

INFJ

(Introverted, Intuitive, Feeling, Judging)
Catalysts for positive change

Career Satisfactions for INFJs Doing work that:

- Lets me consider and create new ideas and/or approaches to a variety of problems, mostly those that help others to grow and develop
- Lets me produce a product or service that I believe in and am proud of
- Recognizes my authorship and ownership and my unique contributions
- Lets me express myself and see the results of my vision
- Lets me implement my ideas for the good people or in the service of others; lets me work with others on a one-to-one basis
- Is done in a friendly and tension-free environment where my ideas are seriously considered and where I am psychologically supported for my efforts
- Can be done independently but with the opportunity to share frequently with others in an environment that is friendly and free of interpersonal conflict
- Lets me organize my own time and work environment and exert significant control over both the process and product
- Gives me adequate time to formulate and process my ideas so they are thoroughly prepared
- Is in harmony with my personal values and beliefs and lets me maintain a high degree of personal and professional integrity

Work-Related Strengths

- Integrity that inspires people to value your ideas
- Focus and single-mindedness about projects that are important to you
- Decisiveness and strong organizational skills
- Creative and ability to come up with original solutions
- Empathy and ability to anticipate others' needs
- Perspective to see the big picture and the future implications of actions and ideas
- Ability to understand complex concepts
- Genuine interest in others and talent for helping others grow and develop
- Independent streak and strong personal convictions
- Drive to be productive and reach your goals
- Deep commitment to work you believe in

Work-Related Weaknesses

- Single-mindedness that can result in inflexibility
- Unrealistic sense of how long things take
- Difficulty working on projects that conflict with your values
- Tendency to be impractical about viability and/or feasibility of some ideas
- Difficulty working in competitive or tension-filled environments
- Reluctance to revisit or reverse decisions once they've been made
- Difficulty dealing with conflict and tendency to ignore unpleasantness
- Trouble disciplining subordinates with objectivity and directness
- Difficulty changing plans or directions quickly
- Difficulty communicating complex ideas simply
- Tendency to be judgmental

Source: *Do What You Are*, Paul D. Tieger & Barbara Barron-Tieger, 3rd edition, 2001
Please Understand Me, David Keirsey & Marilyn Bates, 4th edition, 1984.

Popular Occupations for INFJs

Counseling/Education

- Career counselor
- Clinical psychologist
- Teacher: high school or college English, art, music, social sciences, drama
- Educational consultant
- Librarian
- Special education teacher
- Bilingual education teacher
- Early education teacher
- Employee assistance counselor
- Child welfare counselor
- Substance abuse counselor
- Social worker (elderly and child day care issues)
- Sociologist
- Museum research worker
- Public health educator
- Occupational therapist
- Educational program director
- Parenting instructor, child development course
- Developmental psychologist

Creative

- Artist
- Playwright
- Novelist
- Poet
- Interior designer
- Informational-graphics designer
- Universal design architect
- Freelance media planner
- Editor/art director (magazine)
- Genealogist
- Desktop publisher/editor
- Multimedia producer
- Editor/art director (websites)
- Film editor
- Documentary filmmaker
- Set designer
- Educational software developer
- Exhibit designer
- Costume and wardrobe specialist
- Merchandise designer and displayer

Religion

- Priest/clergy/monk/nun
- Religious worker
- Director of religious education

Technology

- Customer relations manager
- Staff advocate (technology consultant)
- Coach
- Project manager
- Engagement manager
- Human resources recruiter

Health Care/Social Services

- Health care administrator
- Director, social service agency
- Mediator/ conflict resolver
- Social scientist
- Mental health counselor
- Dietitian/nutritionist
- Speech language pathologist/audiologist
- Holistic health practitioner
- Massage therapist
- Occupational therapist
- Chiropractor
- Grant coordinator
- Fund-raising director
- Legal mediator
- Adult day care coordinator
- Corrective therapist
- Crisis hotline operator
- Legislative assistant

Business

- Human resources manager
- Marketer (of ideas and/or services)
- Organizational development consultant
- Employee assistance program coordinator
- Job analyst
- Diversity manager—human resources
- Corporate/team trainer
- Preferred customer sales representative
- Merchandise planner
- Environmental lawyer
- Interpreter/translator
- Planned-giving officer
- Philanthropic consultant
- Curator
- Literary agent
- Outplacement consultant

INFJs make outstanding individual therapists who have the ability to get in touch with the archetypes of their patients in a way some other types do not. The INFJs are also the most vulnerable of all the types to the eruption of their own archetypal material. As therapists, INFJs may choose counseling, clinical psychology, or psychiatry, or may choose to teach in these fields. Writing about these professions often intrigues an INFJ. Whatever their choice, they generally are successful in these fields because their great personal warmth, their enthusiasm, their insight, their depth of concentration, their originality, and their organizational skills can all be brought into play.

At work as well as socially, INFJs are highly sensitive in their handling of others and tend to work well in an organizational structure. They have a capacity for working at jobs which require solitude and concentration, but also do well when in contact with people, providing the human interaction is not superficial. INFJs enjoy problem-solving and can understand and use human systems creatively and humanistically. As employees or employers, INFJs are concerned with people's feelings and are able to provide in themselves a barometer of the feelings of individuals and groups within the organization. INFJs listen well and are willing and able to consult and cooperate with others. Once a decision is made, they work to implement it.

INFJs are generally good at public relations and themselves have good interpersonal relations. They value staff harmony and want an organization to run smoothly and pleasantly, themselves making every effort to contribute to that end. They are crushed by too much criticism and can have their feelings hurt rather easily. They respond to praise and use approval as a means of motivating others, just as they, the INJFs, are motivated by approval. If they are subject to a hostile, unfriendly working condition or to constant criticism, they tend to lose confidence, become unhappy and immobilized, and finally become physically ill.

As mates INFJs are usually devoted to their spouses, but may not always be open to physical approaches. They tend to be physically demonstrative at times, but wish to choose when, which is when they are in the mood. This may be quite confusing to an extraverted mate. Often an INFJ's expressions of affection will be subtle, taking a humorous, unexpected turn. INFJs need and want harmony in their homes and find constant conflict, overt or covert, extremely destructive to their psyches. Their friendship circle is likely to be small, deep, and long-standing.

As parents, INFJs usually are fiercely devoted. A female INFJ, particularly, is linked to her children in a way different from the other types; with almost a psychic symbiosis. This deep bond can create an overdependency that can be unhealthy for both mother and child. At the same time, INFJs tend to be good friends with their children, while firm in discipline. They are concerned about the comfort of a home and most especially the comfort, physical health, and emotional well-being of both mates and children.

Using your strengths is easy.
The secret to success for an INFJ is learning to:
***PAY ATTENTION TO DETAILS, BE FLEXIBLE,
AND BE WILLING TO ACT SPONTANEOUSLY.***