Careers for your Personality

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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...
**Personality Self-“Guesstimate”**

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

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

### Preference for Taking In Information (Perceiving)

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

### Preference for Making Decisions (Judging)

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

### Preference for Either Taking In Information or Making Decisions

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

My code: 

- E or I
- S or N
- T or F
- J or P
Next Steps
After completing the Self-guesstimate, take the MBTI assessment:

1. Complete the online or self-scoring packet to validate your type preferences. To obtain an assessment, contact Career Planning and Placement at 508-362-2131 ext. 4688 for an appointment.

2. Find Out More About Your Type Online
   Once you know your four letter type, go onto the following FREE web sites to find out more information about yourself, careers that might be a good match for you, how you might act in group situations, how you might behave in different relationships, etc.

   · www.personalitypage.com
   · www.personalitypathways.com
   · www.typelogic.com
   · www.teamtechnology.co.uk/mb-types.htm

   You may also link to these sites from the Career Planning and Placement section of the Cape Cod Community College web site at http://www.capecod.edu/web/guest/resources/career/assessments. Additionally, there are other free assessments you can link to via the College’s web site.

3. Use the Careers To Consider pages in this packet to BRAINSTORM for careers that might be a good match for your personality.

4. Research careers of interest to you to gather accurate information and realistically evaluate your options.

5. Make a decision.

6. Put a career plan together. Assistance is available at CCCC from Career Planning and Placement, Transfer Counseling and Academic Advising.


8. Evaluate your progress and modify your goals, plan, and actions as necessary.
### Occupational Trends By Type

<table>
<thead>
<tr>
<th>ST</th>
<th>SF</th>
<th>NF</th>
<th>NT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business/Management</td>
<td>Health Care</td>
<td>Counseling</td>
<td>Science</td>
</tr>
<tr>
<td>Law/Law Enforcement</td>
<td>Teaching/Education</td>
<td>Arts</td>
<td>Technology</td>
</tr>
<tr>
<td>Skilled Trades</td>
<td></td>
<td>Teaching/Education</td>
<td>Management</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ISTJ</th>
<th>ISFJ</th>
<th>INFJ</th>
<th>INTJ</th>
</tr>
</thead>
<tbody>
<tr>
<td>Occupational Trends:</td>
<td>Occupational Trends:</td>
<td>Occupational Trends:</td>
<td>Occupational Trends:</td>
</tr>
<tr>
<td>Management</td>
<td>Education</td>
<td>Religion</td>
<td>Scientific/Technical Field</td>
</tr>
<tr>
<td>Administration</td>
<td>Health Care</td>
<td>Counseling</td>
<td>Computers</td>
</tr>
<tr>
<td>Law Enforcement</td>
<td>Religious Settings</td>
<td>Teaching</td>
<td>Law</td>
</tr>
<tr>
<td>Accounting</td>
<td></td>
<td>Arts</td>
<td>Enforcement</td>
</tr>
<tr>
<td></td>
<td>Focus: use attention to detail</td>
<td>Focus: facilitate others'</td>
<td>Focus: use intellectual</td>
</tr>
<tr>
<td></td>
<td>to get the job done.</td>
<td>emotional, intellectual or</td>
<td>creativity and technical</td>
</tr>
<tr>
<td></td>
<td></td>
<td>spiritual development</td>
<td>knowledge to conceptualize,</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>analyze and get tasks done</td>
</tr>
<tr>
<td>ISTP</td>
<td>ISFP</td>
<td>INFP</td>
<td>INTP</td>
</tr>
<tr>
<td>Occupational Trends:</td>
<td>Occupational Trends:</td>
<td>Occupational Trends:</td>
<td>Occupational Trends:</td>
</tr>
<tr>
<td>Skilled Trades</td>
<td>Education</td>
<td>Counseling</td>
<td>Scientific or</td>
</tr>
<tr>
<td>Agriculture</td>
<td>Health Care</td>
<td>Teaching</td>
<td>Technical Fields</td>
</tr>
<tr>
<td>Law Enforcement</td>
<td>Religious Settings</td>
<td>Arts</td>
<td></td>
</tr>
<tr>
<td>Military</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Technical Fields</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Focus: use gentle nature and</td>
<td>Focus: use creativity to</td>
<td>Focus: apply objective</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>analysis of problems</td>
</tr>
<tr>
<td>Focus: work hands-on with</td>
<td></td>
<td></td>
<td>and technical expertise in</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>solitary environment</td>
</tr>
<tr>
<td>data or things and analyze</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Focus: take action, work</td>
<td>Focus: use outgoing nature</td>
<td>Focus: continuously take on</td>
<td></td>
</tr>
<tr>
<td>hands-on and attend to</td>
<td>and enthusiasm to help</td>
<td>new challenges and solve</td>
<td></td>
</tr>
<tr>
<td>details</td>
<td>people with practical needs</td>
<td>problems</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Focus: use outgoing nature</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>and enthusiasm to help</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>people with practical needs</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Focus: use logic and</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>organization of the facts to</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>get tasks done</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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Sources: Consulting Psychologists Press MBTI Manual and MBTI Qualifying Program Training Packet
On The Job Stressors By Type

Select careers where you will avoid or minimize the following stressors for your personality preferences:

**Extravert Stressors:**
- 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

**Introvert Stressors:**
- Working with others
- Talking on the phone a lot
- Frequent Interruptions
- Having to act quickly without reflection
- Having too many concurrent tasks
- Getting frequent verbal feedback

**Sensing Stressors:**
- 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 Stressors:**
- 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 Stressors:**
- Using personal experience to assess situations
- Adjusting to individual differences and needs
- Noticing and appreciating what is positive
- Using empathy/personal values to make decisions
- Having other react to questioning as divisive

**Feeling Stressors:**
- Analyzing situations objectively
- Setting criteria and standards
- Critiquing and focusing on flaws
- 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
ESTJ
“Practical Expeditors”

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

CAREERS TO CONSIDER

ISTJ

“Logical Assimilators”

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

ESTP

“Logical Responders”

Aeronautical Engineer
Artisan
Athletic Coach
Auctioneer
Auditor
Banker
Bartender
Biologist
Book keeper
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
Laborer
Land Developer
Library Worker
Lifeguard
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
Sale 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
<table>
<thead>
<tr>
<th>CAREERS TO CONSIDER</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ISTP</strong></td>
</tr>
<tr>
<td>&quot;Practical Analyzers&quot;</td>
</tr>
</tbody>
</table>

| 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 | Mechic | 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 | |
CAREERS TO CONSIDER

ESFJ

“Practical Contributors”

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

10
CAREERS TO CONSIDER

ISFJ

“Compassionate Assimilators”

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

**ESFP**  
"Compassionate Responders"

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

**INFJ**

"Compassionate Visionaries"

<table>
<thead>
<tr>
<th>Health Care Administrator</th>
<th>Aeronautical Engineer</th>
<th>Military Officer</th>
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<tbody>
<tr>
<td>Community Health Worker</td>
<td>Bookkeeper</td>
<td>Police Officer</td>
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<td>Pharmacist</td>
<td>Cashier</td>
<td>Pollution Control Specialist</td>
</tr>
<tr>
<td>Pharmacy Technician</td>
<td>Computer Operator</td>
<td>Regulatory Compliance Officer</td>
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<tr>
<td>Physician</td>
<td>Curator</td>
<td>Cleaning Service Worker</td>
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<tr>
<td>Veterinarian</td>
<td>Library Assistant</td>
<td>Crafts Worker</td>
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<tr>
<td>Social Services Administrator</td>
<td>Office/Clerical Worker</td>
<td>Farmer</td>
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<td>Education Administrator</td>
<td>Secretary</td>
<td>Machine Equipment or Process</td>
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<tr>
<td>Corrections Officer</td>
<td>Architect</td>
<td>Operator</td>
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<tr>
<td>Supervisor in various fields</td>
<td>Interior Decorator</td>
<td>Mechanic</td>
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<td>Electrician</td>
<td>Musician</td>
<td>Steelworker</td>
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<td>Legal Assistant</td>
<td>Guard</td>
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<tr>
<td>Librarian</td>
<td>Police Detective</td>
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<tr>
<td>Real Estate Agent</td>
<td>Accountant</td>
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<tr>
<td>Word Processor</td>
<td>Actuary</td>
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<tr>
<td>Critical Care Nurse</td>
<td>Auditor</td>
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<tr>
<td>Dental Assistant</td>
<td>Banker</td>
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<tr>
<td>Dental Hygienist</td>
<td>Financial Consultant</td>
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<td>Dietitian</td>
<td>Financial Manager</td>
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<td>Nutritionist</td>
<td>Efficiency Analyst</td>
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<td>Health Education Practitioner</td>
<td>Information Officer</td>
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<tr>
<td>Health Service Worker</td>
<td>Insurance Underwriter</td>
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<td>Health Technologist</td>
<td>Purchasing Agent</td>
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<tr>
<td>Licensed Practical Nurse</td>
<td>Researcher</td>
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<tr>
<td>Medical Records Administrator</td>
<td>Chemist</td>
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<td>Medical Technologist</td>
<td>Computer Analyst</td>
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<td>Nurse</td>
<td>Computer Technician</td>
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<td>Nurse Aide</td>
<td>Dentist</td>
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<td>Nursing Educator</td>
<td>Engineering Technician</td>
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<td>Physician</td>
<td>Engineering Technologist</td>
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<td>Public Health Nurse</td>
<td>Geologist</td>
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<tr>
<td>Speech Pathologist</td>
<td>Lab technologist</td>
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<td>Speech Therapist</td>
<td>Meteorologist</td>
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<td>Probation Officer</td>
<td>Technical Writer</td>
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<td>Teacher</td>
<td>Consultant</td>
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<td>Teacher’s Aide</td>
<td>Labor Relations Worker</td>
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<td>Customer Service</td>
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<tr>
<td>Representative</td>
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<td>Food Service Worker</td>
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<td>Hairdresser</td>
<td>Detective</td>
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<tr>
<td>Optician</td>
<td>Judge</td>
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</table>
CAREERS TO CONSIDER

ENFP

“Compassionate Explorers”

Actor
Advertising Account Manager
Advertising Creative Director
Alcohol/Addiction Counselor
Art Teacher
Artist
Attorney
Bilingual Education Teacher
Biologist
Business Consultant
Career Counselor
Cartoonist
Character Actor
Chemical Engineer
Child Welfare Counselor
Columnist
Community College Professor
Composer
Computer Programmer
Computer Specialist
Computer Systems Analyst
Conference Planner
Construction Worker
Consultant
Copy Writer
Corporate Trainer
 Corrections Officer
Dental Hygienist
Development Director
Dietitian
Diversity Trainer
Drama Teacher
Early Childhood Ed. Teacher
Editor
Educational Consultant
Electrician
Employee Assistance Counselor
Employment Development Specialist
Engineer
English Teacher
Entertainer
Entrepreneur
Environmental Attorney
Fine Artist

Health and Wellness Teacher
Health Care Worker
Holistic Health Practitioner
Human Resources Manager
Human Resources Personnel
Human Resources Trainer
Interior Decorator/Designer
Inventor
Investment Counselor
Journalist
Leadership Consultant
Legal Mediator
Magazine Art Director
Management Consultant
Manager
Marketing Consultant
Marketing Executive
Massage Therapist
Mechanical Engineer
Merchandise Planner
Music Teacher
Musician
Newscaster
Nutritionist
Occupational Therapist
Ombudsperson
Outplacement Consultant
Pastoral Counselor
Photographer
Physical Therapist
Physician
Playwright
Political Analyst
Politician
Preschool Teacher
Probation Officer
Psychiatrist
Public Relations Specialist
Public Relations Specialist
Publicist
Publicity Writer
Rehabilitation Counselor
Religious Worker
Reporter
Research Assistant
Residential Housing Director
Restaurant Owner
Salesperson
School Guidance Counselor
Scientific Investigator
Scientific Researcher
Screenwriter
Social Worker
Special Education Teacher
Speech Pathologist
Speech-Language Pathologist
Strategic Planner
Vocational Counselor
Writer
CAREERS TO CONSIDER

INFP

"Insightful Enhancers"

Actor
Administrative Assistant
Animal Groomer
Architect
Artist
Audiologist
Beautician
Bilingual Education Teacher
Biologist
Book Keeper
Botanist
Carpenter
Child Welfare Counselor
Child-Care Worker
Church Worker
Cleaning Service
Clerical Supervisor
Clerk
College Professor
Composer
Computer Operator
Construction Worker
Consultant
Cook
Corrections 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
Poet
Police Detective
Police Officer
Priest
Psychiatrist
Psychology
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
CAREERS TO CONSIDER

ENTJ

"Insightful Expeditors"

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

**ENTP**

"Logical Explorers"

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<tr>
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<th>Venture Capitalist</th>
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<td>Management Consultant</td>
<td>Technical Trainer</td>
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<tr>
<td>Marketing Director</td>
<td>TV/Talk Show Host</td>
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20
CAREERS TO CONSIDER

INTP

“Insightful Analyzers”

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

**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

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

**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)

**INTJ**
(The CEO/Field Marshal)
Napoleon Bonaparte
Richard M. Nixon
Sirius Weaver
Margaret Thatcher
Alan Greenspan

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

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

Q: Unsure of where you are going?


A: Come see us...we can help!

Mary Olenick
Transfer Counseling
508-362-2131 x 4316
molenick@capecod.edu

Kristina Ierardi
Career Planning & Placement
508-362-2131 x 4688
kierardi@capecod.edu

Grossman Student Commons 2nd Floor
Looking For A Job?
We can help

Full-time Jobs
Career Planning & Placement

Kristina Ierardi, MA
Coordinator

Grossman Commons
2nd floor - C206E
508-362-2131 x4688

* Full-time job listings on the 2nd floor of the Grossman Student Commons building

* Online job listings posted at www.capecod.edu/career

* Annual Job Fair

* Individual career planning assistance by appointment

Help Wanted

Part-time Jobs
Student Employment Office

Theresa Bowse
Job Developer

Dawn Harney
Job Developer

South Building
2nd floor
Room 215
508-362-2131 x4336
Hours are posted

* Part-time and seasonal job postings on bulletin boards on the 1st floor of the South Building and in the Cafeteria

* Call or stop by the office to obtain the contact information for listed positions

* Assistance is available on a drop-in basis during office hours