional classroom settings. Introverts may hesitate to speak up in class but may benefit from one-on-one conversations with a professor or written feedback. Online courses may work well for introverts as many often engage more in chat rooms or via email than contributing orally to a class discussion. Introverts may need time alone to reflect, process, and reenergize before joining a group or study group.

**Sensing (S)** people rely heavily on their five senses to take in information. They may be good listeners or visually oriented learners. They also enjoy hands-on learning experiences. They like concrete facts, organization, and structure. They learn well from organized lectures or presentations. They are good at memorization. Sensing people usually like outlines, clear guidelines, and specifics. A syllabus is an important learning tool for Sensing types. As Sensing types often have difficulty with theory, they may struggle in classes where theoretical concepts are commonplace such as psychology or philosophy.

**Intuitive (N)** people see the world through intuition. They learn by hunches. Intuitive students may not read a test question all the way through, sometimes missing a key part. Intuitive types want to know the theory before deciding that facts are important and will always ask "why". They are creative and innovative and may struggle following strict sets of instructions or on multiple choice tests. Ns also work with bursts of energy. Ns will write their term paper and then finish the required outline.

**Thinking (T)** people decide on the basis of logic, analysis, and reason. They may be great at figuring out logical problems and analyzing problems. They may voice their strong opinions in the classroom. They expect fairness in grading, equal treatment of all students and adherence to fair classroom policies.

**Feeling (F)** persons decide on the basis of their feelings, personal likes and dislikes. Feeling types value harmony and are distressed by interpersonal friction. Harmony in the classroom, with classmates and with the professor will be of ultimate importance for Feeling types.

**Judging (J)** types try to order and control their world. They are decisive, may be closed-minded, and are usually well organized. They meet deadlines, like planning, and prefer to work on only one thing at a time. Judging types will usually have very well organized notebooks, and will structure their time to complete assignments promptly. Judging types will struggle if changes occur and they need to adapt, or if they are required to work with a group that is not as well organized, or if they need to cram for an exam.

**Perceiving (P)** types are spontaneous and don't like to be boxed in by deadlines or plans. They want to gather more information before making a decision. They work at many things at once. Ps are flexible and often good in emergencies when plans are disrupted. Their biggest problem is procrastination. Ps may have trouble getting assignments in on time or budgeting their time. They may, however, actually do well cramming for an exam or rushing to get a project finished as they thrive on last-minute pressure.
Communicating with MBTI Preferences

When communicating with Extroverts
Talk to them, preferably face to face
Present information to extroverts in groups as they will like to talk about it with each other
Emphasize the action to be taken
Expect extroverts to toss ideas out and speak up in group situations

When communicating with Introverts
Put in writing – send an email instead of calling
Present to them individually or in small groups
Give them time to reflect on their thoughts after receiving information and before sharing their ideas with a group

When communicating with Sensing Types
Clearly present your topic in an orderly format
Give lots of details, facts and concrete examples
Use props, multimedia, or samples to help them see, hear, smell, touch, or taste your ideas
Focus on the tangible, practical results that can be achieved in the short term

When communicating with Intuitive Types (Ns)
Discuss the big picture and long-term possibilities
Emphasize ideas/concepts instead of details
If you must mention specifics, do so using patterns and emphasize their connections
Give them a problem to solve and allow them room to be innovative, novel and creative

When communicating with Thinking Types
Be brief – get to the point
Use logical (not emotional) arguments to appeal to the head, not the heart
Clearly identify any pros or cons to be weighed
Allow them time to critique
Expect them to be fair

When communicating with Feeling Types
Create a supportive, friendly environment
Begin with words of appreciation and identify areas of agreement
Use emotional arguments instead of logic and emphasize the effect on people involved
Self-disclose with personal anecdotes or examples

When communicating with Judging Types
Be prompt (or early) and stick to a schedule
Present information in an organized manner
Emphasize deadlines and timetables
Expect decisions to be made quickly
Don’t include surprises

When communicating with Perceiving Types
Expect to have fun
Leave extra time to actually get work done; a deadline will not really be perceived as the deadline
Present information as options that are modifiable and let them draw conclusions
Capitalize on their natural last-minute energy
Celebrity MBTIs

ESTJ
(The Supervisor)
George W. Bush
Nolan Ryan
Judge Judy
Dr. Laura Schlesinger
Lucy (Peanuts character)

ISTJ
(The Investigator/Inspector)
Queen Elizabeth II
Harry Truman
Evander Holyfield
Jack Nicklaus
Cliff Clavin (Cheers)

ESTP
(The Opportunist/Promoter)
Ernest Hemingway
Lucille Ball
Pedro Martinez
Eddie Murphy
Madonna
Donald Trump

ISTP
(The Athlete/Crafter)
Ted Williams
Bruce Lee
Roger Clemens
Larry Bird
Michael Jordan
Allen Iverson

ESFJ
(The Facilitator/Provider)
George Washington
Barbara Walters
Terry Bradshaw
Mary Tyler Moore
Sally Field
Monica (Friends)

ISFJ
(The Assistant/Protector)
Louisa May Alcott
David Copperfield
Ophelia (Hamlet)
Johnny Carson
Jerry Seinfeld

ESFP
(The Entertainer/Performer)
Bob Hope
Goldie Hawn
Kyle Petty
Magic Johnson
Charles Barkley
Bill Clinton

INFP
(The Idealist/Healer)
Helen Keller
Fred Rogers (Mister Rogers)
James Taylor
Amy Tan
Calvin (Calvin and Hobbes)

ENTJ
(The CEO/Field Marshal)
Napoleon Bonaparte
Richard M. Nixon
Sigourney Weaver
Margaret Thatcher
Alan Greenspan

INTJ
(The Inventor/Mastermind)
Ulysses S. Grant
Arnold Schwarzenegger
Rudy Giuliani
Donald Rumsfeld
General Colin Powell

ENFP
(The Motivator/Champion)
Ben Affleck

INFP
(The Wordsmith/Counselor)
Diane Sawyer
Oprah Winfrey
Martin Luther King, Jr.
Lauren Graham (Gilmore Girls)
Ben Affleck

INFJ
(The Educator/Teacher)
Aristophanes
Mohandas Gandhi
Eleanor Roosevelt
Michael Landon
Queen Noor

INTP
(The Strategizer/Inventor)
Benjamin Franklin
Walt Disney
Red Auerbach
Vin Baker
Bugs Bunny

ENFP
(The Motivator/Champion)
Dave Thomas (Wendy's)
Meg Ryan
Regis Philbin
Dr. Doug Ross (ER)
Ariel (The Little Mermaid)

INTP
(The Logician/Architect)
Socrates
Charles Darwin
Albert Einstein
Mikhail Baryshnikov
Nelson Mandela
Steven Spielberg