**RESULT OF THE ‘JUNG TYPOLOGY’ PERSONALITY TEST**

**QUESTION: How does the INTJ personality type affect career and effectiveness at the job?**

**INTJ = INTROVERT 22%**

**INTUITIVE 12%**

**INTUITIVE THINKING 25%**

**JUDGING 44%**

To outsiders, INTJ’s may appear to project an aura of definiteness, of self-confidence. This self-confidence lies in the specialized knowledge system that most INTJ’s start building at an early age. When it comes to their own areas of expertise – and INTJ’s can have several- they will be able to tell you almost immediately whether or not they can help you, and if so, how. INTJ’s know what they know, and perhaps still more importantly, they know what they don’t know.

INTJ’s are perfectionists, with a seemingly endless capacity for improving upon anything that takes their interest. What prevents them from becoming chronically bogged down in this pursuit of perfection is the pragmatism so characteristic of the type: INTJ’s apply the criterion “Does it work?” to everything from their own research efforts to the prevailing social norms. This in turn produces an unusual independence of mind, freeing the INTJ from the constraint of authority, convention, or sentiment for its own sake.

INTJ’s are known as the “Systems Builders” of the types, perhaps in part because they possess the unusual trait combination of imagination and reliability. Whatever system an INTJ happens to working on is for them the equivalent of a moral cause to an INFJ; both perfectionism and disregard for authority may come into play, as INTJ’s can be unsparing of both themselves and the other on the project. Anyone considered to be “slacking”, including superiors, will lose their respect – and will generally be made aware of this; INTJ’s have also been known to take it upon themselves to implement critical decisions without consulting their supervisors or co-workers. On the other hand, they do tend to be scrupulous and even-handed about recognizing the individual contributions that have gone into the project, and have a gift for seizing opportunities, which others might not even notice.

In the broadest terms, what INTJ’s “do” tends to be what they “Know”. Typical INTJ career choices are in the science and engineering, but they can be found wherever a combination of intellect and incisiveness are required. INTJ’s can rise to management positions when they are willing to invest time in marketing their abilities as well as enhancing them, and (whether for the sake of ambition or the desire for privacy) many also find it useful to learn to simulate some degree of surface conformism in order to mask their inherent unconventionality.

Functional Analysis:

**Introverted Intuition**

INTJ’s are idea people. Anything is possible; everything is negotiable. Whatever the outer circumstances, INTJ’s are ever perceiving inner pattern-forms and using real-world materials to operationalize them. Others may see what IS and wonder why; INTJ’s see what MIGHT BE and say “Why Not”. Paradoxes, antinomies, and other contradictory phenomena aptly express these intuitors’ amusement at those whom they feel may be taking a particular view of reality too seriously. INTJ’s enjoy developing unique solutions to complex problems.

**Extraverted Thinking**

Thinking in this auxiliary role is a workhorse. Closure is the payoff for efforts expended. Evaluation begs diagnosis; product drives process. As they come to light, thinking tends, protects, affirms and directs intuitions offspring, fully equipping them for fulfilling and useful lives. A faithful pedagogue, thinking argues not so much on its own behalf, but in defense of its charges. And through this process these impressionable ideas take on the likeness of the master.

**Introverted Feeling**

Feeling has a modest inner room, two doors down from the most imminent intuition. It doesn’t get out much, but lends its influence on behalf of causes, which are good, and Worthy and Humane. We may catch a glimpse of it in the unspoken attitude of good will, or the gracious smile or nod. Some question the existence of feeling in this type, yet its unseen balance to thinking is a cardinal dimension in the full measure of the INTJ’s soul.

**Extraverted Sensing**

Sensing serves with a good will, or not at all. As other inferior functions, it has only a rudimentary awareness of context, amount of degree. Thus INTJ’s sweat the details or, at times, omit them. “I’ve made up my mind, don’t confuse me with the facts” could well have been said by an INTJ on a mission. Sensing’s extraverted attitude is evident in this type’s bent to savor sensations rather than to merely categorize them. Indiscretions of indulgence are likely an expression of the unconscious vengeance of the inferior.