



Myers-Briggs Type Indicator® Career Report

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Introduction

This report applies your results from the *Myers-Briggs Type Indicator*® (MBTI®) assessment to help you identify job families and occupations that are a good fit for your verified MBTI type. The MBTI tool was developed by Isabel Briggs Myers and Katharine Briggs and is based on Carl Jung's theory of psychological types. It has been used for more than 60 years to help people become more satisfied and successful in their careers.

This Report Can Help You

- **Identify job families, or broad occupational categories, to help get you started in your career search**
- **Choose a specific job or career**
- **Select a college major or course of study**
- **Identify strengths and potential weaknesses of your type for the career search process**
- **Increase your job satisfaction**
- **Make a career transition or shift**
- **Plan your career development strategy and action steps**

The job families and specific occupations used in this report are adapted from the O*NET™ system of occupational classification developed by the U.S. Department of Labor, which is the standard method for classifying occupations. The relationship between the O*NET occupations and MBTI types has been established using information from a database of more than 92,000 working adults who recently took the MBTI assessment and reported that they were satisfied with their jobs.

This report is only one source of information. When choosing a career or contemplating a career change, you must also consider your abilities and skills, your occupational and leisure interests, and your values and goals. You will also need information about specific tasks involved in different occupations, as well as current career opportunities. Additional career information can be found online at <http://online.onetcenter.org>.

How Your MBTI® Career Report Is Organized

- **Summary of Your MBTI® Results**
- **How Your Type Affects Your Career Choice**
- **How Your Type Affects Your Career Exploration**
- **How Your Type Affects Your Career Development**
- **Job Families and Occupations for Your Type**
 - **Ranking of Job Families**
 - **Most Popular Occupations**
 - **Least Popular Occupations**



Summary of Your MBTI® Results

You have verified that your best-fit type is: **INFJ**.

Verified Type: INFJ

Where you focus your attention

E

Extraversion

People who prefer Extraversion tend to focus on the outer world of people and activity.

I

Introversion

People who prefer Introversion tend to focus on the inner world of ideas and impressions.

The way you take in information

S

Sensing

People who prefer Sensing tend to take in information through the five senses and focus on the here and now.

N

Intuition

People who prefer Intuition tend to take in information from patterns and the big picture and focus on future possibilities.

The way you make decisions

T

Thinking

People who prefer Thinking tend to make decisions based primarily on logic and on objective analysis of cause and effect.

F

Feeling

People who prefer Feeling tend to make decisions based primarily on values and on subjective evaluation of person-centered concerns.

How you deal with the outer world

J

Judging

People who prefer Judging tend to like a planned and organized approach to life and want to have things settled.

P

Perceiving

People who prefer Perceiving tend to like a flexible and spontaneous approach to life and want to keep their options open.



How Your Type Affects Your Career Choice

The kinds of tasks and work environment that tend to be preferred by INFJs are shown in the charts below. Working at these kinds of tasks and in this kind of environment will help you feel more comfortable and satisfied in your day-to-day work because you will have opportunities to express your natural preferences.

Preferred Work Tasks

- Helping others grow or develop
- Inspiring others with your vision
- Devising new ways to achieve the vision
- Identifying the larger purpose behind day-to-day tasks
- Designing innovative programs or services
- Serving people's spiritual needs

Preferred Work Environment

- Has a humanitarian mission
- Has people who are committed to the mission
- Has a reputation for integrity
- Supports volunteer efforts or provides service opportunities
- Fosters personal development

Action Steps

- ▶ Identify a specific job you are considering.
- ▶ Using an occupational library or online source such as the O*NET database (<http://online.onetcenter.org>), investigate the kinds of tasks you would be doing and the kind of environment you would be working in for this job.
- ▶ Compare these tasks and work environment to those identified for your type in the charts above.
- ▶ If there is considerable overlap, you may want to pursue this opportunity.
- ▶ If there is little overlap, you may want to rethink your plan. However, before you exclude any potential job, see the tips found on the last page of this report.



How Your Type Affects Your Career Exploration

How you go about exploring career options will be influenced by your INFJ preferences. Your type will help you in your career exploration activities in distinct ways, just as it may present some distinct challenges for you.

Your type strengths will help you:

- Reflect carefully on what is really important to you in a career
- Create a plan to help you achieve your goal
- Emphasize your ideals during interviews
- Convey your potential and your ability to learn quickly in interviews
- Think about the long-term prospects and opportunities associated with a particular job, and not just specific current tasks

Challenges

Suggested Strategies

- | | |
|---|---|
| • You may focus so much on long-term possibilities that you overlook important facts about the current job. | • Develop a checklist of “facts” to use when researching a job (e.g., pay, vacation, benefits, hours, etc.). |
| • You may miss opportunities because you are reluctant to do the necessary networking. | • Start with close friends, then gradually expand your networking list; remember, people will enjoy helping you. |
| • You may be hesitant to “sell” yourself and your potential contributions during interviews. | • Role-play interviews with a friend or career professional; use a checklist to make sure you cover important points. |
| • You may be overly influenced by what others think is the best job for you. | • Take time to reflect on what is really important to you. |
| • You may not appear sufficiently task oriented to Thinking interviewers. | • Convey how your people skills can help the bottom line. |

Action Steps

- ▶ Review the list of strengths that are a natural part of your type. Make sure to rely on them as much as possible throughout your career exploration process, especially when you are feeling anxious.
- ▶ Review the challenges related to your type. The strategies suggested for dealing with these challenges require you to move beyond your natural comfort zone. So don’t try to overcome all these challenges at once. Pick one or two to start with and work at them until you feel more comfortable.



How Your Type Affects Your Career Development

Your career development process will be influenced by your INFJ preferences. Career development almost always involves coping with new demands that do not come naturally to you and often requires working and communicating with people with different preferences. At times, career change can be a beneficial stimulus to further development of your type. Type development means knowing and accepting your natural preferences and then consciously choosing to use nonpreferred preferences in certain situations when appropriate. Listed below are some typical strengths of and challenges faced by INFJs, as well as some suggestions for development.

Your style has probably helped you develop strengths in:

- Inspiring others by articulating deeply held values
- Speaking up for those who don't have a voice
- Designing creative and innovative programs or services to help others
- Helping motivate others by linking day-to-day tasks to a larger purpose
- Finding a shared vision that everyone can rally around

Challenges

- You may become discouraged if you feel others don't care as much as you do.
- You may be too perfectionistic in accomplishing your tasks.
- You may do your thinking in a vacuum, resulting in an unrealistic outcome.

Suggested Strategies

- Read descriptions of the 16 types to learn what motivates others.
- Ask a dominant Thinking type how he or she shows caring.
- Identify the pros and cons of completing a less-than-perfect project vs. not doing the project at all because it can't be done perfectly.
- Think about the people who might benefit even though the project can't be done perfectly.
- Share your initial thoughts with someone you trust and ask for feedback.
- Ask yourself what, concretely, would have to be done in order to implement your ideas.

Action Steps

- ▶ Identify a career or job you are considering.
- ▶ Review the list of strengths and challenges above.
- ▶ Evaluate how much the job you have in mind will allow you to use your natural strengths and challenge you to use other preferences. You will probably be most satisfied with a job that allows you to use your strengths most of the time but also provides a manageable degree of challenge.



Job Families and Occupations for INFJs

The following pages of your Career Report present 22 broad occupational categories, or “job families,” and a number of specific occupations and show how they rank in popularity among INFJs. This ranking is based on information from a sample of more than 92,000 people in 282 jobs who said they were satisfied with their jobs. There were 2,297 INFJs in this sample.

The chart on the next page shows the popularity of 22 job families among INFJs divided into three groups: those most attractive to INFJs, those moderately attractive, and those least attractive. The longer the bar on the chart, the more attractive the job family. Those job families listed as most attractive to INFJs offer the best opportunity for you to find an occupation in which you can use your natural preferences and be satisfied. Those job families listed as moderately attractive may or may not offer opportunities for expressing your preferences—it depends on the tasks and work environment of the specific occupation. Those job families listed as least attractive are associated with occupations in which you are least likely to express your preferences. These may require you to work “against the grain” of your preferences.

When reviewing the chart, it is important not to overemphasize the differences between any two adjacent categories. In your career exploration process, consider all the job families in the “most attractive” section, especially if the bars in the graph are about the same length. You should also explore job families in the “moderately” and “least” attractive sections if they appeal to you or you would like to learn more about them.

The following pages list specific occupations ranked by their popularity among INFJs. The most popular occupations are shown first, followed by the least popular.

Working with Your Job Families and Occupational Lists

- When comparing job families and the two occupational lists, it may not be entirely clear which occupations fit within which job families. For example, does a particular health care occupation belong in Health Care Support or in Health Care Practitioner and Technical? To help you see the relationship, a “Career Trends” summary is provided with your most popular occupations list.
- If you would like more information about how job families and specific occupations are related, you can go online to <http://online.onetcenter.org> and click on “Find Occupations.” On the Find Occupations page, go to the pull-down menu “By Job Family or All Occupations.” When you select one of these categories, you will be provided with a list of all specific occupations within that category, each of which is further explained.
- You may notice what appear to be differences between your general and specific lists. You may find a specific occupation ranked higher or lower than you might predict based on the ranking of the corresponding job family. This can occur because the number of specific occupations in an O*NET category ranges from 14 to 237! And not all the specific occupations found on the O*NET database are used in your Career Report. Only those that had a large enough sample of satisfied workers could be used. Think of the job families as an average. There will likely be specific jobs that are a good fit for your particular preferences, even though the job family may not be all that appealing to most persons of your type.
- The use of job family and occupational lists should only be a first step in your career exploration process.



Ranking of Job Families for INFJs

Most Attractive Job Families (scores of 61–100)

Job Family	Score
Education, Library Sciences, and Training School teacher, librarian, school administrator, university faculty	100
Arts, Design, Entertainment, Sports, and Media Artist, coach, musician, reporter	93
Community and Social Services Community service manager, career counselor, clergy, social worker	82
Health Care Practitioner and Technical Occupations Pediatrician, dentist, physical therapist, lab technician	72
Life, Physical, and Social Sciences Biologist, chemist, economist, psychologist	70
Building and Grounds Maintenance Gardener, tree trimmer, housekeeping, lawn service supervisor	67

Moderately Attractive Job Families (scores of 31–60)

Job Family	Score
Office and Administrative Support Bank teller, receptionist, clerical services, legal secretary	59
Legal Lawyer, arbitrator, paralegal, court reporter	56
Personal Care and Service Lodging manager, personal trainer, hairdresser, child care provider	53
Farming, Fishing, and Forestry Rancher, farmer, agricultural inspector, fisher	51
Food Preparation and Service Chef, food service manager, bartender, host/hostess	44
Computers and Mathematics Programmer, systems analyst, database administrator, mathematician	44
Business and Finance Operations, finance, marketing, human resources	41
Health Care Support Nurse's aide, veterinary assistant, pharmacy aide, physical therapy aide	39
Sales and Advertising Sales manager, real estate agent, insurance agent, salesperson	39
Architecture and Engineering Architect, surveyor, mechanical engineer, chemical engineer	34

Least Attractive Job Families (scores of 0–30)

Job Family	Score
Military Specific Air crew officer, command & control, radar operator, infantry member	28
Production and Manufacturing Machinist, cabinetmaker, inspector, power plant operator	24
Construction and Extraction Carpenter, plumber, electrician, stonemason	22
Transportation and Materials Moving Pilot, air traffic controller, driver, freight handler	20
Protective Services Firefighter, correctional officer, security guard, police officer	18
Installation, Maintenance, and Repair Office machine repair, mechanic, line installer, electronics repair	18



Most Popular Occupations for INFJs

The occupations listed below in rank order are a sampling of those that are most attractive to INFJs. Individuals of this type are found in these occupations in much greater proportion than would be expected based on the frequency of this type in the general U.S. population. You are likely to find these occupations most satisfying because you will:

- Have opportunities to express your preferences
- Be recognized and rewarded for using your natural gifts and strengths
- Face tasks and problems you find interesting and challenging

Career Trends for INFJs

The occupations that are most popular with INFJs are found in four major areas: medicine, science, the arts, and education. Furthermore, the popular careers in medicine and science have a lot in common, as they involve applied science, i.e., using science to understand and help others. The artistic careers allow INFJs to use their usually well-developed intuition.

Most Popular Occupations for INFJs

1 Social science research assistant	13 Psychiatrist
2 Writer	14 Graphic designer
3 Physician's assistant	15 Dental hygienist
4 Biomedical engineer	16 Mental health counselor
5 Surgeon	17 Clinical/counseling/educational psychologist
6 Pathologist	18 Food scientist
7 Survey researcher	19 Vocational education teacher
8 Multimedia artist/ animator	20 Librarian/information services
9 Interior designer	21 Environmental scientist
10 General family physician	22 Middle school teacher
11 Desktop publisher	23 Occupational therapist
12 Petroleum engineer	24 Musician, singer, music director, composer

Action Steps

- ▶ Visit a career library and search for careers in the fields highlighted in the Career Trends box above. Write down job titles that seem to match these trends. Then proceed to the next step to look up detailed information about these careers.
- ▶ Go to <http://online.onetcenter.org> and click on "Find Occupations." Enter the name of any of the specific occupations listed above, or any other occupation that interests you, in the "By Keyword" box. This will lead you to comprehensive and detailed information about that occupation, including the knowledge, skills, and abilities needed to perform the job, the educational and training requirements, and the employment outlook for that occupation by state.



Least Popular Occupations for INFJs

Listed below are 10 occupations in which INFJs are not likely to be found. If you enter one of these occupations:

- You may experience difficulty communicating or agreeing with your coworkers
- The particular gifts associated with your preferences may not be recognized or rewarded
- You may eventually experience stress or dissatisfaction if you are required to work against the grain of your natural preferences for too long

Least Popular Occupations for INFJs

Broadcast technician	Nursery worker/farm laborer
Commercial art director	Political scientist
Driver	Surveyor
Electrical/electronics technician	Tax examiner/revenue agent
Medical record technician	Top executive, Legal

Tips for Succeeding in an "Atypical" Occupation

You should not automatically discount any occupation just because it is not popular among those of your type. In an occupation that is atypical for people of your type, you may find that your different approach is valued and rewarded and you are seen as an innovator or leader. You may very well succeed and be satisfied in such an occupation if you:

- Can use your preferences productively by creating a special role in which you do a certain set of tasks or by finding a niche for yourself in a particular environment or with a select group of coworkers you enjoy working with
- Work at understanding or communicating with others whose preferences are different from yours
- Find other opportunities, such as in your leisure activities, to express your preferences

