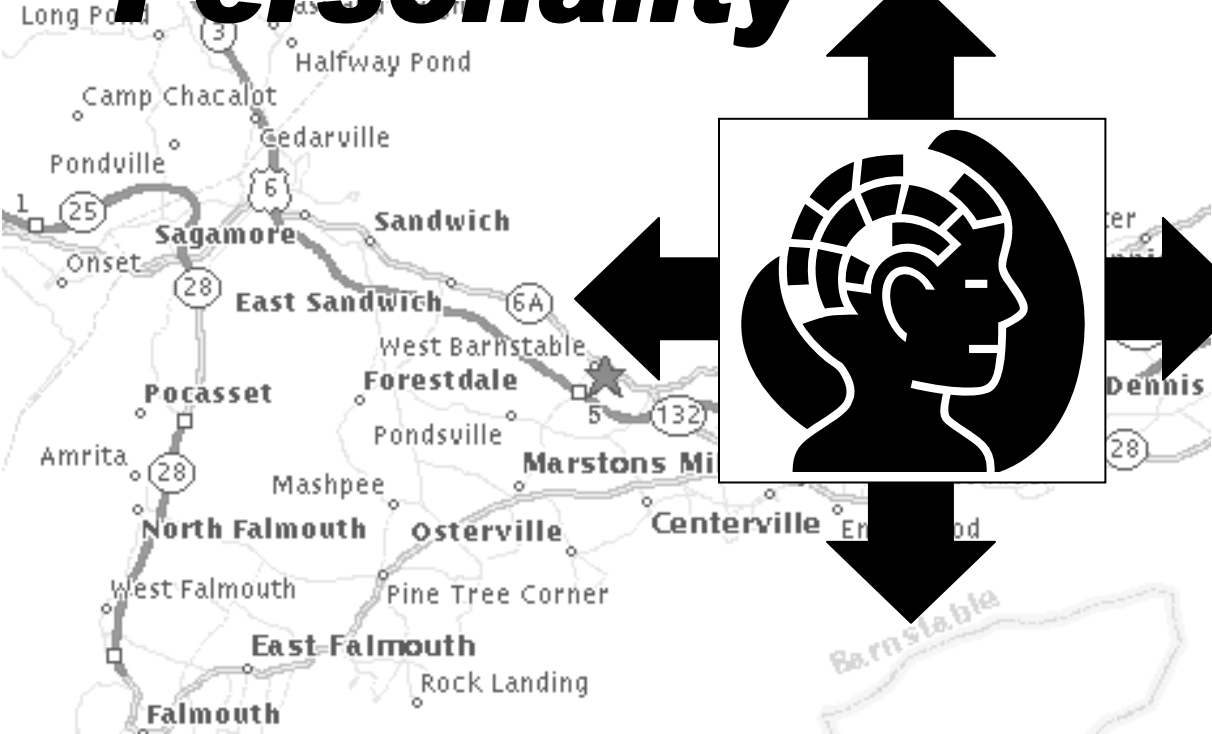


Careers for your Personality



**CAREER
ROUTES
2 SUCCESS**

Myers Briggs Type Indicator (MBTI) Summary



Isabel Briggs Myers
1897-1980



- 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:

<i>Orientation to World</i>	<i>Take in Information</i>	<i>Make Decisions</i>	<i>Take in Info. or Decide</i>
<p>Extraverted Energized by others</p> <p style="text-align: center;"><i>or</i></p> <p>Introverted Energized by ideas, emotions, memories</p>	<p>Sensing Using five senses</p> <p style="text-align: center;"><i>or</i></p> <p>Intuition Using gut or instincts</p>	<p>Thinking Logical, problem solvers</p> <p style="text-align: center;"><i>or</i></p> <p>Feeling Consider others, compassionate</p>	<p>Perceiving Taking in information</p> <p style="text-align: center;"><i>or</i></p> <p>Judging Organizing information and making decisions</p>

- 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.

Orientation to the World

Extraversion

Focus on the outer world of people and things
Receive energy from interacting with people
Energized by taking action; active
Prefer communicating by talking (over writing)
Work out ideas by talking them through
Learn best through sharing/doing/discussing
Have broad interests

Introversion

Internal focus on ideas, memories, or emotion
Receive energy from reflecting on thoughts
Prefer communicating in writing (over talking)
Learn best by having time alone to process
Prefer working in quiet environments
Able to focus on one project at length
Known to be reflective, quiet, private, or deep

My code:

E or I

Preference for Taking In Information (Perceiving)

Sensing

Focus on the present; what is happening now
Prefer real/concrete/tangible information
Attentive to details, specifics, and facts
Enjoy tasks with an orderly, sequential format
Like having five senses engaged while working
Work at a steady pace and have stamina
Known to be practical, steady, and orderly

iNtuition

Focus on future; possibilities and potential
See the big picture, connections, or patterns
Remember specifics when part of a pattern
Imaginative and creative
Bored by routine and sequential tasks
Like solving problems and developing new skills
Have bursts of energy rather than stamina

S or N

Preference for Making Decisions (Judging)

Thinking

Examine logical consequences of decisions
Objectively weigh the pros and cons
Base decisions on impersonal analysis and logic
Energized by problem solving and critiquing
Seek standard principles to apply uniformly
Look for cause/effect relationships in data
Consider feelings when presented as facts

Feeling

Base decisions on subjective values
Enjoy appreciating and supporting others
Actively look for qualities to praise in others
Value and create harmonious environments
Honor each person as a unique individual
Assess impacts of decisions on others
Work best in supportive, encouraging settings

T or F

Preference for Either Taking In Information *or* Making Decisions

Judging

Prefer to make decisions with information
Make decisions as soon as possible
Enjoy having closure; like things settled
Plan and organize their world
Like roles and expectations to be clear
Enjoy getting things done/being productive
Plan ahead to avoid last minute stresses

Perceiving

Prefer to take in information and understand
Keep things open-ended as long as possible
Seek to experience and live life; not control it
Open to new options and last-minute changes
Enjoy starting projects but often never finish
Able to adapt; flexible
Energized by last minute pressures

J or P

Occupational Trends By Type

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

Sources: Consulting Psychologists Press MBTI Manual and MBTI Qualifying Program Training Packet

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

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

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

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

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

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

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

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	Family Physician	Pediatric Medicine
Administrative Assistant	Flight Attendant	Pharmacist
Adult Education Teacher	Fund-raiser	Pharmacy Technician
Advertising Account Manager	Funeral Home Director	Physical Therapist
Advertising Director	Graphic Designer	Police Detective
Alcohol/Addiction Counselor	Guidance Counselor	Preschool Teacher
Art Teacher	Hairdresser	Program Designer
Artist	Health Education Practitioner	Psychiatrist
Athletic Coach	Health Teacher	Psychologist
Bank Manager	High School Teacher	Public Relations Specialist
Bank Teller	Holistic Health Practitioner	Radiology Technologist
Bilingual Education Teacher	Home Economist	Reading Teacher
Bookkeeper	Human Resources Administrator	Real Estate Agent
Business Manager	Insurance Agent	Receptionist
Career Counselor	Interpreter	Recreational Director
Caterer	Journalist	Recruiter
Child Welfare Worker	Language Teacher	Residential Housing Director
Child-care Worker	Legal Assistant	Respiratory Therapist
Clergy/Ministry	Librarian	Sales Associate
Communications Director	Licensed Practical Nurse	Sales Manager
Community College Professor	Lifeguard	Secretary
Community Health Provider	Magazine Editor	Security Guard
Composer	Management Consultant	Small Business Executive
Construction Worker	Marketing Executive	Social Services Worker
Corporate Trainer	Massage Therapist	Social Worker
Corrections Officer	Media Communications Specialist	Special Education Teacher
Cosmetologist	Medical Assistant	Speech Pathologist
Crisis/Suicide Counselor	Medical Secretary	Supervisor
Dean of Students	Medical Technician	Teacher's Aide
Dental Assistant	Middle School Teacher	Translator
Dental Hygienist	Music Teacher	Travel Agent
Dentist	Musician	TV Producer
Designer	Newscaster	Veterinarian
Dietitian	Non-profit Director	Writer
Diversity Consultant	Nurse	
Drama Teacher	Nursing Consultant	
Eco-tourism Specialist	Nursing Educator	
Editor	Nutritionist	
Elementary School Teacher	Occupational Therapist	
Employee Assistance Counselor	Office Manager	
English Teacher	Optician	
Entertainer	Optometrist	

CAREERS TO CONSIDER

ENFP

“Compassionate Explorers”

Actor	Health and Wellness Teacher	Reporter
Advertising Account Manager	Health Care Worker	Research Assistant
Advertising Creative Director	Holistic Health Practitioner	Residential Housing Director
Alcohol/Addiction Counselor	Human Resources Manager	Restaurant Owner
Art Teacher	Human Resources Personnel	Salesperson
Artist	Human Resources Trainer	School Guidance Counselor
Attorney	Interior Decorator/Designer	Scientific Investigator
Bilingual Education Teacher	Inventor	Scientific Researcher
Biologist	Investment Counselor	Screenwriter
Business Consultant	Journalist	Social Worker
Career Counselor	Leadership Consultant	Special Education Teacher
Cartoonist	Legal Mediator	Speech Pathologist
Character Actor	Magazine Art Director	Speech-Language Pathologist
Chemical Engineer	Management Consultant	Strategic Planner
Child Welfare Counselor	Manager	Vocational Counselor
Columnist	Marketing Consultant	Writer
Community College Professor	Marketing Executive	
Composer	Massage Therapist	
Computer Programmer	Mechanical Engineer	
Computer Specialist	Merchandise Planner	
Computer Systems Analyst	Music Teacher	
Conference Planner	Musician	
Construction Worker	Newscaster	
Consultant	Nutritionist	
Copy Writer	Occupational Therapist	
Corporate Trainer	Ombudsperson	
Corrections Officer	Outplacement Consultant	
Dental Hygienist	Pastoral Counselor	
Development Director	Photographer	
Dietitian	Physical Therapist	
Diversity Trainer	Physician	
Drama Teacher	Playwright	
Early Childhood Ed. Teacher	Political Analyst	
Editor	Politician	
Educational Consultant	Preschool Teacher	
Electrician	Probation Officer	
Employee Assistance Counselor	Psychiatrist	
Employment Development Specialist	Psychologist	
Engineer	Public Relations Specialist	
English Teacher	Public Relations Specialist	
Entertainer	Publicist	
Entrepreneur	Publicity Writer	
Environmental Attorney	Rehabilitation Counselor	
Fine Artist	Religious Worker	

CAREERS TO CONSIDER

ENTJ

“Insightful Expeditors”

Accountant	Guard	Social Worker
Actor	Human Resources Professional	Steelworker
Administrator	Insurance Agent	Stockbroker
Advertising Account Manager	International Sales and Marketing	Supervisor
Architect	Investigator	Technical Trainer
Attorney	Judge	Telecommunications Worker
Auditor	Labor Relations Officer	Trades Teacher - High School
Banker	Law Enforcement Officer	
Biologist	Legal Assistant	
Biomedical Engineer	Logistics Consultant	
Business Consultant	Management Consultant	
Business Executive	Marketing Manager	
Chemical Engineer	Media Planner/Buyer	
Chemist	Medical Assistant	
College Professor	Medical Technician	
Community Health Worker	Military Officer	
Computer Analyst	Mortgage Broker	
Construction Worker	Network Integration Specialist	
Cook	Nurse	
Corporate Finance Attorney	Office Manager	
Corporate Trainer	Park Ranger	
Corrections Officer	Personnel Manager	
Crafts Worker	Pharmaceutical Sales Manager	
Credit Investigator	Pharmacist	
Data Analyst	Photographer	
Dentist	Physician	
Designer	Probation Officer	
Detective	Program Designer	
Economics Analyst	Project Manager	
Economist	Psychiatrist	
Education Consultant	Psychologist	
Electronics Expert	Public Official	
Employment Specialist	Public Relations Specialist	
Engineer	Purchasing Agent	
English Teacher	Real Estate Agent	
Environmental Engineer	Researcher	
Farmer	Sales Manager	
Financial Advisor	Salesperson	
Financial Planner	School Principal	
Fine Artist	Science Teacher	
Franchise Owner	Scientist	
Funeral Director	Security Guard	
General Contractor	Social Science Teacher	
Government Employee	Social Scientist	

CAREERS TO CONSIDER

ENTP

“Logical Explorers”

Actor	Marketing Planner/Buyer	Venture Capitalist
Advertising Creative Director	Marketing Researcher	Vocational Counselor
Advertising Director	Mechanical Engineer	Writer
Art Teacher	Music Teacher	Youth Counselor
Artist	Musician	
Attorney	Network Integration Specialist	
Biologist	Newscaster	
Cartoonist	Nutritionist	
Chemical Engineer	Occupational Therapist	
Community College Professor	Ombudsman	
Composer	Outplacement Counselor	
Computer Programmer	Personnel Systems Developer	
Computer Systems Analyst	Photographer	
Conference Planner	Physician	
Construction Worker	Political Analyst	
Corrections Officer	Politician	
Dental Hygienist	Preschool Teacher	
Diversity Trainer	Probation Officer	
Drama Teacher	Psychiatrist	
Editor	Psychologist	
Educational Consultant	Public Relations Specialist	
Electrician	Publicist	
Engineer	Radio Host	
Entertainer	Radio Producer	
Entrepreneur	Real Estate Agent	
Financial Planner	Real Estate Developer	
Fine Artist	Rehabilitation Counselor	
Health and Wellness Teacher	Religious Worker	
Health Care Worker	Reporter	
Human Resources Personnel	Research Assistant	
Industrial Design Manager	Restaurant/Bar Owner	
Interior Designer	Salesperson	
International Marketing Specialist	School Guidance Counselor	
Inventor	Scientific Investigator	
Investment Broker	Scientific Researcher	
Investment Planner	Social Worker	
Journalist	Special Education Teacher	
Leadership Consultant	Special Projects Developer	
Literary Agent	Speech Pathologist	
Logistics Consultant	Sports Marketing Professional	
Magazine Art Director	Strategic Planner	
Management Consultant	Technical Trainer	
Manager	Television Producer	
Marketing Director	TV/Talk Show Host	

CAREERS TO CONSIDER

ESFJ

“Practical Contributors”

Actor	Hairdresser	Primary Care Physician
Adult Education Teacher	Health Education Practitioner	Psychiatrist
Advertising	Health Teacher	Psychologist
Alcohol/Addiction Counselor	High School Teacher	Public Relations Specialist
Art Teacher	Home Economist	Radiology Technologist
Artist	Home Health Aide	Reading Teacher
Athletic Coach	Home Health Care Services	Real Estate Agent
Bilingual Educator	Host/Hostess	Real Estate Broker
Bookkeeper	Human Resources Administrator	Receptionist
Business Administrator	Insurance Agent	Recreational Director
Business Manager	Interpreter	Religious Educator
Career Counselor	Journalist	Respiratory Therapist
Caterer	Language Arts Teacher	Restaurant Worker
Child Care Worker	Legal Assistant	Retail Owner/Operator
Child Welfare Worker	Librarian	Sales Associate
Communications Director	Licensed Practical Nurse	Sales Manager
Community College Professor	Lifeguard	Secretary
Community Health Worker	Management Consultant	Site Supervisor
Construction Worker	Massage Therapist	Social Worker
Corrections Officer	Media Communications Specialist	Special Education Teacher
Cosmetologist	Medical Assistant	Speech Pathologist
Counselor	Medical Secretary	Supervisor
Credit Counselor	Medical Technician	Teacher's Aide
Crisis/Suicide Counselor	Merchandise Planner	Telemarketer
Customer Service Representative	Middle School Teacher	Translator
Dental Assistant	Minister/Priest/Rabbi	Typist
Dental Hygienist	Music Teacher	Veterinarian
Dentist	Musical Composer	Writer
Designer	Musician	
Dietitian	Nurse	
Drama Teacher	Nursing Consultant	
Eco-Tourism Specialist	Nursing Educator	
Editor	Nutritionist	
Elementary School Teacher	Occupational Therapist	
Employee Assistance Counselor	Office Manager	
English Teacher	Optician	
Entertainer	Optometrist	
Family Physician	Paralegal	
Flight Attendant	Pediatric Medicine	
Funeral Home Director	Pharmacist	
Fund-raiser	Pharmacy Technician	
Genealogist	Physical Therapist	
Graphic Designer	Police Detective	
Guard	Preschool Teacher	

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	Home Health Aide	Promoter
Chef	Host/Hostess	Public Health Nurse
Child Care Provider	Insurance Agent	Public Relations Specialist
Child Welfare Counselor	Investigator	Radiological Technician
Clerical Supervisor	Journalist	Real Estate Agent
Comedian	Labor Relations Mediator	Receptionist
Community Health Worker	Laboratory Technologist	Recreational Attendant
Computer Programmer	Laborer	Rehabilitation Counselor
Construction Worker	Land Developer	Reporter
Consultant	Library Staff Member	Respiratory Therapist
Corporate Trainer	Licensed Practical Nurse (LPN)	Retail Merchandiser/Planner
Correctional Officer	Lifeguard	Salesperson
Cosmetologist	Machine Operator	Secretary
Counselor	Marine Biologist	Small Business Manager
Critical Care Nurse	Marketing Specialist	Social Worker
Dancer	Mason	Special Events Producer
Dental Assistant	Massage Therapist	Stockbroker
Dental Hygienist	Mechanic	Tour Agent
Designer	Mediator	Tour Operator
Dietitian	Medical Assistant	Transportation Worker
Diversity Trainer	Medical Technician	Travel Agent
Dog Trainer	Middle School Teacher	Veterinarian
Early Childhood Education Teacher	Musician	Veterinary Assistant
Editor	Negotiator	Veterinary Technician
Electrician	Nursing Aide	Waitperson
Electronics Technician	Nutritionist	
Elementary Education Teacher	Occupational Therapist	
Emergency Medical Technician	Optician	
Emergency Response Worker	Optometrist	
Emergency Room Nurse	Park Ranger	
Engineer	Performer	
Entertainment Promoter	Pharmacist	
Exercise Physiologist	Pharmacy Technician	
Farmer	Photographer	
Film Producer	Physical Therapist	
Financial Advisor	Physician's Assistant	
Firefighter	Pilot	
Flight Attendant	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	Guard	Purchasing Agent
Artisan	Hairdresser	Radiological Technician
Athletic Coach	Insurance Agent	Real Estate agent
Auctioneer	Insurance Fraud Investigator	Recreational Attendant
Auditor	Insurance Sales	Receptionist
Banker	Investigator	Rehabilitation Counselor
Bartender	laboratory Technologist	Reporter
Biologist	Laborer	Respiratory Therapist
Book keeper	Land Developer	Sale Person
Budget Analyst	Library Worker	Small-Business Manager
Carpenter	Lifeguard	Social Services Worker
Cashier	Logistic And Supply Manager	Special Events Producer
Chef	Machine Operator	Sports Caster
Child Care Worker	Marine Biologist	Sports Medic
Clerical Supervisor	Marketing Specialist	Sports Merchandise Sales
Clerical Worker	Mason	Stockbroker
Community Health Worker	Mechanic	Teacher (Adult education)
Computer Programmer	Mediator	Tour Agent
Construction Worker	Medical Assistant	Transportation Worker
Consultant	Medical Technician	Travel Agent
Correctional Officer	Musician	Veterinary Assistant
Cosmetologist	Negotiator	Veterinarian
Counselor	News Reporter	Waitperson
Craft Worker	Nursing Aide	
Critical Care Nurse	Optometrist	
Dancer	Paramedic	
Dental Assistant	Park Ranger	
Dental Hygienist	Performer	
Designer	Pharmacist	
Detective	Photographer	
Editor	Physical Therapist	
Electrician	Physicians Assistant	
Electronics technician	Pilot	
Emergency medical Technician	Plumber	
Emergency Response Worker	Police officer	
Engineer	Preschool / High School Teacher	
Farmer	Primary Care Physician	
Film Producer	Private Investigator	
Financial Advisor	Probation Officer	
Firefighter	Professional Athlete	
Fitness Instructor	Project Editor	
Flight attendant	Promoter	
Floral Designer	Public Health Nurse	
General Contractor	Public Relations Specialist	

CAREERS TO CONSIDER
INFJ
“Compassionate Visionaries”

Health Care Administrator
Community Health Worker
Pharmacist
Pharmacy Technician
Physician
Veterinarian
Social Services Administrator
Education Administrator
Corrections Officer
Supervisor in various fields
Electrician
Legal Assistant
Librarian
Real Estate Agent
Word Processor
Critical Care Nurse
Dental Assistant
Dental Hygienist
Dietitian
Nutritionist
Health Education Practitioner
Health Service Worker
Health Technologist
Licensed Practical Nurse
Medical Records Administrator
Medical Technologist
Nurse
Nurse Aide
Nursing Consultant
Nursing Educator
Physical Therapist
Physician
Public Health Nurse
Speech Pathologist
Speech Therapist
Probation Officer
Teacher
Teacher's Aide
Child-care Worker
Cosmetologist
Customer Service Representative
Food Service Worker
Hairdresser
Optician

Aeronautical Engineer
Bookkeeper
Cashier
Computer Operator
Curator
Library Assistant
Office/Clerical Worker
Secretary
Architect
Interior Decorator
Musician
Guard
Police Detective
Accountant
Actuary
Auditor
Banker
Financial Consultant
Financial Manager
Efficiency Analyst
Information Officer
Insurance Underwriter
Purchasing Agent
Researcher
Chemist
Computer Analyst
Computer Technician
Dentist
Electrical or Electronic Engineering Technician
Engineer
Engineering Technologist
Geologist
Lab technologist
Meteorologist
Technical Writer
Consultant
Labor Relations Worker
Management Consultant
Manager
Personnel Manager
School Principal
Air Force Personnel
Detective
Judge

Military Officer
Police Officer
Pollution Control Specialist
Regulatory Compliance Officer
Cleaning Service Worker
Crafts Worker
Farmer
Machine Equipment or Process Operator
Mechanic
Steelworker

CAREERS TO CONSIDER

INFP

“Insightful Enhancers”

Actor	Fashion Designer	Psychiatrist
Administrative Assistant	Fine Artist	Psychology
Animal Groomer	Forester	Public Health Nurse
Architect	Gardener	Public health Nurse
Artist	Geologist	Recreational Attendant
Audiologist	Graphic Designer	Registered Nurse
Beautician	Health Technologist	Religious Educator
Bilingual Education Teacher	Health-Service Worker	Religious Worker
Biologist	Holistic Health Practitioner	Reporter
Book Keeper	Home Health Social Worker	Researcher
Botanist	Human Resources Specialist	Respiratory Therapist
Carpenter	Interior Design	School-Bus Driver
Child Welfare Counselor	Interpreter	Secretary
Child-Care Worker	Journalist	Social Scientist
Church Worker	Laboratory Technologist	Social Worker
Cleaning Service	Landscape Designer	Special Education Teacher
Clerical Supervisor	Legal Assistant	Speech Language Pathologist
Clerk	Legal Mediator	Surveyor
College Professor	Librarian	Teacher Grades K-12
Composer	Licensed Practical Nurse	Teacher's Aide
Computer Operator	Lifeguard	Therapist
Construction Worker	Machine Operator	Therapist Physical
Consultant	Marine Biologist	Trainer
Cook	Massage Therapist	Translator
Corrections Officer	Mechanic	Veterinarian Assistant
Counselor	Media Specialist	Waitperson
Crafts Worker	Medical Assistant	Writer
Crisis Hotline Operator	Medical Technologist	
Customer Service Representative	Minister	
Dental Assistant	Missionary	
Dental Hygienist	Musician	
Designer	Novelist	
Dietitian	Nursing Aide	
Diversity Manager	Nutritionist	
Early Childhood Teacher	Occupational Therapist	
Editor	Optician	
Educational Consultant	Optometrist	
Electrician	Personal Coach	
Electronic technician	Pharmacy Technician	
Employee Assistant Counselor	Physician	
Employment Developer	Poet	
Engineer	Police Detective	
Entertainer	Police Officer	
Executive Secretary	Priest	

CAREERS TO CONSIDER

INTJ

“Logical Visionaries”

Actor	Investment Banker	Telecommunications Security
Architect	Journalist	Translator
Artist	Judge	Universal Design Architect
Astronomer	Librarian	Writer
Attorney	Management Consultant	
Audiologist	Manager	
Auditor	Marketing Professional	
Biologist	Massage Therapist	
Biomedical Researcher	Mathematician	
Business Analyst	Media Specialist	
Cardiologist	Mediator	
Chemist	Medical Assistant	
Civil Engineer	Medical Secretary	
College Professor	Metallurgical Engineer	
Composer	Musician	
Computer Programmer	Network Integration Specialist	
Computer Systems Analyst	Neurologist	
Consultant	News Analyst	
Corporate Trainer	Nurse	
Counselor	Nutritionist	
Credit Investigator	Occupational Therapist	
Curriculum Designer	Operations Researcher Engineer	
Dental Hygienist	Organizational Development Specialist	
Dentist	Pharmaceutical Researcher (R&D)	
Design Engineer	Pharmacist	
Designer	Pharmacologist	
Dietitian	Photographer	
Economist	Physician	
Editor	Psychiatrist	
Editor/Art Director	Public Relations Specialist	
Education Consultant	Publicist	
Electronic Technician	Psychologist	
Engineer	Religious Worker	
Entertainer	Reporter	
Environmental Planner	Researcher	
Financial Planner	School Administrator	
Freelance Media Planner	School Principal	
Human Resources	Social Scientist	
Information Services Specialist	Social Services Worker	
Informational -Graphics Designer	Software and Systems Developer	
Intellectual Properties Attorney	Speech Pathologist	
International Banker	Strategic Planner	
Interpreter	Teacher	
Inventor	Telecommunications Expert	

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	Inventor	Respiratory Therapist
Carpenter	Investigator	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”

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

CAREERS TO CONSIDER

ISFP

“Practical Enhancers”

Actor	Executive Secretary	Police Detective
Administrative Assistant	Exercise Physiologist	Police Officer
Alcohol/Drug Counselor	Fashion Designer	Potter
Animal Groomer	Fine Artist	Psychiatrist
Animal Trainer	Forester	Psychologist
Architect	Gardener	Public Health Nurse
Art Teacher	Geologist	Reading Teacher
Artist	Graphic Designer	Recreational Attendant
Beautician	Health Service Worker	Registered Nurse
Biologist	High School Teacher	Rehabilitation Counselor
Bookkeeper	Home Health Care Sales	Religion Teacher
Botanist	Home Health Social Worker	Religious Worker
Carpenter	Human Resources Specialist	Reporter
Chef	Interior Designer	Researcher
Child Care Worker	Jeweler	Respiratory Therapist
Child Welfare Counselor	Journalist	Sales Representative
Cleaning Service Worker	Laboratory Technologist	School Bus Driver
Clerical Supervisor	Landscape Designer	Secretary
Clerk	Legal Assistant	Social Scientist
Composer	Legal Secretary	Social Worker
Computer Operator	Librarian	Special Education Teacher
Construction Worker	Licensed Practical Nurse	Sports Equipment Sales
Cook	Lifeguard	Storekeeper
Corrections Officer	Machine Operator	Surveyor
Crafts Worker	Marine Biologist	Tapestry Worker
Crisis Counselor	Massage Therapist	Teacher's Aide
Crisis Hotline Operator	Mechanic	Therapist
Customer Service Representative	Media Specialist	Translator or Interpreter
Dancer	Medical Assistant	Travel Sales
Dental Assistant	Medical Technologist	Typist
Dental Hygienist	Merchandise Planner	Veterinarian Assistant
Designer	Musician	Visiting Nurse
Dietitian	Nursing Aide	Vocational Counselor
Drama Teacher	Nutritionist	Waiter/Waitress
Early Childhood Education Teacher	Occupational Therapist	Writer
Editor	Optician	Youth Counselor
Educational Consultant	Optometrist	
Educational Counselor	Painter	
Electrician	Paralegal	
Electronic Technician	Personal Coach	
Elementary School Teacher	Personal Trainer	
Engineer	Pharmacy Technician	
English Teacher	Physical Therapist	
Entertainer	Physician	

CAREERS TO CONSIDER

ISTJ

“Logical Assimilators”

Accountant	Health Care Administrator	Regulatory Compliance Officer
Actuary	Information Officer	Religious Teacher
Aeronautical Engineer	Insurance Underwriter	Researcher
Air Force Personnel	Interior Decorator	School Principal
Architect	IRS Agent	Secretary
Artist	Judge	Site Supervisor
Auditor	Lab Technologist	Social Services Administrator
Banker	Labor Relations Worker	Social Worker
Bookkeeper	Law Enforcement Manager	Special Education Teacher
Business Manager	Legal Assistant	Speech Pathologist or Therapist
Cashier	Librarian	Steelworker
Chemist	Library Assistant	Supervisor
Child-care Worker	Machine Equipment Operator	Teacher's Aide
Cleaning Service Worker	Management Consultant	Technical Writer
Community Health Worker	Manager/Supervisor	Technical/Trades Teacher
Computer Analyst	Mathematics Teacher	Veterinarian
Computer Operator	Mechanic	Word Processing Specialist
Computer Technician	Meteorologist	
Consultant	Military Officer	
Corrections Officer	Minister	
Cosmetologist	Musician	
Counselor	Nursing Administrator	
Crafts Worker	Nursing Educator	
Curator	Office Clerical Worker	
Customer Service Representative	Office Manager	
Dentist	Optician	
Detective	Personnel Manager	
Education Administrator	Pharmacist	
Efficiency Analyst	Pharmacy Technician	
Electrical Engineering Technician	Physical Therapist	
Electrician	Physician	
Elementary School Teacher	Physician	
Engineer	Police Detective	
Engineering Technologist	Police Officer	
Executive Manager/Supervisor	Pollution Control Specialist	
Farmer	Preschool Teacher	
Financial Planner/Manager	Priest or Spiritual Advisor	
Food-service Worker	Probation Officer	
Geologist	Public Health Nurse	
Government Manager	Purchasing Agent	
Guard	Reading Teacher	
Hairdresser	Real Estate Agent	

CAREERS TO CONSIDER

ISTP

“Practical Analyzers”

Accountant	Health Practitioner	Psychologist
Actor	Hunter	Public Relations Specialist
Adult Education Teacher	Information Services Developer	Purchasing Agent
Airline Mechanic	Intelligence Agent	Race Car Driver
Architect	Interpreter or Translator	Researcher
Attorney	Inventor	Respiratory Therapist
Automotive Products Retailer	Investment Banker	School Bus Driver
Banker	Journalist	Securities Analyst
Biologist	Judge	Security Guard
Carpenter	Laboratory Technician	Social Scientist
Chemist	Laborer	Software Designer
Cleaning Service Worker	Legal Assistant	Software Developer
College Administrator	Legal Investigator	Sports Equipment Merchandising
Commercial Artist	Legal Mediator	Sports Equipment Sales
Computer Programmer	Legal Secretary	Steelworker
Computer Repair Technician	Logistics and Supply Manager	Strategic Planner
Computer Specialist	Machine Operator	Suicide Prevention Counselor
Computer Systems Analyst	Manager - Government	Surveyor
Construction Worker	Manager - Small Business	Technical Trainer
Cook	Manager - Utilities	Transportation Operator
Corrections Officer	Marine Biologist	University Professor
Crafts Worker	Mathematician	Veterinarian
Crisis Counselor	Mathematics Teacher	Weapons Operator
Dental Assistant	Mechanic	Writer
Dental Hygienist	Medical Technologist	Youth Counselor
Dentist	Military Officer	
Detective	Musician	
Detective	Network Integration Specialist	
Economist	Occupational Therapist	
Editor	Office Manager	
EEG Technologist	Optometrist	
Electrical Technologist	Paralegal	
Electrician	Park Ranger	
Electronics Specialist	Pharmaceutical Sales	
Emergency Medical Technician	Pharmacist	
Engineer	Photographer	
Entertainer	Physical Therapist	
Exercise Physiologist	Physician	
Farmer	Pilot	
Financial Planner	Plastic Surgeon	
Fine Artist	Police Officer	
Fire Fighter	Private Investigator	
Fire Marshal	Probation Officer	
Firefighter	Psychiatrist	

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, extroverts 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

ISFP

(The Artisan/Composer)

Mozart
Neil Simon
Paul McCartney
Paul Pierce
Brooke Shields

ENFJ

(The Educator/Teacher)

Diane Sawyer
Oprah Winfrey
Martin Luther King, Jr.
Lauren Graham (*Gilmore Girls*)
Ben Affleck

INFJ

(The Wordsmith/Counselor)

Aristophanes
Mohandas Gandhi
Eleanor Roosevelt
Michael Landon
Queen Noor

ENFP

(The Motivator/Champion)

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

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

ENTP

(The Strategizer/Inventor)

Benjamin Franklin
Walt Disney
Red Auerbach
Vin Baker
Bugs Bunny

INTP

(The Logician/Architect)

Socrates
Charles Darwin
Albert Einstein
Mikhail Baryshnikov
Nelson Mandela
Steven Spielberg