

INTJ

(Introverted, Intuitive, Thinking, Judging)
Competence + Independence = Perfection

Career Satisfactions for INTJs

Doing work that:

- Lets me create and develop original and innovative solutions to problems to improve existing systems
- Lets me focus my energy on the implementation of my good ideas, working in a logical and orderly way, and in a setting that rewards my perseverance.
- Lets me work with other conscientious people whose expertise, intelligence, and competence I respect
- Gives me credit for my original ideas and lets me maintain authorship and control over their execution
- Allows me to work independently but with periodic interaction with a small group of intellectual people within a smooth-running environment free from interpersonal squabbles
- Exposes me to a steady stream of new information, providing me with new ways to increase my proficiency and competence
- Lets me produce a product that meets with my own high standards of quality rather than with the personal likes or dislikes of others
- Does not require the repetitive execution of factual and detail-oriented tasks
- Provides me with a high degree of autonomy and control, with the freedom to effect change and develop people and systems
- Is judged by uniform and fair standards for all, where performance evaluations are based on established criteria rather than on personality contests and that compensates me fairly for my contributions

Work-Related Strengths

- Ability to focus and concentrate deeply on issues
- Ability to see possibilities and implications
- Enjoyment of complex theoretical and intellectual challenges
- Aptitude for creative problem solving; ability to examine issues objectively
- Single-minded determination to reach your goals even in face of opposition
- Confidence and commitment to your vision
- Strong motivation to be competent and excel
- Ability to work well alone; independent and self-directed
- High standards and strong work ethic
- Ability to create systems and models to achieve your objectives
- Comfort with technology
- Logical and analytical decision-making skills
- Decisiveness and strong organizational skills

Work-Related Weaknesses

- Loss of interest in projects after creative process has been completed
- Tendency to drive others as hard as you drive yourself
- Impatience with others who are not as quick as you are
- Difficulty working with or for others you consider less competent
- Brusqueness and lack of tact and diplomacy, especially when you are rushed
- Lack of interest in mundane details
- Inflexibility about your ideas
- Tendency to want to improve things that don't need improving
- Tendency to be too theoretical and not consider practical realities
- Tendency to not adequately appreciate and praise employees, colleagues, and others
- Reluctance to reexamine issues already decided
- Propensity to overemphasize work life to the detriment of home life
- Impatience with "social niceties" required of some jobs

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 INTJs

Technology

- Scientist/scientific researcher
- Computer systems analyst
- Technician
- Design engineer
- Astronomer
- Computer programmer
- Environmental planner
- Biomedical researcher/engineer
- Operations research analyst
- Information services developer
- Software and systems researcher and developer
- Information services—new business developer
- Network integration specialist
- Network administrator
- Systems administrator
- Webmaster
- Database administrator
- Systems analyst
- Computer animator
- Local area network (LAN) administrator
- Computer engineer
- Desktop publishing specialist
- Java programmer/analyst
- Web developer
- Business analyst
- Software developer
- Computer security specialist

Business/Finance

- Telecommunications security
- Management consultant: computer/information services, marketing, reorganization
- Economist
- Pharmaceutical researcher
- Financial planner
- Investment banker
- International banker
- Credit analyst
- Financial analyst
- Strategic planner
- Budget analyst
- Treasurer or controller
- Private sector executive
- Real estate appraiser

Professional

- Attorney: administrative/litigator

- Management consultant
- Strategic planner
- Investment/business analyst
- Manager
- Judge
- News analyst/writer
- Engineer
- Metallurgical engineer
- Intellectual properties attorney
- Civil engineer
- Nuclear engineer
- Pilot
- Criminalist and ballistics expert

Education

- Teacher: university, computer, science, math
- Academic curriculum designer
- Administrator
- Mathematician
- Anthropologist
- Curator
- Archivist

Health Care/Medicine

- Psychiatrist
- Psychologist
- Neurologist
- Biomedical engineer
- Cardiologist
- Pharmacologist
- Pharmaceutical researcher
- Biomedical researcher
- Coroner
- Pathologist
- Microbiologist
- Geneticist
- Surgeon
- Cardiovascular technician

Creative

- Writer/editorial writer
- Artist
- Inventor
- Graphic designer
- Architect
- Universal design architect
- Informational-graphics designer
- Freelance media planner
- Editor/art director
- Columnist, critic, and commentator

This list is meant to give ideas you may not have considered, but is not a comprehensive listing of every career that you might enjoy or find success in.

Portrait of an INTJ

INTJs are the most self-confident of all the types, having “self-power” awareness. Found in about 1% of the general population, the INTJs live in an introspective reality, focusing on possibilities, using thinking in the form of empirical logic, and preferring that events and people serve some positive use. Decisions come naturally to INTJs; once a decision is made, INTJs are at rest. INTJs look to the future rather than the past, and a word which captures the essence of INTJs is builder — a builder of systems and the applier of theoretical models.

INTJs do, however, tend to conform to rules if they are useful, not because they believe in them, or because they make sense, but because of their unique view of reality. They are the supreme pragmatists, who see reality as something which is quite arbitrary and made up. Thus, it can be used as a tool — or ignored. Reality is quite malleable and can be changed, conquered, or brought to heel. Reality is a crucible for the refining of ideas, and in this sense, INTJs are the most theoretical of all the types. An INTJ sees reality as the pawn of ideas: no idea is too far-fetched to be entertained. INTJs are natural brain-stormers, always open to new concepts and, in fact, aggressively seeking them.

To INTJs, authority based on position, rank, title, or publication has absolutely no force. This type is not likely to succumb to the magic of slogans, watchwords of shibboleths. If an idea of position makes sense to an INTJ, it will be adopted; if it doesn't, it won't regardless of who took the position or generated the idea. Authority per se does not impress the INTJ.

INTJs manipulate the world of theory as if on a gigantic chess board, always seeking strategies and tactics and have high payoff. The logic of an INTJ, however, is not confined to the expressibly logical. INTJs need only to have a vague, intuitive impression of the unexpressed logic of a system to continue surely on their way. Things need only seem logical; this is entirely sufficient. Moreover, they always have a keen eye for the consequence of the application of new ideas or positions. They can be quite ruthless in the implementation of systems, seldom counting personal costs in terms of time and energy. Theories which cannot be made to work are quickly discarded by INTJs.

To understand INTJs, their way of dealing with reality rather than their way of dealing with ideas should be observed closely. Their conscious thought is extraverted and empirical. Hence, they are good at generalizing, classifying, summarizing, adducing evidence, proving, and demonstrating. The INTJs are somewhat less at home with pure reason, that is, systemic logic, where principles are explicit. The INTJs, rather than using deductive logic, use their intuition to grasp coherence.

INTJs can be very single-minded at times; this can be either a weakness or a strength in their careers, for they can ignore the points of view and wishes of others. INTJs usually rise to positions of responsibility, for they work long and hard and are steady in their pursuit of goals, sparing neither time nor effort on their part or that of their colleagues and employees.

INTJs live to see systems translated into substance, and coherence is the master. Both internal and external consistency are important, and if an INTJ finds that he or she is in a working situation where overlapping functions, duplication of effort, inefficient paper flow, and waste of human and material resources abound, the INTJ cannot rest until an effort is made to correct the situation. Cost-effectiveness is a concept which has a strong imperative for INTJs, who frequently select occupations in engineering, particularly human engineering. They also can be found in the physical sciences, in roles which require development, such as curriculum building, and, in

general, any job which requires the creation and application of technology to complex areas.

Fellow workers of INTJs often feel as if the INTJ can see right through them, and often believe that the INTJ find them wanting. This tendency of people to feel transparent in the presence of the INTJ often results in relationships which have psychological distance. Thus, colleagues find the INTJ apparently unemotional and, at times, cold and dispassionate. Because of their tendency to drive others as hard as they do themselves, INTJs often seem demanding and difficult to satisfy. INTJs are high achievers in school and on the job. On the job, they take the goals of an institution seriously and continually strive to respond to these goals. They make dedicated, loyal employees whose loyalties are directed toward the system, rather than toward individuals within the system. So as the people of an institution come and go, the INTJs have little difficulty. INTJs tend, ordinarily, to verbalize the positive and eschew comments of a negative nature; they are more interested in moving an institution forward than commiseration about mistakes of the past.

As mates, INTJs want harmony and order in the home in relationships. They are the most independent of all types. They will trust their intuitions about others when making choices of friends and mates, even in the face of contradictory evidence and pressures applied by others. The emotions of an INTJ are hard to read, and neither male nor female INTJ is apt to express emotional reactions. At times, both will seem cold, reserved, and unresponsive, while in fact INTJs are almost hypersensitive to signals of rejection from those for whom they care. In social situations, INTJs may also be unresponsive and may neglect to observe small rituals designed to put others at their ease. For example, INTJs may communicate that time is wasted if used for idle dialogue, and thus people receive a sense of hurry from an INTJ which is not always intended. In their interpersonal relationships, INTJs are usually better in a working situation than in recreational situations. They do not enjoy physical contact except with a chosen few.

As parents, INTJs are dedicated and single-minded in their devotion: their children are a major focus in life. They are supportive of their children and tend to allow them to develop in directions of their own choosing. INTJs usually are firm and consistent in their discipline and rarely care to repeat directions given to children — or others. Being the most independent of all types, they have a strong need for autonomy; indifference or criticism from people in general does not particularly bother INTJs, if they believe that they are right. They also have a strong need for privacy.

The most important preference of an INTJ is intuition, but this is seldom seen. Rather, the function of thinking is used to deal with the world and with people. INTJs are vulnerable in the emotional area and may make serious mistakes here.

Using your strengths is easy.
The secret to success for an INTJ is learning to:

***CONSIDER PRACTICAL REALITIES, RECOGNIZE THE VALUE OF INPUT
FROM OTHERS, AND BALANCE YOUR WORK AND PERSONAL LIFE***