**ENFJ: The Teacher**

ENFJ in a Nutshell

[ENFJs](http://www.truity.com/enfj) are idealist organizers, driven to implement their vision of what is best for humanity. They often act as catalysts for human growth because of their ability to see potential in other people and their charisma in persuading others to their ideas. They are focused on values and vision, and are passionate about the possibilities for people.

ENFJs are typically energetic and driven, and often have a lot on their plates. They are tuned into the needs of others and acutely aware of human suffering; however, they also tend to be optimistic and forward-thinking, intuitively seeing opportunity for improvement. The ENFJ is ambitious, but their ambition is not self-serving: rather, they feel personally responsible for making the world a better place.

What Makes the ENFJ Tick

[ENFJs](http://www.truity.com/enfj) are driven by a deep sense of altruism and empathy for other people. They have an intuitive sense of the emotions of others, and often act as an emotional barometer for the people around them. However, their compassion not reserved for the people close to them: they are often humanitarian in nature, and may feel genuine concern for the ills of the entire human race. They tend to personally experience the feelings of others, and feel compelled to act when they see people suffering.

ENFJs want close, supportive connections with others, and believe that cooperation is the best way to get things done. They like to be liked and are very sensitive to feedback, both positive and negative. They expect the best not just from themselves, but from others as well, and may find themselves disappointed when others are not as genuine in their intentions as the ENFJ. ENFJs work hard to maintain strong relationships, and strive to be valuable members of their families, groups, and communities.

Recognizing an ENFJ

ENFJs are natural teachers, often found organizing people to take part in some educational activity. They tend to take charge of a situation, and guide a group towards those activities and experiences which will help them learn and grow. They intuitively see the potential in people, and with charisma and warmth, they encourage others to pursue greater development of their strengths. They are typically dynamic and productive, and are often visibly energized when leading others to discover new knowledge.

ENFJs are typically good communicators, talented at using words to connect with others. They are perceptive about people and enjoy talking about relationships. They often enjoy helping others solve personal problems and like to share their insights about people, their emotions, and their motivations. They are empathetic sometimes to the point of being overinvolved, and can become exhausted if they are surrounded by too much negative emotion.

Famous ENFJs

Famous ENFJs include Oprah Winfrey, Pope John Paul II, Margaret Mead, Ralph Nader, Abraham Maslow, Dr. Phil McGraw, and Martin Luther King, Jr.

ENFJ in the Population

ENFJ is one of the less common types in the population, especially for men. Among men, ENFJ is the second rarest type. ENFJs make up:

* 3% of the general population
* 3% of women
* 2% of men

Popular Hobbies

Popular hobbies for the ENFJ include organizing social events, reading, the arts, museums, storytelling, listening to music, writing, and gourmet cooking.

What the Experts Say

"ENFJs are likely to have a gift of expression, but they may use it in speaking to audiences rather than in writing."

- Isabel Briggs Myers, [Gifts Differing](http://www.amazon.com/gp/product/089106074X/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=089106074X&linkCode=as2&tag=truitycom-20)

"Teachers expect the very best of those around them, and their enthusiasm inspires action in others and the desire to live up to their expectations."

- David Keirsey, [Please Understand Me II](http://www.amazon.com/gp/product/1885705026/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=1885705026&linkCode=as2&tag=truitycom-20)

"When an ENFJ is present, no matter what the product or mission, the people involved will be important and the human dynamic will be made a central part of the process."

- Otto Kroeger, [Type Talk at Work](http://www.amazon.com/gp/product/0440509289/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=0440509289&linkCode=as2&tag=truitycom-20)

Research on ENFJ

Interesting facts about the ENFJ:

* On personality trait scales, scored as Active, Pleasant, Sociable, Demanding, Impatient, Appreciative, and Compromising
* Most likely of all types to cope with stress by exercising
* Most likely of all types to believe in a higher spiritual power
* Ranked by psychologists as among least likely to have trouble in school
* Personal values include Friendships, Education & Learning, Creativity, and Community Service
* Among types highest in job satisfaction, but also among most likely to report plans to leave their jobs
* Commonly found in careers in religion, teaching, and the arts

Read more: [Profile of the ENFJ Personality Type | Truity](http://www.truity.com/personality-type/ENFJ#ixzz3WC9GYCb0) <http://www.truity.com/personality-type/ENFJ#ixzz3WC9GYCb0>

# ENFJ Careers: Top Jobs for ENFJs, Work Style and ENFJs as Leaders

#### ENFJ at Work

At work, the ENFJ is motivated to organize others to implement positive change. ENFJs are enthusiastic problem-solvers, especially when they can put their strong intuition about people to good use.

ENFJs strive for cooperation and work best in a harmonious environment where they can support other people and encourage their growth. They often take on a mentor role, seeing their primary aim as helping other people become better at what they do.

ENFJs are often attracted to leadership roles; they naturally organize people to take advantage of their unique talents. They often have a strong vision in their work, and enjoy being able to use their creativity to develop innovative initiatives with a humanitarian focus. ENFJs appreciate teamwork, and they want to have the organizational resources to put their ideas into action.

The ideal work environment for an ENFJ is forward-thinking and people-centered, with a clear humanitarian mission and an emphasis on constructive action. The ideal job for an ENFJ allows them to develop and implement ideas that improve the circumstances and well-being of other people.

#### ENFJs as Leaders

In leadership posiitons, ENFJs are enthusiastic, supportive, and action-oriented. They are strong leaders with clear ideas about how to improve organizations to better serve the needs of people. ENFJs are confident in their mission, but often balance their goal orientation with a focus on interpersonal process. They seek cooperation, and want others on board, in action and in spirit. ENFJs often take on a mentorship role; they like to help their employees develop as workers and as people.

Although ENFJs typically enjoy leadership, they can become discouraged in environments with ongoing conflict. They have a deep need to be appreciated and can become drained and ineffective in positions where they are not able to elicit support for their ideas and values.

#### ENFJs on a Team

ENFJs are collaborative, inspirational team members who are interested in working together to implement plans for progress. ENFJ team members work from supportive relationships as their foundation; they are skilled at understanding the needs and priorities of others and talented at building consensus. ENFJs have a natural enthusiasm, and tend to engage their team members in their vision.

Because they are so oriented to cooperation, ENFJs can be ineffective on teams in conflict; they may become so engaged with trying to create harmony that they neglect to make an objective evaluation. Although they usually have a strong sense of purpose, they are more people-focused than task-focused, and will prioritize the growth and development of others throughout the process. ENFJs sometimes need to refocus on the task at hand, as they can spend so much time mentoring and encouraging others that they forget the team’s primary goal.

#### Popular Careers for the ENFJ

Top careers for the ENFJ include:

###### Community and Social Service

* [Health Educator](http://www.truity.com/career-profile/health-educator-or-community-health-worker)
* [Marriage and Family Therapist](http://www.truity.com/career-profile/mental-health-counselor-or-marriage-and-family-therapist)
* [Rehabilitation Counselor](http://www.truity.com/career-profile/rehabilitation-counselor)
* [School or Career Counselor](http://www.truity.com/career-profile/school-or-career-counselor)
* [Social Worker](http://www.truity.com/career-profile/social-worker)
* [Social or Community Service Manager](http://www.truity.com/career-profile/social-or-community-service-manager)

###### Media and Communication

* [Editor](http://www.truity.com/career-profile/editor)
* [Interpreter or Translator](http://www.truity.com/career-profile/interpreter-or-translator)
* [Photographer](http://www.truity.com/career-profile/photographer)
* [Public Relations Specialist](http://www.truity.com/career-profile/public-relations-specialist)
* [Public Relations Manager](http://www.truity.com/career-profile/public-relations-manager)
* [Reporter](http://www.truity.com/career-profile/reporter-correspondent-or-broadcast-news-analyst)
* [Author](http://www.truity.com/career-profile/writer-or-author)

###### Education

* [High School Teacher](http://www.truity.com/career-profile/high-school-teacher)
* [Instructional Coordinator](http://www.truity.com/career-profile/instructional-coordinator)
* [Elementary School Teacher](http://www.truity.com/career-profile/kindergarten-or-elementary-school-teacher)
* [Middle School Teacher](http://www.truity.com/career-profile/middle-school-teacher)
* [Preschool Teacher](http://www.truity.com/career-profile/preschool-teacher)
* [College Instructor](http://www.truity.com/career-profile/professor-or-college-instructor)
* [Special Education Teacher](http://www.truity.com/career-profile/special-education-teacher)
* [Adult Literacy Teacher](http://www.truity.com/career-profile/teacher-adult-literacy-or-remedial-education)
* [School Principal](http://www.truity.com/career-profile/elementary-middle-or-high-school-principal)
* [College Administrator](http://www.truity.com/career-profile/postsecondary-education-administrator)
* [Childcare Center Director](http://www.truity.com/career-profile/preschool-or-childcare-center-director)

###### Business, Management, and Sales

* [Advertising and Promotions Manager](http://www.truity.com/career-profile/advertising-and-promotions-manager)
* [Human Resources Manager](http://www.truity.com/career-profile/human-resources-manager)
* [Insurance Sales Agent](http://www.truity.com/career-profile/insurance-sales-agent)
* [Real Estate Broker](http://www.truity.com/career-profile/real-estate-broker-or-sales-agent)
* [Lodging Manager](http://www.truity.com/career-profile/lodging-manager)
* [Flight Attendant](http://www.truity.com/career-profile/flight-attendant)
* [Fundraiser](http://www.truity.com/career-profile/fundraiser)
* [Human Resources Specialist](http://www.truity.com/career-profile/human-resources-specialist-or-labor-relations-specialist)
* [Market Research Analyst](http://www.truity.com/career-profile/market-research-analyst)
* [Meeting or Convention Planner](http://www.truity.com/career-profile/meeting-or-convention-planner)
* [Training or Development Specialist](http://www.truity.com/career-profile/training-or-development-specialist)
* [Training or Development Manager](http://www.truity.com/career-profile/training-or-development-manager)
* [Sales Manager](http://www.truity.com/career-profile/sales-manager)

###### Entertainment, Arts and Design

* [Actor](http://www.truity.com/career-profile/actor)
* [Producer or Director](http://www.truity.com/career-profile/producer-or-director)
* [Landscape Architect](http://www.truity.com/career-profile/landscape-architect)
* [Art Director](http://www.truity.com/career-profile/art-director)
* [Floral Designer](http://www.truity.com/career-profile/floral-designer)
* [Industrial Designer](http://www.truity.com/career-profile/industrial-designer)
* [Interior Designer](http://www.truity.com/career-profile/interior-designer)

###### Personal Care and Service

* [Cosmetologist](http://www.truity.com/career-profile/barber-hairdresser-or-cosmetologist)
* [Child Care Worker](http://www.truity.com/career-profile/child-care-worker)
* [Fitness Trainer](http://www.truity.com/career-profile/fitness-trainer-or-instructor)

###### Sciences

* [Anthropologist or Archaeologist](http://www.truity.com/career-profile/anthropologist-or-archaeologist)
* [Forester](http://www.truity.com/career-profile/conservation-scientist-or-forester)
* [Historian](http://www.truity.com/career-profile/historian)
* [Psychologist](http://www.truity.com/career-profile/psychologist)
* [Sociologist](http://www.truity.com/career-profile/sociologist)
* [Urban or Regional Planner](http://www.truity.com/career-profile/urban-or-regional-planner)

###### Legal

* [Legal Mediator](http://www.truity.com/career-profile/arbitrators-mediators-and-conciliators)
* [Lawyer](http://www.truity.com/career-profile/lawyer)

###### Healthcare

* [Athletic Trainer](http://www.truity.com/career-profile/athletic-trainers-or-exercise-physiologist)
* [Audiologist](http://www.truity.com/career-profile/audiologist)
* [Chiropractor](http://www.truity.com/career-profile/chiropractor)
* [Dental Hygienist](http://www.truity.com/career-profile/dental-hygienist)
* [Dietitian or Nutritionist](http://www.truity.com/career-profile/dietitian-or-nutritionist)
* [Genetic Counselor](http://www.truity.com/career-profile/genetic-counselor)
* [Nurse Practitioner](http://www.truity.com/career-profile/nurse-anesthetist-nurse-midwife-or-nurse-practitioner)
* [Occupational Therapist](http://www.truity.com/career-profile/occupational-therapist)
* [Physical Therapist](http://www.truity.com/career-profile/physical-therapist)
* [Physician Assistant](http://www.truity.com/career-profile/physician-assistant)
* [Recreational Therapist](http://www.truity.com/career-profile/recreational-therapist)
* [Speech-Language Pathologist](http://www.truity.com/career-profile/speech-language-pathologist)
* [Medical or Health Services Manager](http://www.truity.com/career-profile/medical-or-health-services-manager)

###### Office and Administrative

* [Customer Service Representative](http://www.truity.com/career-profile/customer-service-representative)
* [Receptionist](http://www.truity.com/career-profile/receptionist)
* [Executive Assistant](http://www.truity.com/career-profile/secretary-or-administrative-assistant)

#### Least Popular Careers for ENFJs

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the ENFJ, while other occupations demand modes of thinking and behavior that do not come as naturally to the ENFJ. Occupations that require the ENFJ to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to ENFJs who are choosing a career.

The following occupations have been found to be unpopular among ENFJs, based on data gathered from surveys of the general population.

|  |  |  |
| --- | --- | --- |
| * [Carpenter](http://www.truity.com/career-profile/carpenter)
* [Electrician](http://www.truity.com/career-profile/electrician)
* [Mechanic](http://www.truity.com/career-profile/auto-mechanic)
* [Factory Supervisor](http://www.truity.com/career-profile/industrial-production-manager)
* [Systems Analyst](http://www.truity.com/career-profile/computer-systems-analyst)
 | * [Medical Records Technician](http://www.truity.com/career-profile/health-information-technician)
* [Auditor](http://www.truity.com/career-profile/accountant-auditor)
* [Pathologist](http://www.truity.com/career-profile/physician-or-surgeon)
* Military
 | * [Computer Programmer](http://www.truity.com/career-profile/software-engineer-or-computer-programmer)
* [Engineering Technician](http://www.truity.com/career-profile/engineering-technician)
* [Chemical Engineer](http://www.truity.com/career-profile/engineer)
* [Electrical Engineer](http://www.truity.com/career-profile/engineer)
* [Power Plant Operator](http://www.truity.com/career-profile/power-plant-operator)
 |

Read more: [ENFJ Careers: Top Jobs for ENFJs, Work Style and ENFJs as Leaders | Truityhttp://www.truity.com/personality-type/ENFJ/careers#ixzz3WC9X0Xgt](http://www.truity.com/personality-type/ENFJ/careers#ixzz3WC9X0Xgt)
Follow us: [@truitylabs on Twitter](http://ec.tynt.com/b/rw?id=bcqspwTcWr4BQ0acwqm_6r&u=truitylabs" \t "_blank)

**ENTJ: The Commander**

ENTJ in a Nutshell

ENTJs are strategic leaders, motivated to organize change. They are quick to see inefficiency and conceptualize new solutions, and enjoy developing long-range plans to accomplish their vision. They excel at logical reasoning and are usually articulate and quick-witted.

ENTJs are analytical and objective, and like bringing order to the world around them. When there are flaws in a system, the ENTJ sees them, and enjoys the process of discovering and implementing a better way. ENTJs are assertive and enjoy taking charge; they see their role as that of leader and manager, organizing people and processes to achieve their goals.

What Makes the ENTJ Tick

ENTJs are often very motivated by success in their careers and enjoy hard work. They are ambitious and interested in gaining power and influence. To the ENTJ, decision-making is a vocation. They want to be in a position to make the call and put plans into motion.

ENTJs tend to be blunt and decisive. Driven to get things done, they can sometimes be critical or brusque in the pursuit of a goal. They are typically friendly and outgoing, although they may not pick up on emotional subleties in other people. They often love working with others toward a common goal, but may not find time to attend to their feelings. They are focused on results and want to be productive, competent, and influential.

Recognizing an ENTJ

ENTJs are natural leaders, and often take charge no matter where they are. They typically have a clear vision for the future, and intuitively understand how to move people and processes towards that goal. They tend to approach every situation with the attitude of an efficiency analyst, and are not shy about pointing out what could be done better. For the ENTJ, their ideas are a foregone conclusion: it’s just a matter of time before they can move the players to get everything accomplished.

ENTJs are often gregarious, and seem to have an idea for how a person will fit into their grand scheme from the moment they are introduced. They are typically direct and may seem presumptuous or even arrogant; they size people and situations up very quickly, and have trouble being anything but honest about what they see. ENTJs are sensitive to issues of power, and seek positions and people of influence. They are characeristically ambitious, and often very engaged in their careers. More than any other type, [ENTJ](http://www.truity.com/entj)s enjoy their work, and may even say that working is what they do for fun.

Famous ENTJs

[Famous ENTJs](http://www.truity.com/entj) include Margaret Thatcher, Bill Gates, Napoleon Bonaparte, Carl Sagan, General Norman Schwarzkopf, David Letterman, Douglas MacArthur, Harrison Ford, and Quentin Tarantino.

ENTJ in the Population

ENTJ is one of the least common types in the population, and the rarest type among women (with [INTJ](http://www.truity.com/intj)). ENTJs make up:

* 2% of the general population
* 3% of men
* 1% of women

Popular Hobbies

Popular hobbies for ENTJs include taking leadership positions in community groups, attending social gatherings or sporting events, and playing competitive sports. Because ENTJs are so often focused on their careers, they may have few interests outside of work, or they may participate in leisure activities that also help to further their careers.

What the Experts Say

"ENTJs are seldom content in a job that makes no demand on intuition. They need problems to solve and are likely to be expert at finding new solutions."

- Isabel Briggs Myers, [Gifts Differing](http://www.amazon.com/gp/product/089106074X/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=089106074X&linkCode=as2&tag=truitycom-20)

"When in charge of an organization, whether in the military, business, education, or government, ENTJs desire and have the ability to visualize where the organization is going, and they seem unusually able to communicate that vision to others."

- David Keirsey, [Please Understand Me II](http://www.amazon.com/gp/product/1885705026/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=1885705026&linkCode=as2&tag=truitycom-20)

"They see daily life as a kind of chessboard, upon which people, things, and entities are moved, removed, altered, and engaged—constantly for the organizational good."

- Otto Kroeger, [Type Talk at Work](http://www.amazon.com/gp/product/0440509289/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=0440509289&linkCode=as2&tag=truitycom-20)

Research on ENTJ

Interesting [facts about the ENTJ](http://www.truity.com/entj):

* On personality trait measures, score as Ambitious, Forceful, Optimistic, Egotistical, Adaptable, and Energetic
* Least likely of all types to report stress resulting from work or finances
* More likely than average to suffer cardiac problems
* Among the least likely of all types to believe in a higher spiritual power
* Among top 4 types in college GPA
* Among most likely to stay in college
* Personal values include Home/Family, Achievement, Creativity, and Learning
* Overrepresented among MBA students and small business owners
* One of two types most likely to be satisfied with their work

Read more: [Profile of the ENTJ Personality Type | Truity](http://www.truity.com/personality-type/ENTJ#ixzz3WCBRikP7) <http://www.truity.com/personality-type/ENTJ#ixzz3WCBRikP7>

# ENTJ Careers: Top Jobs for ENTJs, Work Style and ENTJs as Leaders

#### ENTJ at Work

[ENTJ](http://www.truity.com/entj)s are drawn to leadership positions that allow them to develop strategies to achieve greater efficiency and productivity. They prefer to be in management or supervisory roles, and want the ability to initiate and lead organizational change.

ENTJs enjoy the challenge of solving difficult problems, and enjoy understanding complex systems so that they can determine where improvement is possible. ENTJs naturally see opportunities to improve systems, and want to lead teams to carry out their vision. They appreciate an environment where innovation is encouraged, and where traditions are not held sacred.

[ENTJ](http://www.truity.com/entj)s want structure in their work. They prefer that their work and that of their colleagues be evaluated based on a set of clear guidelines. They appreciate an environment that is businesslike and fair, where performance is evaluated objectively and rewarded generously. ENTJs are typically motivated and hardworking, and want to be recognized for their efforts with money, power, and prestige.

An ideal organization for an ENTJ values competence and logical thinking, and includes coworkers who are intelligent and ambitious. An ideal job for an ENTJ is one that challenges them to address complex problems with strategic planning and clear goal-setting.

#### ENTJs as Leaders

In leadership positions, the ENTJ excels at organizing and implementing long-term plans for change. They prefer to be in control and will take on as much responsibility and decision-making power as possible.

ENTJ leaders are democratic about ideas, and often willing to listen to new perspectives; however, when the time comes to make a decision, they are commanding and unwavering. ENTJ leaders who have already made up their mind are singly focused on action, and leave little room for dissent.

ENTJs are focused on long range plans and vision, and lead their teams systematically towards their goal. They enjoy attacking tough problems, and want to organize people and resources strategically to achieve goals on time. They focus on results and can be blunt and critical; they may have difficulty with employees who want a more personal touch. ENTJs do best leading no-nonsense, goal-oriented teams who share their desire to get to work.

#### ENTJs on a Team

ENTJs are commanding team members who typically want to take charge. They are strategic thinkers with an intuitive sense of what needs to get done and how everyone can contribute. ENTJs typically have a clear vision and often see how systems can be improved. They may not want to take much time explaining themselves to others, and although the clarity of their ideas is often convincing, they may have power struggles with teammates who question their ability or authority to lead the team.

ENTJs are objective thinkers who are willing to consider many options, and typically listen to their teammates’ ideas openly. They are good at synthesizing information and can often incorporate many ideas into a single plan of action. Although ENTJs are open to ideas, they are also decisive, and may take it upon themselves to deem when a discussion has been concluded. Personal issues rarely command the ENTJ’s attention, and may be neglected in their drive to finalize a concept. ENTJs want to create a definitive plan for change, and move decisively to action.

#### Popular Careers for the ENTJ

Top [careers for the ENTJ](http://www.truity.com/entj) include:

###### Business and Financial

* [Accountant or Auditor](http://www.truity.com/career-profile/accountant-or-auditor)
* [Budget Analyst](http://www.truity.com/career-profile/budget-analyst)
* [Cost Estimator](http://www.truity.com/career-profile/cost-estimator)
* [Financial Analyst](http://www.truity.com/career-profile/financial-analyst)
* [Loan Officer](http://www.truity.com/career-profile/loan-officer)
* [Logistician](http://www.truity.com/career-profile/logistician)
* [Management Analyst](http://www.truity.com/career-profile/management-consultant-or-analyst)
* [Market Research Analyst](http://www.truity.com/career-profile/market-research-analyst)
* [Meeting or Convention Planner](http://www.truity.com/career-profile/meeting-or-convention-planner)
* [Personal Financial Advisor](http://www.truity.com/career-profile/personal-financial-advisor)
* [Purchasing Managers](http://www.truity.com/career-profile/purchasing-managers-buyers-and-purchasing-agents)
* [Operations Research Analyst](http://www.truity.com/career-profile/operations-research-analyst)
* [Advertising and Promotions Manager](http://www.truity.com/career-profile/advertising-and-promotions-manager)
* [Financial Manager](http://vocationary.com/career-profile/financial-manager)
* [Top Executive](http://www.truity.com/career-profile/top-executive)

###### Sales

* [Advertising Sales Agent](http://www.truity.com/career-profile/advertising-sales-agent)
* [Insurance Sales Agent](http://www.truity.com/career-profile/insurance-sales-agent)
* [Real Estate Broker](http://www.truity.com/career-profile/real-estate-broker-or-sales-agent)
* [Sales Engineer](http://www.truity.com/career-profile/sales-engineer)
* [Securities, Commodities, or Financial Services Sales Agent](http://www.truity.com/career-profile/securities-commodities-or-financial-services-sales-agent)
* [Sales Manager](http://www.truity.com/career-profile/sales-manager)

###### Architecture and Engineering

* [Aerospace Engineer](http://www.truity.com/career-profile/aerospace-engineer)
* [Agricultural Engineer](http://www.truity.com/career-profile/agricultural-engineer)
* [Architect](http://www.truity.com/career-profile/architect)
* [Biomedical Engineer](http://www.truity.com/career-profile/biomedical-engineer)
* [Chemical Engineer](http://www.truity.com/career-profile/chemical-engineer)
* [Civil Engineer](http://www.truity.com/career-profile/civil-engineer)
* [Computer Hardware Engineer](http://www.truity.com/career-profile/computer-hardware-engineer)
* [Drafter](http://www.truity.com/career-profile/drafter)
* [Electrical or Electronics Engineer](http://www.truity.com/career-profile/electrical-or-electronics-engineer)
* [Environmental Engineer](http://www.truity.com/career-profile/environmental-engineer)
* [Health and Safety Engineer](http://www.truity.com/career-profile/health-and-safety-engineer)
* [Industrial Engineer](http://www.truity.com/career-profile/industrial-engineer)
* [Landscape Architect](http://www.truity.com/career-profile/landscape-architect)
* [Materials Engineer](http://www.truity.com/career-profile/materials-engineer)
* [Mechanical Engineer](http://www.truity.com/career-profile/mechanical-engineer)
* [Mining or Geological Engineer](http://www.truity.com/career-profile/mining-or-geological-engineer)
* [Nuclear Engineer](http://www.truity.com/career-profile/nuclear-engineer)
* [Petroleum Engineer](http://www.truity.com/career-profile/petroleum-engineer)
* [Surveyor](http://www.truity.com/career-profile/surveyor)

###### Life, Physical, and Social Science

* [Agricultural Scientist](http://www.truity.com/career-profile/agricultural-or-food-scientist)
* [Atmospheric Scientist](http://www.truity.com/career-profile/atmospheric-scientist-including-meteorologist)
* [Biochemist or Biophysicist](http://www.truity.com/career-profile/biochemist-or-biophysicist)
* [Chemist or Materials Scientist](http://www.truity.com/career-profile/chemist-or-materials-scientist)
* [Conservation Scientist or Forester](http://www.truity.com/career-profile/conservation-scientist-or-forester)
* [Economist](http://www.truity.com/career-profile/economist)
* [Environmental Scientist](http://www.truity.com/career-profile/environmental-scientist-or-specialist)
* [Geographer](http://www.truity.com/career-profile/geographer)
* [Geoscientist](http://www.truity.com/career-profile/geoscientist)
* [Historian](http://www.truity.com/career-profile/historian)
* [Hydrologist](http://www.truity.com/career-profile/hydrologist)
* [Microbiologist](http://www.truity.com/career-profile/microbiologist)
* [Political Scientist](http://www.truity.com/career-profile/political-scientist)
* [Urban or Regional Planner](http://www.truity.com/career-profile/urban-or-regional-planner)
* [Statistician](http://www.truity.com/career-profile/statistician)

###### Arts, Design, and Language

* [Art Director](http://www.truity.com/career-profile/art-director)
* [Industrial Designer](http://www.truity.com/career-profile/industrial-designer)
* [Reporter](http://www.truity.com/career-profile/reporter-correspondent-or-broadcast-news-analyst)
* [Professor](http://www.truity.com/career-profile/professor-or-college-instructor)
* [Chef](http://www.truity.com/career-profile/chef-or-head-cook)
* [Music Director](http://www.truity.com/career-profile/music-director-or-composer)
* [Producer or Director](http://www.truity.com/career-profile/producer-or-director)

###### Healthcare

* [Exercise Physiologist](http://www.truity.com/career-profile/athletic-trainers-or-exercise-physiologist)
* [Dentist](http://www.truity.com/career-profile/dentist)
* [Optometrist](http://www.truity.com/career-profile/optometrist)
* [Pharmacist](http://www.truity.com/career-profile/pharmacist)
* [Physician or Surgeon](http://www.truity.com/career-profile/physician-or-surgeon)

###### Computer and Information Technology

* [Computer Network Architect](http://www.truity.com/career-profile/computer-network-architect)
* [Computer Scientist](http://www.truity.com/career-profile/computer-or-information-research-scientist)
* [Computer Systems Analyst](http://www.truity.com/career-profile/computer-systems-analyst)
* [Database Administrator](http://www.truity.com/career-profile/database-administrator)
* [Information Security Analyst](http://www.truity.com/career-profile/information-security-analyst)
* [Network Administrator](http://www.truity.com/career-profile/network-or-computer-systems-administrator)
* [Software Developer](http://www.truity.com/career-profile/software-developer)
* [Computer and IS Manager](http://www.truity.com/career-profile/computer-and-manager)

###### Construction and Production

* [Construction Manager](http://www.truity.com/career-profile/construction-manager)
* [Construction or Building Inspector](http://www.truity.com/career-profile/construction-or-building-inspector)
* [Industrial Production Manager](http://www.truity.com/career-profile/industrial-production-manager)

###### Protective Services

* [Correctional Officer](http://www.truity.com/career-profile/correctional-officer)
* [Fire Inspector or Investigator](http://www.truity.com/career-profile/fire-inspector-or-investigator)
* [Police Officer or Detective](http://www.truity.com/career-profile/police-officer-or-detective)
* [Private Detective or Investigator](http://www.truity.com/career-profile/private-detective-or-investigator)
* [Emergency Management Director](http://www.truity.com/career-profile/emergency-management-director)

###### Legal

* [Judge or Hearing Officer](http://www.truity.com/career-profile/judge-or-hearing-officer)
* [Lawyer](http://www.truity.com/career-profile/lawyer)

#### Least Popular Careers for ENTJs

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the ENTJ, while other occupations demand modes of thinking and behavior that do not come as naturally to the ENTJ. Occupations that require the ENTJ to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to ENTJs who are choosing a career.

The following occupations have been found to be unpopular among ENTJs, based on data gathered from surveys of the general population.

|  |  |  |
| --- | --- | --- |
| * [Receptionist](http://www.truity.com/career-profile/receptionist)
* [Medical Assistant](http://www.truity.com/career-profile/medical-assistant)
* [Teacher's Aide](http://www.truity.com/career-profile/teacher-assistant)
* [Restaurant Host](http://www.truity.com/career-profile/server-host-or-bartender)
* Preschool Teacher
 | * [Home Health Aide](http://www.truity.com/career-profile/home-health-aide)
* [Medical Records Technician](http://www.truity.com/career-profile/health-information-technician)
* [Dental Assistant](http://www.truity.com/career-profile/dental-assistant)
* [Licensed Practical Nurse](http://www.truity.com/career-profile/licensed-practical-or-vocational-nurse)
* Food Preparation Worker
 | * [Child Care Provider](http://www.truity.com/career-profile/child-care-worker)
* [Cosmetologist](http://www.truity.com/career-profile/hairdresser-esthetician-or-cosmetologist)
* [Craft Artist](http://www.truity.com/career-profile/artist-animator-or-art-director)
* Bill Collector
* Data Entry Clerk
 |

Read more: [ENTJ Careers: Top Jobs for ENTJs, Work Style and ENTJs as Leaders | Truityhttp://www.truity.com/personality-type/ENTJ/careers#ixzz3WCBpFs4c](http://www.truity.com/personality-type/ENTJ/careers#ixzz3WCBpFs4c)

**ENFP: The Champion**

ENFP in a Nutshell

[ENFPs](http://www.truity.com/enfp) are people-centered creators with a focus on possibilities and a contagious enthusiasm for new ideas, people and activities. Energetic, warm, and passionate, ENFPs love to help other people explore their creative potential.

ENFPs are typically agile and expressive communicators, using their wit, humor, and mastery of language to create engaging stories. Imaginative and original, ENFPs often have a strong artistic side. They are drawn to art because of its ability to express inventive ideas and create a deeper understanding of human experience.

What Makes the ENFP Tick

[ENFPs](http://www.truity.com/enfp) tend to be curious about others and preoccupied with discovering the deeper meaning in people and ideas. They want authentic experience and often seek emotional intensity. ENFPs are easily bored by details and repetition and seek out situations that offer an escape from the mundane. Novelty is attractive to ENFPs, who often have a wide range of interests and friends from many backgrounds.

ENFPs prize individuality and often consider the pursuit of happiness to be the highest priority in life, both for themselves and for others. They place great importance on personal freedom and self-expression, and want to be able to go wherever inspiration leads.

Recognizing an ENFP

ENFPs love to talk about people: not just the facts, but what motivates them, what inspires them, and what they envision achieving in life. They’ll often share their own aspirations freely, and want to hear others’ in return. The ENFP is unlikely to judge anyone’s dream, and will discuss the most imaginative and outlandish of fantasies with warm, enthusiastic intensity. They love to explore creative possibilities, and nothing deflates them faster than talking about dry facts or harsh reality.

ENFPs often seem unconventional, and may come off as scattered; they don’t tend to be in touch with their physical surroundings. They often overlook the details, as they are more likely to focus on connecting with other people or on exploring their own imagination and self-expression. They have little patience for the mundane and want to experience life with intensity and flair. ENFPs often have an artistic streak, and may be artistic in appearance. Many have developed a distinctive and quirky personal style.

Famous ENFPs

Famous ENFPs include Bill Clinton, Phil Donahue, Mark Twain, Edith Wharton, Will Rogers, Carol Burnett, Dr. Seuss, Robin Williams, Drew Barrymore, Julie Andrews, Alicia Silverstone, Joan Baez, and Regis Philbin.

ENFP in the Population

ENFP is a moderately common personality type, and is the fifth most common among women. ENFPs make up:

* 8% of the general population
* 10% of women
* 6% of men

Popular Hobbies

Popular hobbies for the ENFP include writing, creating and appreciating art, playing musical instruments, listening to music, participating in community theater, and reading fiction.

What the Experts Say

"They may be inspiring teachers, scientists, artists, advertising or salespeople, or almost anything they want to be."

- Isabel Briggs Myers, [Gifts Differing](http://www.amazon.com/gp/product/089106074X/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=089106074X&linkCode=as2&tag=truitycom-20)

"Their enthusiasm is boundless and is often contagious, making them the most vivacious of all the types, and also inspiring others to join their cause."

- David Keirsey, [Please Understand Me II](http://www.amazon.com/gp/product/1885705026/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=1885705026&linkCode=as2&tag=truitycom-20)

"ENFPs' ability to empower others is one of their most impressive contributions to the workplace."

- Otto Kroeger, [Type Talk at Work](http://www.amazon.com/gp/product/0440509289/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=0440509289&linkCode=as2&tag=truitycom-20)

Research on ENFP

Interesting facts about the ENFP:

* On personality trait scales, scored as Enthusiastic, Outgoing, Spontaneous, Changeable, Impulsive, Energetic, and Understanding
* Scored among highest of all types in available resources for coping with stress
* ENFP women are less likely to suffer from heart disease [>> Tweet this](http://ctt.ec/b614d)
* ENFP men are less likely to suffer from chronic pain [>> Tweet this](http://ctt.ec/u6Wyd)
* Rated by psychologists as among most likely of all types to have trouble in school
* Overrepresented among academically talented elementary school students
* Personal values include Home & family, Friendships, Creativity, Learning, and Community Service
* Commonly found in careers in counseling, teaching, religion, and the arts

Read more: [Profile of the ENFP Personality Type | Truity](http://www.truity.com/personality-type/ENFP#ixzz3WCCKYY2q) <http://www.truity.com/personality-type/ENFP#ixzz3WCCKYY2q>

# ENFP Careers: Top Jobs for ENFPs, Work Style and ENFPs as Leaders

#### ENFP at Work

At work, the ENFP is concerned with using their creativity to express themselves and benefit others. ENFPs want to explore the possibilities for themselves and other people, and approach their work with vision and inspiration. They enjoy taking on creative or people-centered problems that call for an imaginative, original solution.

ENFPs are often motivated by their beliefs in humanitarian causes and want work that is consistent with their values. They are particularly interested in helping other people develop as individuals. They tend to choose careers that allow them to pursue ideals of personal growth and artistic expression.

ENFPs dislike routine work and want a variety of tasks and challenges. They prefer to set their own schedule and chafe when saddled with excessive regulations or mundane details. They seek out fun, novel tasks that allow them to be imaginative and relate to other people in an unstructured, supportive way.

The ideal work environment for an ENFP is relaxed and friendly, with few restrictions on creativity. The ideal job for an ENFP allows them to follow their inspiration, satisfy their curiosity, and develop solutions that benefit people in innovative and original ways.

#### ENFPs as Leaders

In leadership positions, ENFPs convey enthusiasm and excitement for their ideas. Their leadership style tends to be democratic and flexible, with an eye toward developing human potential. They enjoy helping others grow as employees and as people, and grant plenty of freedom to their reports to develop innovative and unique solutions. ENFP leaders motivate with their passion for their ideas and beliefs, and they are often insightful in their assessments of people problems.

Because they are so focused on their ideals, ENFP leaders can sometimes neglect the practicalities of implementation. They are more focused on people than on process, and can lose sight of the ultimate goal as they explore relationships and human development. They may need to develop planning and organizational skills to ensure that their creative ideas become reality.

#### ENFPs on a Team

ENFPs are enthusiastic, involved team members who are interested in exploring the possibilities for innovation. They enjoy relating to people and hearing their ideas—the more imaginative, the better. Although they are open-minded, they are fundamentally grounded in a sense of values, and look for the principles and motivations behind their teammates’ ideas. ENFPs have little interest in rules, and will encourage their teammates to think outside the box to create a solution that is uniquely theirs. They want to encourage other people to be creative and find their own voice.

ENFPs are most focused on relationships and on ideas, and may have friction with more task-oriented teammates. They relish the task of brainstorming possibilities and options for a project, and are sometimes reluctant to settle on a course of action and move on. They typically shy away from taking on responsibility for details, and can best contribute to a team with their considerable interpersonal skills. They are energetic in their commitment to the group’s mission, and are often good at motivating others and encouraging them to use their talents.

#### Popular Careers for the ENFP

Top careers for the ENFP include:

###### Arts and Entertainment

* [Actor](http://www.truity.com/career-profile/actor)
* [Dancer or Choreographer](http://www.truity.com/career-profile/dancer-or-choreographer)
* [Music Director or Composer](http://www.truity.com/career-profile/music-director-or-composer)
* [Musician or Singer](http://www.truity.com/career-profile/musician-or-singer)
* [Producer or Director](http://www.truity.com/career-profile/producer-or-director)
* [Art Director](http://www.truity.com/career-profile/art-director)
* [Craft or Fine Artist](http://www.truity.com/career-profile/craft-or-fine-artist)
* [Fashion Designer](http://www.truity.com/career-profile/fashion-designer)
* [Floral Designer](http://www.truity.com/career-profile/floral-designer)
* [Interior Designer](http://www.truity.com/career-profile/interior-designer)
* [Multimedia Artist](http://www.truity.com/career-profile/multimedia-artist-or-animator)

###### Sales

* [Advertising Sales Agent](http://www.truity.com/career-profile/advertising-sales-agent)
* [Insurance Sales Agent](http://www.truity.com/career-profile/insurance-sales-agent)
* [Real Estate Agent](http://www.truity.com/career-profile/real-estate-broker-or-sales-agent)
* [Retail Salesperson](http://www.truity.com/career-profile/retail-sales-worker)
* [Travel Agent](http://www.truity.com/career-profile/travel-agent)

###### Service and Personal Care

* [Animal Trainer](http://www.truity.com/career-profile/animal-caretaker-groomer-or-trainer)
* [Barber, Hairdresser, or Cosmetologist](http://www.truity.com/career-profile/barber-hairdresser-or-cosmetologist)
* [Child Care Worker](http://www.truity.com/career-profile/child-care-worker)
* [Fitness Trainer](http://www.truity.com/career-profile/fitness-trainer-or-instructor)
* [Recreation Worker](http://www.truity.com/career-profile/recreation-worker)
* [Skincare Specialist](http://www.truity.com/career-profile/skincare-specialist)
* [Bartender](http://www.truity.com/career-profile/bartender)
* [Waiter or Waitress](http://www.truity.com/career-profile/waiter-or-waitress)

###### Media and Communication

* [Announcer](http://www.truity.com/career-profile/announcer)
* [Editor](http://www.truity.com/career-profile/editor)
* [Interpreter](http://www.truity.com/career-profile/interpreter-or-translator)
* [Photographer](http://www.truity.com/career-profile/photographer)
* [Public Relations Specialist](http://www.truity.com/career-profile/public-relations-specialist)
* [Reporter](http://www.truity.com/career-profile/reporter-correspondent-or-broadcast-news-analyst)
* [Writer or Author](http://www.truity.com/career-profile/writer-or-author)

###### Science and Nature

* [Anthropologist or Archaeologist](http://www.truity.com/career-profile/anthropologist-or-archaeologist)
* [Conservation Scientist](http://www.truity.com/career-profile/conservation-scientist-or-forester)
* [Psychologist](http://www.truity.com/career-profile/psychologist)
* [Sociologist](http://www.truity.com/career-profile/sociologist)
* [Urban or Regional Planner](http://www.truity.com/career-profile/urban-or-regional-planner)
* [Landscape Architect](http://www.truity.com/career-profile/landscape-architect)

###### Education

* [High School Teacher](http://www.truity.com/career-profile/high-school-teacher)
* [Instructional Coordinator](http://www.truity.com/career-profile/instructional-coordinator)
* [Kindergarten or Elementary School Teacher](http://www.truity.com/career-profile/kindergarten-or-elementary-school-teacher)
* [Middle School Teacher](http://www.truity.com/career-profile/middle-school-teacher)
* [Preschool Teacher](http://www.truity.com/career-profile/preschool-teacher)
* [Special Education Teacher](http://www.truity.com/career-profile/special-education-teacher)
* [Teacher Assistant](http://www.truity.com/career-profile/teacher-assistant)
* [Preschool or Childcare Center Director](http://www.truity.com/career-profile/preschool-or-childcare-center-director)

###### Healthcare

* [Athletic Trainer](http://www.truity.com/career-profile/athletic-trainers-or-exercise-physiologist)
* [Audiologist](http://www.truity.com/career-profile/audiologist)
* [Chiropractor](http://www.truity.com/career-profile/chiropractor)
* [Dental Assistant](http://www.truity.com/career-profile/dental-assistant)
* [Dental Hygienist](http://www.truity.com/career-profile/dental-hygienist)
* [Nutritionist](http://www.truity.com/career-profile/dietitian-or-nutritionist)
* [Genetic Counselor](http://www.truity.com/career-profile/genetic-counselor)
* [Massage Therapist](http://www.truity.com/career-profile/massage-therapist)
* [Nurse Midwife](http://www.truity.com/career-profile/nurse-anesthetist-nurse-midwife-or-nurse-practitioner)
* [Occupational Health and Safety Specialist](http://www.truity.com/career-profile/occupational-health-and-safety-specialist)
* [Occupational Health and Safety Technician](http://www.truity.com/career-profile/occupational-health-and-safety-technician)
* [Occupational Therapist](http://www.truity.com/career-profile/occupational-therapist)
* [Occupational Therapy Assistant or Aide](http://www.truity.com/career-profile/occupational-therapy-assistant-or-aide)
* [Physical Therapist](http://www.truity.com/career-profile/physical-therapist)
* [Physical Therapist Assistant](http://www.truity.com/career-profile/physical-therapist-assistant)
* [Recreational Therapist](http://www.truity.com/career-profile/recreational-therapist)
* [Speech-Language Pathologist](http://www.truity.com/career-profile/speech-language-pathologist)
* [Veterinarian](http://www.truity.com/career-profile/veterinarian)
* [Veterinary Technologist or Technician](http://www.truity.com/career-profile/veterinary-technologist-or-technician)

###### Business and Management

* [Fundraiser](http://www.truity.com/career-profile/fundraiser)
* [Human Resources Specialist](http://www.truity.com/career-profile/human-resources-specialist-or-labor-relations-specialist)
* [Meeting or Convention Planner](http://www.truity.com/career-profile/meeting-or-convention-planner)
* [Buyer](http://www.truity.com/career-profile/purchasing-managers-buyers-and-purchasing-agents)
* [Training or Development Specialist](http://www.truity.com/career-profile/training-or-development-specialist)
* [Training or Development Manager](http://www.truity.com/career-profile/training-or-development-manager)
* [Lodging Manager](http://www.truity.com/career-profile/lodging-manager)
* [Public Relations Manager](http://www.truity.com/career-profile/public-relations-manager)
* [Sales Manager](http://www.truity.com/career-profile/sales-manager)
* [Advertising and Promotions Manager](http://www.truity.com/career-profile/advertising-and-promotions-manager)
* [Human Resources Manager](http://www.truity.com/career-profile/human-resources-manager)
* [Customer Service Representative](http://www.truity.com/career-profile/customer-service-representative)
* [Receptionist](http://www.truity.com/career-profile/receptionist)
* [Legal Mediator](http://www.truity.com/career-profile/arbitrators-mediators-and-conciliators)

###### Community and Social Service

* [Health Educator](http://www.truity.com/career-profile/health-educator-or-community-health-worker)
* [Mental Health Counselor](http://www.truity.com/career-profile/mental-health-counselor-or-marriage-and-family-therapist)
* [Rehabilitation Counselor](http://www.truity.com/career-profile/rehabilitation-counselor)
* [School or Career Counselor](http://www.truity.com/career-profile/school-or-career-counselor)
* [Social or Human Service Assistant](http://www.truity.com/career-profile/social-or-human-service-assistant)
* [Social Worker](http://www.truity.com/career-profile/social-worker)
* [Substance Abuse or Behavioral Disorder Counselor](http://www.truity.com/career-profile/substance-abuse-or-behavioral-disorder-counselor)
* [Social or Community Service Manager](http://www.truity.com/career-profile/social-or-community-service-manager)

#### Least Popular Careers for ENFPs

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the ENFP, while other occupations demand modes of thinking and behavior that do not come as naturally to the ENFP. Occupations that require the ENFP to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to ENFPs who are choosing a career.

The following occupations have been found to be unpopular among ENFPs, based on data gathered from surveys of the general population.

|  |  |  |
| --- | --- | --- |
| * Bank Teller
* [Financial Manager](http://www.truity.com/career-profile/financial-manager)
* Judge
* [Flight Engineer](http://www.truity.com/career-profile/pilot)
* [Civil Engineer](http://www.truity.com/career-profile/civil-engineer)
 | * [Mechanical Engineer](http://www.truity.com/career-profile/mechanical-engineer)
* Computer [Software](http://www.truity.com/career-profile/computer-software-engineer)Engineer
* [Systems Analyst](http://www.truity.com/career-profile/computer-systems-analyst)
* [Chemical Engineer](http://www.truity.com/career-profile/chemical-engineer)
* [Factory Supervisor](http://www.truity.com/career-profile/industrial-production-manager)
 | * [Police Officer](http://www.truity.com/career-profile/police-officer-or-detective)
* [Farmer](http://www.truity.com/career-profile/farmer-or-rancher)
* [Dentist](http://www.truity.com/career-profile/dentist)
* [Pathologist](http://www.truity.com/career-profile/physician-or-surgeon)
* [Chemist](http://www.truity.com/career-profile/chemist-or-materials-scientist)
 |

Read more: [ENFP Careers: Top Jobs for ENFPs, Work Style and ENFPs as Leaders | Truityhttp://www.truity.com/personality-type/ENFP/careers#ixzz3WCCb9urR](http://www.truity.com/personality-type/ENFP/careers#ixzz3WCCb9urR)

**ENTP: The Visionary**

ENTP in a Nutshell

ENTPs are inspired innovators, motivated to find new solutions to intellectually challenging problems. They are curious and clever, and seek to comprehend the people, systems, and principles that surround them. Open-minded and unconventional, Visionaries want to analyze, understand, and influence other people.

ENTPs enjoy playing with ideas and especially like to banter with others. They use their quick wit and command of language to keep the upper hand with other people, often cheerfully poking fun at their habits and eccentricities. While the ENTP enjoys challenging others, in the end they are usually happy to live and let live. They are rarely judgmental, but they may have little patience for people who can't keep up.

What Makes the ENTP Tick

ENTPs are energized by challenge and are often inspired by a problem that others perceive as impossible to solve. They are confident in their ability to think creatively, and may assume that others are too tied to tradition to see a new way. The Visionary relies on their ingenuity to deal with the world around them, and rarely finds preparation necessary. They will often jump into a new situation and trust themselves to adapt as they go.

ENTPs are masters of re-inventing the wheel and often refuse to do a task the same way twice. They question norms and often ignore them altogether. Established procedures are uninspiring to the Visionary, who would much rather try a new method (or two) than go along with the standard.

Recognizing an ENTP

ENTPs are typically friendly and often charming. They usually want to be seen as clever and may try to impress others with their quick wit and incisive humor. They are curious about the world around them, and want to know how things work. However, for the ENTP, the rules of the universe are made to be broken. They like to find the loopholes and figure out how they can work the system to their advantage. This is not to say the Visionary is malicious: they simply find rules limiting, and believe there is probably a better, faster, or more interesting way to do things that hasn’t been thought of before.

The ENTP is characteristically entrepreneurial and may be quick to share a new business idea or invention. They are confident and creative, and typically excited to discuss their many ingenious ideas. The ENTP’s enthusiasm for innovation is infectious, and they are often good at getting other people on board with their schemes. However, they are fundamentally “big-picture” people, and may be at a loss when it comes to recalling or describing details. They are typically more excited about exploring a concept than they are about making it reality, and can seem unreliable if they don’t follow through with their many ideas.

Famous ENTPs

Famous ENTPs include Steve Jobs, Walt Disney, Thomas Edison, Benjamin Franklin, Richard Feynman, Leonardo da Vinci, Niccolo Machiavelli, John Stuart Mill, Jon Stewart, “Weird Al” Yankovic, and Conan O’Brien

ENTP in the Population

ENTP is one of the rarer types in the population. ENTPs make up:

* 3% of the general population
* 4% of men
* 2% of women

Popular Hobbies

Popular hobbies for the ENTP include continuing education, writing, art appreciation, playing sports, computers and video games, travel, and cultural events.

What the Experts Say

"ENTPs tend to be independent, analytical, and impersonal in their relations with people, and they are more apt to consider how others may affect their projects than how their projects may affect others."

- Isabel Briggs Myers, [Gifts Differing](http://www.amazon.com/gp/product/089106074X/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=089106074X&linkCode=as2&tag=truitycom-20)

"ENTPs are the most reluctant of all the types to do things in a particular manner just because that is the way things have always been done."

- David Keirsey, [Please Understand Me II](http://www.amazon.com/gp/product/1885705026/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=1885705026&linkCode=as2&tag=truitycom-20)

"Don't tell an ENTP that we can't fly a rocket to Mars, build a 200-story skyscraper, or communicate over two-way wrist radios. That will be an invitation for the ENTP to prove you wrong."

- Otto Kroeger, [Type Talk at Work](http://www.amazon.com/gp/product/0440509289/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=0440509289&linkCode=as2&tag=truitycom-20)

Research on ENTP

Interesting facts about the ENTP:

* On personality trait scales, scored as Enterprising, Friendly, Resourceful, Headstrong, Self-Centered, and Independent
* Least likely of all types to suffer heart disease and hypertension
* Least likely of all types to report stress associated with family and health
* Scored among highest of all types in available resources for coping with stress
* Overrepresented among those with Type A behavior
* Among highest of all types on measures of creativity
* One of two types most frequent among violators of college alcohol policy
* Among types most dissatisfied with their work, despite being among the types with highest income
* Commonly found in careers in science, management, technology, and the arts

Read more: [Profile of the ENTP Personality Type | Truity](http://www.truity.com/personality-type/ENTP#ixzz3WCENj8z1) <http://www.truity.com/personality-type/ENTP#ixzz3WCENj8z1>

# ENTP Careers: Top Jobs for ENTPs, Work Style and ENTPs as Leaders

#### ENTP at Work

At work, the ENTP is concerned with applying innovative solutions to challenging problems to improve the efficiency and effectiveness of systems. ENTPs often take an entrepreneurial approach to their work and they prefer to approach tasks in a casual and unstructured way, with few limitations on their ingenuity.

ENTPs prize competency and often want to be the expert. They enjoy work that demands continual improvement in their knowledge and skills. They value power, and want a career that allows them contact with powerful people and the opportunity to increase their own influence.

ENTPs are idea people, and chafe at routine. They get bored very quickly when required to repeat a task or attend to details. They do best when their work is highly conceptual, and allows them to solve problems creatively without having to think through the details.

The ideal work environment for an ENTP is intellectually challenging without being rigid, with creative and intelligent coworkers. The ideal job for an ENTP allows them to put their creativity to work developing innovative ideas, while allowing them to delegate responsiblity for the tedious details of implementation to others.

#### ENTPs as Leaders

In leadership positions, ENTPs are imaginative and enterprising. ENTP leaders tend to be intellectually competitive, and want a team that can keep up. They are likely to encourage independence and creative thinking among their reports, but will subject any new ideas, including their own, to a thorough and critical analysis.

ENTPs look for trends, and want to have plenty of information and data available in their search for patterns and principles. They tend to be focused on systems more than people, and may neglect their team's emotional needs in the pursuit of knowledge, understanding, and innovation. When they do focus on personal concerns, their strength lies in strategy rather than diplomacy, and they often use their understanding of human behavior to engineer and influence social systems.

#### ENTPs on a Team

ENTPs are ingenious, entrepreneurial team members who want to explore new and creative ideas. Flexible and adaptable, the ENTP wants to discover the best way to do something, and is often excited by an opportunity to innovate. ENTPs are generally energetic and optimistic, and confident in their ability to solve difficult problems. They often feel the best solutions come from skirting or even ignoring the rules, and rarely have much interest in adhering to the established procedures. They may have considerable friction with teammates who take a more traditional approach.

ENTPs are typically open-minded, and like to hear many perspectives on an issue. They are good at synthesizing information and often show a talent for incorporating the best of many ideas into one, unified concept. However, they can be competitive, and sometimes like to take the credit for a team’s successes. They are rarely good at hammering out details, and may want to take ownership for the group’s overall direction, while leaving the exact specifications of the plan to their teammates.

#### Popular Careers for the ENTP

Top careers for the ENTP include:

|  |  |  |
| --- | --- | --- |
| * [Executive](http://www.truity.com/career-profile/top-executive)
* Entrepreneur
* [HR Recruiter](http://www.truity.com/career-profile/human-resources-recruitment-and-placement-specialist)
* [Management Consultant](http://www.truity.com/career-profile/management-consultant-or-analyst)
* [Marketing Manager](http://www.truity.com/career-profile/marketing-manager)
* [Sales Manager](http://www.truity.com/career-profile/sales-manager)
* [Corporate Trainer](http://www.truity.com/career-profile/human-resources-training-and-development-specialist)
* [Property Manager](http://www.truity.com/career-profile/property-manager)
* Venture Capitalist
* [Ad Account Executive](http://www.vocationary.com/career-profile/advertising-and-promotions-manager)
* [Creative Director](http://www.vocationary.com/career-profile/advertising-and-promotions-manager)
* [Financial Planner](http://www.truity.com/career-profile/personal-financial-advisor)
* [Stockbroker](http://www.truity.com/career-profile/securities-broker)
* [Real Estate Agent](http://www.truity.com/career-profile/real-estate-agent-or-broker)
* [Cost Estimator](http://www.truity.com/career-profile/cost-estimator)
 | * [Public Relations Specialist](http://www.truity.com/career-profile/public-relations-specialist)
* [Reporter](http://www.truity.com/career-profile/news-analyst-reporter-or-correspondent)
* [Copywriter](http://www.truity.com/career-profile/writer-or-author)
* [Art Director](http://www.truity.com/career-profile/art-director)
* [Producer or Director](http://www.truity.com/career-profile/producer-or-director)
* [Journalist](http://www.truity.com/career-profile/writer-or-author)
* [Market Researcher](http://www.truity.com/career-profile/market-researcher)
* Internet Architect
* [Photographer](http://www.truity.com/career-profile/photographer)
* [Actor](http://www.truity.com/career-profile/actor)
* [School Psychologist](http://www.truity.com/career-profile/psychologist)
* [Organizational Psychologist](http://www.truity.com/career-profile/psychologist)
* [Chiropractor](http://www.truity.com/career-profile/chiropractor)
* [Political Scientist](http://www.truity.com/career-profile/sociologist-or-political-scientist)
* [Attorney](http://www.truity.com/career-profile/attorney)
 | * [Architect](http://www.truity.com/career-profile/architect)
* [Industrial Designer](http://www.truity.com/career-profile/commercial-or-industrial-designer)
* [Urban Planner](http://www.truity.com/career-profile/urban-regional-planner)
* [Industrial Engineer](http://www.truity.com/career-profile/engineer)
* [Environmental Scientist](http://www.truity.com/career-profile/environmental-scientist)
* [Drafter](http://www.truity.com/career-profile/drafter)
* [Aerospace Engineer](http://www.truity.com/career-profile/engineer)
* [Geologist](http://www.truity.com/career-profile/geoscientist-or-hydrologist)
* [Detective](http://www.truity.com/career-profile/police-officer-or-detective)
* Criminalist
* [Public Administrator](http://www.truity.com/career-profile/top-executive)
* Politician
* [Social Scientist](http://www.truity.com/career-profile/social-scientist)
* [Health Care Administrator](http://www.truity.com/career-profile/health-services-manager)
* [Education Director](http://www.truity.com/career-profile/education-administrator)
 |

#### Least Popular Careers for ENTPs

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the ENTP, while other occupations demand modes of thinking and behavior that do not come as naturally to the ENTP. Occupations that require the ENTP to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to ENTPs who are choosing a career.

The following occupations have been found to be unpopular among ENTPs, based on data gathered from surveys of the general population.

|  |  |  |
| --- | --- | --- |
| * [Medical Records Technician](http://www.truity.com/career-profile/health-information-technician)
* [Dentist](http://www.truity.com/career-profile/dentist)
* [Nurse's Aide](http://www.truity.com/career-profile/nursing-aide)
* [Optometrist](http://www.truity.com/career-profile/optometrist)
* [Family Physician](http://www.truity.com/career-profile/physician-or-surgeon)
* [Medical Assistant](http://www.truity.com/career-profile/medical-assistant)
 | * [Dietitian](http://www.truity.com/career-profile/dietitian-or-nutritionist)
* [Preschool Teacher](http://www.truity.com/career-profile/preschool-teacher)
* [Elementary Teacher](http://www.truity.com/career-profile/teacher-elementary-middle-or-high-school)
* Clergy
* [Library Assistant](http://www.truity.com/career-profile/library-technician)
* [Recreation Worker](http://www.truity.com/career-profile/recreation-worker)
 | * [Receptionist](http://www.truity.com/career-profile/receptionist)
* [Factory Supervisor](http://www.truity.com/career-profile/industrial-production-manager)
* [Administrative Assistant](http://www.truity.com/career-profile/administrative-assistant)
* Bank Teller
* [Machinist](http://www.truity.com/career-profile/machinist)
* [Airline Pilot](http://www.truity.com/career-profile/pilot)
 |

Read more: [ENTP Careers: Top Jobs for ENTPs, Work Style and ENTPs as Leaders | Truityhttp://www.truity.com/personality-type/ENTP/careers#ixzz3WCEvs2JA](http://www.truity.com/personality-type/ENTP/careers#ixzz3WCEvs2JA)

**INFJ: The Visionary**

INFJ in a Nutshell

INFJs are creative nurturers with a strong sense of personal integrity and a drive to help others realize their potential. Creative and dedicated, they have a talent for helping others with original solutions to their personal challenges.

The Counselor has a unique ability to intuit others' emotions and motivations, and will often know how someone else is feeling before that person knows it himself. They trust their insights about others and have strong faith in their ability to read people. Although they are sensitive, they are also reserved; the INFJ is a private sort, and is selective about sharing intimate thoughts and feelings.

What Makes the INFJ Tick

INFJs are guided by a deeply considered set of personal values. They are intensely idealistic, and can clearly imagine a happier and more perfect future. They can become discouraged by the harsh realities of the present, but they are typically motivated and persistent in taking positive action nonetheless. The INFJ feels an intrinsic drive to do what they can to make the world a better place.

INFJs want a meaningful life and deep connections with other people. They do not tend to share themselves freely but appreciate emotional intimacy with a select, committed few. Although their rich inner life can sometimes make them seem mysterious or private to others, they profoundly value authentic connections with people they trust.

Recognizing an INFJ

INFJs often appear quiet, caring and sensitive, and may be found listening attentively to someone else’s ideas or concerns. They are highly perceptive about people and want to help others achieve understanding. INFJs are not afraid of complex personal problems; in fact, they are quite complex themselves, and have a rich inner life that few are privy to. They reflect at length on issues of ethics, and feel things deeply. Because Counselors initially appear so gentle and reserved, they may surprise others with their intensity when one of their values is threatened or called into question. Their calm exterior belies the complexity of their inner worlds.

Because INFJs are such complex people, they may be reluctant to engage with others who might not understand or appreciate them, and can thus be hard to get to know. Although they want to get along with others and support them in their goals, they are fiercely loyal to their own system of values and will not follow others down a path that does not feel authentic to them. When they sense that their values are not being respected, or when their intuition tells them that someone’s intentions are not pure, they are likely to withdraw.

Famous INFJs

[Famous INFJs](http://www.truity.com/infj) include Mohandas Gandhi, Eleanor Roosevelt, Emily Bronte, Carl Jung, Fyodor Dostoevsky, Florence Nightingale, Shirley MacLaine, Jimmy Carter, and Edward Snowden.

INFJ in the Population

INFJ is the rarest type in the population. It is the least common type among men, and the third least common among women (after [INTJ](http://www.truity.com/intj) and [ENTJ](http://www.truity.com/entj)). INFJs make up:

* 2% of the general population
* 2% of women
* 1% of men

Popular Hobbies

Popular hobbies for the INFJ include writing, art appreciation, cultural events, reading, socializing in small, intimate settings, and playing or listening to music.

What the Experts Say

"The visions of the INFJs tend to concern human welfare, and their contributions are likely to be made independent of a mass movement."

- Isabel Briggs Myers, [Gifts Differing](http://www.amazon.com/gp/product/089106074X/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=089106074X&linkCode=as2&tag=truitycom-20)

"These seclusive and friendly people are complicated themselves, and so can understand and deal with complex ethical issues and with deeply troubled individuals."

- David Keirsey, [Please Understand Me II](http://www.amazon.com/gp/product/1885705026/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=1885705026&linkCode=as2&tag=truitycom-20)

"INFJs' nonstop search for learning, self-growth, and development—and wishing the same for everyone else—makes them very reassuring to others and people worth emulating."

- Otto Kroeger, [Type Talk at Work](http://www.amazon.com/gp/product/0440509289/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=0440509289&linkCode=as2&tag=truitycom-20)

Research on INFJ

Interesting [facts about the INFJ](http://www.truity.com/infj):

* Least common type in the population
* On personality trait scales, scored as Sincere, Sympathetic, Unassuming, Submissive, Easygoing, Reserved and Patient
* Among highest of all types in college GPA
* Among most likely to stay in college
* Most likely of all types to cope with stress by seeing a therapist
* Highest of all types in marital dissatisfaction
* Personal values include Spirituality, Learning, and Community Service
* Commonly found in careers in religion, counseling, teaching, and the arts

Read more: [Profile of the INFJ Personality Type | Truity](http://www.truity.com/personality-type/INFJ#ixzz3WCFYmz9M) <http://www.truity.com/personality-type/INFJ#ixzz3WCFYmz9M>

# INFJ Careers: Top Jobs for INFJs, Work Style and INFJs as Leaders

#### INFJ at Work

At work, the INFJ is focused on the task of bettering the human condition. [INFJ](http://www.truity.com/infj)s are dedicated, helpful, and principled workers who can be relied on to envision, plan, and carry out complex projects for humanitarian causes.

Although they are typically driven by lofty ideals, Counselors gain the most satisfaction from their work when they can turn their ideas into reality, creating constructive change for other people.

INFJs are typically organized and prefer work that allows them to complete projects in an orderly manner. They are often independent and tend to prefer a quiet environment that allows them the opportunity to fully develop their own thoughts and ideas.

The ideal work environment for an [INFJ](http://www.truity.com/infj) is harmonious, industrious, and oriented to a humanitarian mission, with co-workers who are similarly committed to positive change. The ideal job for a Counselor allows them to use their creativity in an independent, organized environment to develop and implement a vision that is consistent with their personal values.

#### INFJs as Leaders

In leadership positions, INFJs motivate others by sharing a positive vision. Counselor leaders are often quiet and unassuming, but win other's dedication through their own hard work, strong principles, and inspiring ideas. They are at their best when guiding a team to commit to a common vision, and when creating organizational goals to benefit people. They are insightful and creative, and bring a sense of confidence and commitment to projects they believe in.

Because INFJ leaders are often motivated by personal values, they do best in organizations with a mission consistent with these values. Their challenge is to keep their ideas and initiatives realistic, and to consider practicalities as they plan for change.

#### INFJs on a Team

INFJs are creative solvers of people problems, and bring innovative ideas for fostering human potential. They are usually perceptive in observing the talents of others, and good at encouraging teammates to contribute their skills. They are mindful of group process, listening attentively to the opinions of others and synthesizing varied priorities to create a unified vision. Because they prefer to accommodate all points of view, Counselors may have trouble on very competitive or conflictual teams.

On a team, the INFJ acts as a source of quiet inspiration and vision, and provides clarity of purpose to the group. INFJs seek meaning and truth, and will reflect on ideas to create a deeper understanding. Although they don’t often call attention to themselves, they can provide insight into the ethical and humanitarian issues at hand, and can often elegantly articulate the group’s mission. Counselors work best on a supportive team where they can consider issues of ethics and values and act with integrity. Teams which move to act quickly without taking time to reflect may alienate the INFJ.

#### Popular Careers for the INFJ

The top driver for INFJs in choosing a career is the opportunity to do something that is consistent with their values. Often, INFJs choose careers in helping professions like health care, education, or counseling. INFJs are thinkers by nature and appreciate careers that allow them to use their intellect on problems that interest them. Often, these are people problems, for instance in psychology, but INFJs can also be found in other areas of the sciences and even engineering.

Many INFJs have a creative streak which can be seen in the top INFJ career trends. Working with language is especially popular for INFJs, but they can also be found in various fields in the arts.

Top career choices for INFJs include:

###### Health Care

Health care careers are a wonderful opportunity for INFJs to combine their deep caring for the welfare of other people with their often formidable intellectual capabilities. Many INFJs enjoy the sciences and find it extremely satisfying to put their scientific knowledge to use in helping others. Sample health care careers for INFJs include:

* [Physical Therapist](http://www.truity.com/career-profile/physical-therapist)
* [Public Health Educator](http://www.truity.com/career-profile/health-educator)
* [Family Physician](http://www.truity.com/career-profile/physician-or-surgeon)
* [Occupational Therapist](http://www.truity.com/career-profile/occupational-therapist)
* [Psychiatrist](http://www.truity.com/career-profile/physician-or-surgeon)
* [Physician Assistant](http://www.truity.com/career-profile/physician-assistant)
* [Massage Therapist](http://www.truity.com/career-profile/massage-therapist)
* [Nutritionist](http://www.truity.com/career-profile/dietitian-or-nutritionist)
* [Medical Researcher](http://www.truity.com/career-profile/medical-scientist)

###### Counseling and Social Service

INFJs are typically wonderful listeners and deep, insightful thinkers when it comes to personal problems. They have a high degree of intuition about people and a deep well of patience in dealing with sticky emotional situations. All of these qualities make them talented, compassionate counselors, social servicepeople, and religious workers. Sample counseling and social service careers for INFJs include:

* [Clinical Psychologist](http://www.truity.com/career-profile/psychologist)
* [Counselor](http://www.truity.com/career-profile/mental-health-counselor)
* [Social Worker](http://www.truity.com/career-profile/mental-health-and-substance-abuse-social-worker)
* [Speech Pathologist](http://www.truity.com/career-profile/speech-language-pathologist)
* Clergy

###### Sciences

INFJs often enjoy the intellectual challenge of the sciences, and can be found in scientific careers that relate to their values. Sample science careers for INFJs include:

* [Social Scientist](http://www.truity.com/career-profile/social-scientist)
* Genealogist
* [Food Scientist](http://www.truity.com/career-profile/agricultural-or-food-scientist)
* [Environmental Scientist](http://www.truity.com/career-profile/environmental-scientist)

###### Business & Law

INFJs are often found making the business world a little more human, in HR, training, or the more humanitarian professions within the law. Sample careers for INFJs in the business and legal fields include:

* HR [Manager](http://www.truity.com/career-profile/human-resources-manager-or-specialist)
* [Corporate Trainer](http://www.truity.com/career-profile/human-resources-training-and-development-specialist)
* [Environmental Attorney](http://www.truity.com/career-profile/attorney)
* Legal Mediato

###### Education

Although teaching in front of a classroom is a typically Extraverted activity and can be a challenge for more Introverted INFJs, they often find it deeply satisfying to help children and adults grow and develop. Education careers that involve working with smaller groups, or one-on-one, are an especially good fit. Sample education careers for INFJs include:

* [Elementary Teacher](http://www.truity.com/career-profile/teacher-elementary-middle-or-high-school)
* [Special Education Teacher](http://www.truity.com/career-profile/special-education-teacher)
* [School Counselor](http://www.truity.com/career-profile/vocational-or-school-counselor)

###### Language and Arts

Many INFJs love the expressive quality of language, and they typically have the focus and concentration necessary to be excellent writers and editors. Other areas of the arts appeal as well. Sample artistic careers for INFJs include:

* [Librarian](http://www.truity.com/career-profile/librarian)
* [Curator](http://www.truity.com/career-profile/archivist-or-curator)
* [Translator](http://www.truity.com/career-profile/interpreter-or-translator)
* [Editor](http://www.truity.com/career-profile/editor)
* [Technical Writer](http://www.truity.com/career-profile/technical-writer)
* [Writer](http://www.truity.com/career-profile/writer-or-author)
* [Graphic Designer](http://www.truity.com/career-profile/graphic-designer)
* [Animator](http://www.truity.com/career-profile/artist-animator-or-art-director)
* [Artist](http://www.truity.com/career-profile/artist-animator-or-art-director)
* [Musician](http://www.truity.com/career-profile/musician-or-singer)
* [Interior Designer](http://www.truity.com/career-profile/interior-designer)

#### Least Popular Careers for INFJs

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the INFJ, while other occupations demand modes of thinking and behavior that do not come as naturally to this type. Occupations that require the INFJ to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to Counselors who are choosing a career.

The following occupations have been found to be unpopular among INFJs, based on data gathered from surveys of the general population.

|  |  |  |
| --- | --- | --- |
| * [General Contractor](http://www.truity.com/career-profile/construction-manager)
* [Electrician](http://www.truity.com/career-profile/electrician)
* [Engineering Technician](http://www.truity.com/career-profile/engineering-technician)
* [Mechanic](http://www.truity.com/career-profile/auto-mechanic)
* [Surveyor](http://www.truity.com/career-profile/surveyor-or-cartographer)
* [Farmer](http://www.truity.com/career-profile/farmer-or-rancher)
 | * [Real Estate Broker](http://www.truity.com/career-profile/real-estate-agent-or-broker)
* [Sales Manager](http://www.truity.com/career-profile/sales-manager)
* [Restaurant Manager](http://www.truity.com/career-profile/restaurant-manager)
* [Property Manager](http://www.truity.com/career-profile/property-manager)
* [Financial Manager](http://www.truity.com/career-profile/financial-manager)
* [Factory Supervisor](http://www.truity.com/career-profile/industrial-production-manager)
 | * [Military Officer](http://www.truity.com/career-profile/military)
* [Police Officer](http://www.truity.com/career-profile/police-officer-or-detective)
* [Firefighter](http://www.truity.com/career-profile/firefighter)
* [Paramedic](http://www.truity.com/career-profile/emergency-medical-technician-or-paramedic)
* [Medical Records Technician](http://www.truity.com/career-profile/health-information-technician)
* Cook
 |

Read more: [INFJ Careers: Top Jobs for INFJs, Work Style and INFJs as Leaders | Truityhttp://www.truity.com/personality-type/INFJ/careers#ixzz3WCFq0gpS](http://www.truity.com/personality-type/INFJ/careers#ixzz3WCFq0gpS)

**INTJ: The Mastermind**

INTJ in a Nutshell

[INTJs](http://www.truity.com/intj) are analytical problem-solvers, eager to improve systems and processes with their innovative ideas. They have a talent for seeing possibilities for improvement, whether at work, at home, or in themselves.

Often intellectual, INTJs enjoy logical reasoning and complex problem-solving. They approach life by analyzing the theory behind what they see, and are typically focused inward, on their own thoughtful study of the world around them. INTJs are drawn to logical systems and are much less comfortable with the unpredictable nature of other people and their emotions. They are typically independent and selective about their relationships, preferring to associate with people who they find intellectually stimulating.

What Makes the INTJ Tick

[INTJs](http://www.truity.com/intj) are perceptive about systems and strategy, and often understand the world as a chess board to be navigated. They want to understand how systems work, and how events proceed: the INTJ often has a unique ability to foresee logical outcomes. They enjoy applying themselves to a project or idea in depth, and putting in concentrated effort to achieve their goals.

INTJs have a hunger for knowledge and strive to constantly increase their competence; they are often perfectionists with extremely high standards of performance for themselves and others. They tend to have a keen interest in self-improvement and are lifelong learners, always looking to add to their base of information and awareness.

Recognizing an INTJ

INTJs are typically reserved and serious, and seem to spend a lot of time thinking. They are curious about the world around them and often want to know the principle behind what they see. They thoroughly examine the information they receive, and if asked a question, will typically consider it at length before presenting a careful, complex answer. INTJs think critically and clearly, and often have an idea about how to do something more efficiently. They can be blunt in their presentation, and often communicate in terms of the larger strategy, leaving out the details.

Although INTJs aren’t usually warm or particularly gregarious, they tend to have a self-assured manner with people based on their own security in their intelligence. They relate their ideas with confidence, and once they have arrived at a conclusion they fully expect others to see the wisdom in their perceptions. They are typically perfectionists and appreciate an environment of intellectual challenge. They enjoy discussing interesting ideas, and may get themselves into trouble because of their take-no-prisoners attitude: if someone’s beliefs don’t make logical sense, the Mastermind typically has no qualms about pointing that out.

Famous INTJs

[Famous INTJs](http://www.truity.com/intj) include Hillary Clinton, Al Gore, Bill Gates, Dwight Eisenhower, Alan Greenspan, Ulysses S. Grant, Stephen Hawking, John Maynard Keynes, Ayn Rand, Isaac Asimov, Lewis Carroll, Cormac McCarthy, and Sir Isaac Newton.

INTJ in the Population

INTJ is the third rarest type in the population, and the rarest type among women (with [ENTJ](http://www.truity.com/entj)). INTJs make up:

* 2% of the general population
* 3% of men
* 1% of women

Popular Hobbies

Popular hobbies for the INTJ include reading, cultural events, taking classes, appreciating art, computers and video games, and independent sports such as swimming, backpacking, or running marathons.

What the Experts Say

"INTJs are the most independent of all the sixteen types and take more or less conscious pride in that independence."

- Isabel Briggs Myers, [Gifts Differing](http://www.amazon.com/gp/product/089106074X/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=089106074X&linkCode=as2&tag=truitycom-20)

"Difficulties are highly stimulating to INTJs, who love responding to a problem that requires a creative solution."

- David Keirsey, [Please Understand Me II](http://www.amazon.com/gp/product/1885705026/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=1885705026&linkCode=as2&tag=truitycom-20)

"Their capacity for intellectual and conceptual clarity gives INTJs both vision and the will to see it through to completion—leadership qualities that are prized in our society."

- Otto Kroeger, [Type Talk at Work](http://www.amazon.com/gp/product/0440509289/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=0440509289&linkCode=as2&tag=truitycom-20)

Research on INTJ

Interesting [facts about the INTJ](http://www.truity.com/intj):

* On personality trait measures, score as Discreet, Industrious, Logical, Deliberate, Self-Confident, and Methodical
* Among types least likely to suffer heart disease and cardiac problems
* Least likely of all the types to believe in a higher spiritual power
* One of two types with highest college GPA
* Among types with highest income
* Personal values include Achievement
* Of all types, least likely to state that they value Home/family, Financial security, Relationships & friendships, and Community service
* Overrepresented among MBA students and female small business owners
* Commonly found in scientific or technical fields, computer occupations, and legal professions

Read more: [Profile of the INTJ Personality Type | Truity](http://www.truity.com/personality-type/INTJ#ixzz3WCGTDVoP) <http://www.truity.com/personality-type/INTJ#ixzz3WCGTDVoP>

# INTJ Careers: Top Jobs for INTJs, Work Style and INTJs as Leaders

#### INTJ at Work

At work, the [INTJ](http://www.truity.com/personality-type/INTJ/www.truity.com/intj) excels at creating and implementing innovative solutions to analytical problems. They naturally see possibilities for improvement within complex systems and are organized and determined in implementing their ideas for change.

INTJs are comfortable with abstraction and theory but gain the most satisfaction from turning their ideas into reality. They often enjoy working independently or with a small team, taking measured, strategic steps to implement change.

INTJs enjoy working with logical systems that they can understand in depth. They enjoy the challenge of comprehending complex ideas, and want to understand how they can improve the way things work.

The ideal work environment for an INTJ is logical, efficient, structured, and analytical, with colleagues that are competent, intelligent, and productive. The ideal job for a Mastermind allows them to use their analytical skills to problem-solve in a challenging environment, and to take responsibility for implementing their ideas to create efficient, innovative systems.

#### INTJs as Leaders

In leadership positions, INTJs are strategic, analytical planners and problem solvers. They are good at making tough decisions and sorting out complex issues. Masterminds excel at managing projects that implement a vision of improved efficiency or innovation, and although they usually prefer not to have to manage other people, they will take over if no other leader steps up. As leaders, they are democratic and hands-off: they generally prefer to share the overall goal and let their reports determine exactly how to complete their work.

INTJs value competence and decisiveness, and may sometimes neglect to listen to differing opinions once their mind is made up. While they focus on creating logical and innovative solutions, they may sometimes leave out the details of their plans, leaving their teams to wonder exactly how things will be accomplished.

#### INTJs on a Team

INTJs are analytical team members who focus on strategy. They are often perceptive about systems and how to improve them. They are thoughtful and clear in their analysis, and good at defining team goals. They are capable of synthesizing ideas of some complexity, and often see clearly to a unifying plan of action. INTJs take a characteristically critical approach, and analyze ideas and proposals with a detached, objective logic. They want to be free to make improvements to existing systems, and do best on a team where change is favored.

INTJs are open to ideas, and will consider the perspectives of the team members with an even-handed approach. However, they are firm and clear in their logical analysis, and have little patience for nonsense. They are unlikely to offer support or assurance to teammates who they don’t perceive as useful contributors. They are persuasive in their reasoning and often get teammates on board based on the clarity of their ideas. However, they may have friction with team members who have a focus on relationships; the Mastermind seeks a free exchange of ideas, not a personal connection.

#### Popular Careers for the INTJ

Top [careers for the INTJ](http://www.truity.com/intj) include:

###### Business and Financial

* [Accountant or Auditor](http://www.truity.com/career-profile/accountant-or-auditor)
* [Budget Analyst](http://www.truity.com/career-profile/budget-analyst)
* [Cost Estimator](http://www.truity.com/career-profile/cost-estimator)
* [Financial Analyst](http://www.truity.com/career-profile/financial-analyst)
* [Insurance Underwriter](http://www.truity.com/career-profile/insurance-underwriter)
* [Loan Officer](http://www.truity.com/career-profile/loan-officer)
* [Logistician](http://www.truity.com/career-profile/logistician)
* [Management Consultant](http://www.truity.com/career-profile/management-consultant-or-analyst)
* [Market Research Analyst](http://www.truity.com/career-profile/market-research-analyst)
* [Personal Financial Advisor](http://www.truity.com/career-profile/personal-financial-advisor)
* [Tax Examiner](http://www.truity.com/career-profile/tax-examiner-or-collector-or-revenue-agent)
* [Financial Manager](http://vocationary.com/career-profile/financial-manager)
* [Top Executive](http://www.truity.com/career-profile/top-executive)
* [Sales Engineer](http://www.truity.com/career-profile/sales-engineer)

###### Math

* [Actuary](http://www.truity.com/career-profile/actuary)
* [Mathematician](http://www.truity.com/career-profile/mathematician)
* [Operations Research Analyst](http://www.truity.com/career-profile/operations-research-analyst)
* [Statistician](http://www.truity.com/career-profile/statistician)

###### Architecture and Engineering

* [Aerospace Engineer](http://www.truity.com/career-profile/aerospace-engineer)
* [Agricultural Engineer](http://www.truity.com/career-profile/agricultural-engineer)
* [Architect](http://www.truity.com/career-profile/architect)
* [Biomedical Engineer](http://www.truity.com/career-profile/biomedical-engineer)
* [Chemical Engineer](http://www.truity.com/career-profile/chemical-engineer)
* [Civil Engineer](http://www.truity.com/career-profile/civil-engineer)
* [Computer Hardware Engineer](http://www.truity.com/career-profile/computer-hardware-engineer)
* [Electrical or Electronics Engineer](http://www.truity.com/career-profile/electrical-or-electronics-engineer)
* [Environmental Engineer](http://www.truity.com/career-profile/environmental-engineer)
* [Health and Safety Engineer](http://www.truity.com/career-profile/health-and-safety-engineer)
* [Industrial Engineer](http://www.truity.com/career-profile/industrial-engineer)
* [Mechanical Engineer](http://www.truity.com/career-profile/mechanical-engineer)
* [Mechanical Engineering Technician](http://www.truity.com/career-profile/mechanical-engineering-technician)
* [Mining or Geological Engineer](http://www.truity.com/career-profile/mining-or-geological-engineer)
* [Nuclear Engineer](http://www.truity.com/career-profile/nuclear-engineer)
* [Petroleum Engineer](http://www.truity.com/career-profile/petroleum-engineer)
* [Surveyor](http://www.truity.com/career-profile/surveyor)
* [Architectural or Engineering Manager](http://www.truity.com/career-profile/architectural-or-engineering-manager)

###### Sciences

* [Atmospheric Scientist](http://www.truity.com/career-profile/atmospheric-scientist-including-meteorologist)
* [Biochemist or Biophysicist](http://www.truity.com/career-profile/biochemist-or-biophysicist)
* [Chemist or Materials Scientist](http://www.truity.com/career-profile/chemist-or-materials-scientist)
* [Economist](http://www.truity.com/career-profile/economist)
* [Environmental Scientist](http://www.truity.com/career-profile/environmental-scientist-or-specialist)
* [Geoscientist](http://www.truity.com/career-profile/geoscientist)
* [Historian](http://www.truity.com/career-profile/historian)
* [Hydrologist](http://www.truity.com/career-profile/hydrologist)
* [Medical Scientist](http://www.truity.com/career-profile/medical-scientist)
* [Microbiologist](http://www.truity.com/career-profile/microbiologist)
* [Political Scientist](http://www.truity.com/career-profile/political-scientist)

###### Arts, Design, and Communications

* [Art Director](http://www.truity.com/career-profile/art-director)
* [Industrial Designer](http://www.truity.com/career-profile/industrial-designer)
* [Editor](http://www.truity.com/career-profile/editor)
* [Translator](http://www.truity.com/career-profile/interpreter-or-translator)
* [Photographer](http://www.truity.com/career-profile/photographer)
* [Reporter](http://www.truity.com/career-profile/reporter-correspondent-or-broadcast-news-analyst)
* [Technical Writer](http://www.truity.com/career-profile/technical-writer)
* [Writer](http://www.truity.com/career-profile/writer-or-author)

###### Healthcare

* [Optometrist](http://www.truity.com/career-profile/optometrist)
* [Pharmacist](http://www.truity.com/career-profile/pharmacist)
* [Physician or Surgeon](http://www.truity.com/career-profile/physician-or-surgeon)
* [Podiatrist](http://www.truity.com/career-profile/podiatrist)

###### Education

* [Technical Education Teacher](http://www.truity.com/career-profile/career-and-technical-education-teachers)
* [Professor](http://www.truity.com/career-profile/professor-or-college-instructor)
* [College Administrator](http://www.truity.com/career-profile/postsecondary-education-administrator)

###### Computers and Information Technology

* [Computer Programmer](http://www.truity.com/career-profile/computer-programmer)
* [Computer Support Specialist](http://www.truity.com/career-profile/computer-support-specialist)
* [Computer Systems Analyst](http://www.truity.com/career-profile/computer-systems-analyst)
* [Database Administrator](http://www.truity.com/career-profile/database-administrator)
* [Information Security Analyst](http://www.truity.com/career-profile/information-security-analyst)
* [Network Administrator](http://www.truity.com/career-profile/network-or-computer-systems-administrator)
* [Software Developer](http://www.truity.com/career-profile/software-developer)
* [Web Developer](http://www.truity.com/career-profile/web-developer)
* [Computer and IS Manager](http://www.truity.com/career-profile/computer-and-manager)
* [Computer Network Architect](http://www.truity.com/career-profile/computer-network-architect)
* [Computer Scientist](http://www.truity.com/career-profile/computer-or-information-research-scientist)

###### Construction

* [Construction Manager](http://www.truity.com/career-profile/construction-manager)
* [Building Inspector](http://www.truity.com/career-profile/construction-or-building-inspector)

###### Legal

* [Judge or Hearing Officer](http://www.truity.com/career-profile/judge-or-hearing-officer)
* [Lawyer](http://www.truity.com/career-profile/lawyer)
* [Paralegal or Legal Assistant](http://www.truity.com/career-profile/paralegal-or-legal-assistant)

###### Protective Service

* [Police Detective](http://www.truity.com/career-profile/police-officer-or-detective)
* [Private Investigator](http://www.truity.com/career-profile/private-detective-or-investigator)

#### Least Popular Careers for INTJs

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the INTJ, while other occupations demand modes of thinking and behavior that do not come as naturally to this type. Occupations that require the Mastermind to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to INTJs who are choosing a career.

The following occupations have been found to be unpopular among INTJs, based on data gathered from surveys of the general population.

|  |  |  |
| --- | --- | --- |
| * [Receptionist](http://www.truity.com/career-profile/receptionist)
* Hotel Clerk
* Secretary
* Telemarketer
* [Recreation Worker](http://www.truity.com/career-profile/recreation-worker)
 | * [Teacher's Aide](http://www.truity.com/career-profile/teacher-assistant)
* Preschool Teacher
* Home Health Aide
* Production Worker
* Advertising Sales Agent
 | * [Dental Hygienist](http://www.truity.com/career-profile/dental-hygienist)
* [Licensed Practical Nurse](http://www.truity.com/career-profile/licensed-practical-or-vocational-nurse)
* [Medical Assistant](http://www.truity.com/career-profile/medical-assistant)
* [Nurse's Aide](http://www.truity.com/career-profile/nursing-aide)
* Social Worker
 |

Read more: [INTJ Careers: Top Jobs for INTJs, Work Style and INTJs as Leaders | Truityhttp://www.truity.com/personality-type/INTJ/careers#ixzz3WCGyDTt1](http://www.truity.com/personality-type/INTJ/careers#ixzz3WCGyDTt1)

**INFP: The Healer**

INFP in a Nutshell

INFPs are imaginative idealists, guided by their own core values and beliefs. To a Healer, possibilities are paramount; the realism of the moment is only of passing concern. They see potential for a better future, and pursue truth and meaning with their own individual flair.

INFPs are sensitive, caring, and compassionate, and are deeply concerned with the personal growth of themselves and others. Individualistic and nonjudgmental, INFPs believe that each person must find their own path. They enjoy spending time exploring their own ideas and values, and are gently encouraging to others to do the same. INFPs are creative and often artistic; they enjoy finding new outlets for self-expression.

What Makes the INFP Tick

INFPs value authenticity and want to be original and individual in what they do. They are often concerned with a search for meaning and truth within themselves. Following tradition holds little appeal for the INFP; they prefer to do their own exploration of values and ideas, and decide for themselves what seems right. INFPs are often offbeat and unconventional, but they feel no desire to conform. The INFP would rather be true to themselves than try to fit in with the crowd.

INFPs are accepting and nonjudgmental in their treatment of others, believing that each person must follow their own path. They are flexible and accommodating, and can often see many points of view. It is important to the INFP to support other people; however, the INFP may react strongly if they feel their own values are being violated. They especially hate being steamrolled by people who insist there is one right way to do things. INFPs want an open, supportive exchange of ideas.

Recognizing an INFP

INFPs may initially seem cool, as they reserve their most authentic thoughts and feelings for people they know well. They are reflective and often spiritual, and often interested in having meaningful conversations about values, ethics, people, and personal growth. Typically curious and open-minded, the Healer continually seeks a deeper understanding of themselves and of the people around them. They are passionate about their ideals, but private as well; few people understand the depth of the INFP’s commitment to their beliefs.

INFPs are sensitive and empathetic, and engage themselves in a lifelong quest for meaning and authenticity. The mundane aspects of life are of less interest to this type, and they are more excited by interesting ideas than by practical facts. They typically accept others without question, and may take special interest in offbeat points of view or alternative lifestyles. They often have a special affection for the arts, especially the avant garde, as they love experiencing new concepts in self-expression.

Famous INFPs

[Famous INFPs](http://www.truity.com/infp) include Princess Diana, Audrey Hepburn, Fred Rogers, John Lennon, Kurt Cobain, Tori Amos, Morrissey, Chloe Sevigny, William Shakespeare, Bill Watterson, A.A. Milne, Helen Keller, Carl Rogers, and Isabel Briggs Myers (creator of the Myers-Briggs Type Indicator).

INFPs in the Population

[INFP](http://www.truity.com/infp) is the ninth most common type in the population. They make up:

* 4% of the general population
* 5% of women
* 4% of men

Popular Hobbies

Popular hobbies for INFPs include poetry, creative writing, music, photography, theater, and visual art.

What the Experts Say

"INFPs excel in fields that deal with possibilities for people."

- Isabel Briggs Myers, [Gifts Differing](http://www.amazon.com/gp/product/089106074X/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=089106074X&linkCode=as2&tag=truitycom-20)

"Healers care deeply—passionately—about a few special persons or a favorite cause, and their fervent aim is to bring peace to the world and wholeness to themselves and their loved ones."

- David Keirsey, [Please Understand Me II](http://www.amazon.com/gp/product/1885705026/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=1885705026&linkCode=as2&tag=truitycom-20)

"Clearly INFPs are best when whatever they're doing serves their personal values."

- Otto Kroeger, [Type Talk at Work](http://www.amazon.com/gp/product/0440509289/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=0440509289&linkCode=as2&tag=truitycom-20)

Research on INFP

Interesting [facts about the INFP](http://www.truity.com/infp):

* On personality trait measures, score as Artistic, Reflective, Careless, Sensitive, Flexible, and Appreciative
* Among least likely of all types to suffer heart disease
* In men, among least likely to report chronic pain
* Second highest of all types to report marital dissatisfaction
* Among most likely to have suicidal thoughts in college
* Tend to be more successful than the average in learning a foreign language
* Among types most likely to be dissatisfied with their work
* Personal values include Autonomy and Creativity
* Overrepresented in occupations in counseling, writing, and the arts

Read more: [Profile of the INFP Personality Type | Truity](http://www.truity.com/personality-type/INFP#ixzz3WCHVBLiR) <http://www.truity.com/personality-type/INFP#ixzz3WCHVBLiR>

# INFP Careers: Top Jobs for INFPs, Work Style and INFPs as Leaders

#### INFP at Work

At work, the INFP is not particularly driven by money or status, preferring work that aligns with their personal values and allows them to help others. [INFPs](http://www.truity.com/infp) are typically motivated by vision and inspiration, and want to engage with projects and causes that feel important to them.

INFPs enjoy the process of creative problem-solving, and want to understand complex issues. They appreciate innovation, and want to come up with original ideas to improve circumstances for people. An ideal job for a Healer allows them to express their individuality in the way they work, and takes advantage of their ability to see unique solutions.

[INFPs](http://www.truity.com/infp) enjoy working autonomously and having control over how and when to complete a project. They often enjoy participating in teams, although they want to be free to put their own personal stamp on their work. When they do work with other people, it's important to the INFP that they be cooperative, supportive, and flexible, and that they have similar passion for their ideals.

#### INFPs as Leaders

In leadership positions, INFPs motivate others through encouragement and positive vision. They are deeply idealistic, and when working for a cause that is important to them, they bring a quiet determination to their leadership role. They often see the potential in other people, and are good at inspiring others to use their gifts.

INFPs are supportive, creative leaders who encourage their teams to think outside the box. Because of their flexible nature and strong desire for harmony, they may avoid conflict and delay making difficult decisions. They do best leading cooperative teams of like-minded people who are similarly committed to their vision.

#### INFPs on a Team

INFPs are supportive and imaginative team members who contribute by understanding the ideals of their teammates and working to bring unity to the group’s mission. They listen openly to many points of view, and are talented at coming up with creative solutions that incorporate the ideas and priorities of everyone involved. They are flexible and innovate thinkers, and are willing to consider almost any option, so long as it is congruent with their values.

INFPs do best on a team that is guided by vision, and want to have an authentic understanding of the team’s purpose. They want to have team members who are similarly committed to a cause, and who are willing to explore the possibilities for achieving their ideals. Teams which are highly oriented to action, without considering the deeper issues or the alternative options, may alienate the INFP. INFPs want an environment of mutual support and acceptance, and may have trouble on teams where there is much conflict or competition. Judgment and negativity tend to stifle their talent for creative problem-solving.

#### Popular Careers for the INFP

Top [careers for the INFP](http://www.truity.com/infp) include:

###### Arts and Design

* [Fine Artist](http://www.truity.com/career-profile/craft-or-fine-artist)
* [Fashion Designer](http://www.truity.com/career-profile/fashion-designer)
* [Graphic Designer](http://www.truity.com/career-profile/graphic-designer)
* [Multimedia Artist or Animator](http://www.truity.com/career-profile/multimedia-artist-or-animator)

###### Community and Social Service

* [Mental Health Counselor](http://www.truity.com/career-profile/mental-health-counselor-or-marriage-and-family-therapist)
* [School or Career Counselor](http://www.truity.com/career-profile/school-or-career-counselor)
* [Community Service Manager](http://www.truity.com/career-profile/social-or-community-service-manager)
* [Social Worker](http://www.truity.com/career-profile/social-worker)

###### Education and Library

* [Archivist or Curator](http://www.truity.com/career-profile/archivist-or-curator)
* [Elementary School Teacher](http://www.truity.com/career-profile/kindergarten-or-elementary-school-teacher)
* [Librarian](http://www.truity.com/career-profile/librarian)
* [Preschool Teacher](http://www.truity.com/career-profile/preschool-teacher)
* [Professor or College Instructor](http://www.truity.com/career-profile/professor-or-college-instructor)
* [Special Education Teacher](http://www.truity.com/career-profile/special-education-teacher)

###### Health Care

* [Audiologist](http://www.truity.com/career-profile/audiologist)
* [Chiropractor](http://www.truity.com/career-profile/chiropractor)
* [Nutritionist](http://www.truity.com/career-profile/dietitian-or-nutritionist)
* [Genetic Counselor](http://www.truity.com/career-profile/genetic-counselor)
* [Massage Therapist](http://www.truity.com/career-profile/massage-therapist)
* [Midwife](http://www.truity.com/career-profile/nurse-anesthetist-nurse-midwife-or-nurse-practitioner)
* [Occupational Therapist](http://www.truity.com/career-profile/occupational-therapist)
* [Physical Therapist](http://www.truity.com/career-profile/physical-therapist)
* [Speech-Language Pathologist](http://www.truity.com/career-profile/speech-language-pathologist)
* [Veterinarian](http://www.truity.com/career-profile/veterinarian)
* [Veterinary Technician](http://www.truity.com/career-profile/veterinary-technologist-or-technician)

###### Business and Management

* [Fundraiser](http://www.truity.com/career-profile/fundraiser)
* [Human Resources Specialist](http://www.truity.com/career-profile/human-resources-specialist-or-labor-relations-specialist)
* [Training or Development Manager](http://www.truity.com/career-profile/training-or-development-manager)

###### Sciences

* [Anthropologist or Archaeologist](http://www.truity.com/career-profile/anthropologist-or-archaeologist)
* [Geographer](http://www.truity.com/career-profile/geographer)
* [Historian](http://www.truity.com/career-profile/historian)
* [Psychologist](http://www.truity.com/career-profile/psychologist)
* [Sociologist](http://www.truity.com/career-profile/sociologist)
* [Zoologist or Wildlife Biologist](http://www.truity.com/career-profile/zoologist-or-wildlife-biologist)

###### Communications

* [Editor](http://www.truity.com/career-profile/editor)
* [Film Editor](http://www.truity.com/career-profile/film-and-video-editor-or-camera-operator)
* [Interpreter or Translator](http://www.truity.com/career-profile/interpreter-or-translator)
* [Photographer](http://www.truity.com/career-profile/photographer)
* [Public Relations Specialist](http://www.truity.com/career-profile/public-relations-specialist)
* [Writer](http://www.truity.com/career-profile/writer-or-author)

#### Least Popular Careers for INFPs

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the INFP, while other occupations demand modes of thinking and behavior that do not come as naturally to this type. Occupations that require the INFP to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to INFPs who are choosing a career.

The following occupations have been found to be unpopular among INFPs, based on data gathered from surveys of the general population.

|  |  |  |
| --- | --- | --- |
| * [Military Officer](http://www.truity.com/career-profile/military)
* [Police Officer](http://www.truity.com/career-profile/police-officer-or-detective)
* [Materials Engineer](http://www.truity.com/career-profile/materials-engineer)
* [Electrician](http://www.truity.com/career-profile/electrician)
* [Systems Analyst](http://www.truity.com/career-profile/computer-systems-analyst)
 | * [Sales Manager](http://www.truity.com/career-profile/sales-manager)
* [Financial Manager](http://www.truity.com/career-profile/financial-manager)
* [Auditor](http://www.truity.com/career-profile/accountant-or-auditor)
* Cost Estimator
* [Engineering Technician](http://www.truity.com/career-profile/engineering-technician)
 | * [Chemist](http://www.truity.com/career-profile/chemist-or-materials-scientist)
* [Chemical Engineer](http://www.truity.com/career-profile/chemical-engineer)
* [Dentist](http://www.truity.com/career-profile/dentist)
* [Licensed Practical Nurse](http://www.truity.com/career-profile/licensed-practical-or-vocational-nurse)
* Judge
 |

Read more: [INFP Careers: Top Jobs for INFPs, Work Style and INFPs as Leaders | Truityhttp://www.truity.com/personality-type/INFP/careers#ixzz3WCHhcKyo](http://www.truity.com/personality-type/INFP/careers#ixzz3WCHhcKyo)

**INTP: The Architect**

INTP in a Nutshell

[INTPs](http://www.truity.com/intp) are philosophical innovators, fascinated by logical analysis, systems, and design. They are preoccupied with theory, and search for the universal law behind everything they see. They want to understand the unifying themes of life, in all their complexity.

INTPs are detached, analytical observers who can seem oblivious to the world around them because they are so deeply absorbed in thought. They spend much of their time focused internally: exploring concepts, making connections, and seeking understanding. To the Architect, life is an ongoing inquiry into the mysteries of the universe.

What Makes the INTP Tick

[INTPs](http://www.truity.com/intp) present a cool exterior but are privately passionate about reason, analysis, and innovation. They seek to create complex systems of understanding to unify the principles they've observed in their environments. Their minds are complicated and active, and they will go to great mental lengths trying to devise ingenious solutions to interesting problems.

The INTP is typically non-traditional, and more likely to reason out their own individual way of doing things than to follow the crowd. The INTP is suspicious of assumptions and conventions, and eager to break apart ideas that others take for granted. INTPs are merciless when analyzing concepts and beliefs, and hold little sacred. They are often baffled by other people who remain loyal to ideology that doesn't make logical sense.

Recognizing an INTP

INTPs are often thoroughly engaged in their own thoughts, and usually appear to others to be offbeat and unconventional. The INTP’s mind is a most active place, and their inward orientation can mean that they neglect superficial things like home décor or appropriate clothing. They don’t tend to bother with small talk but can become downright passionate when talking about science, mathematics, computers, or the larger theoretical problems of the universe. Reality is often of only passing interest to the Architect, as they are more interested in the theory behind it all.

INTPs are typically precise in their speech, and communicate complex ideas with carefully chosen words. They insist on intellectual rigor in even the most casual of conversations, and will readily point out inconsistencies of thought or reasoning. Social niceties may fall by the wayside for an INTP who is more interested in analyzing logic, and they may offend others by submitting their dearly held values and beliefs to logical scrutiny.

Famous INTPs

[Famous INTP](http://www.truity.com/intp)s include Albert Einstein, Thomas Jefferson, Rene Descartes, Charles Darwin, Marie Curie, C.G. Jung, Socrates, and Abraham Lincoln.

INTP in the Population

INTP is one of the less common types in the population, especially for women. Among women, [INTP](http://www.truity.com/intp) is the fourth rarest type (after [INTJ](http://www.truity.com/intj), [ENTJ](http://www.truity.com/entj), and [INFJ](http://www.truity.com/infj)). INTPs make up:

* 3% of the general population
* 5% of men
* 2% of women

Popular Hobbies

Popular leisure activities for an INTP include reading, art and cultural events, chess and other strategy games, writing, taking classes, working with computers, backpacking, hiking, and meditation.

What the Experts Say

"INTPs are perhaps the most intellectually profound of all the types."

- Isabel Briggs Myers, [Gifts Differing](http://www.amazon.com/gp/product/089106074X/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=089106074X&linkCode=as2&tag=truitycom-20)

"What is important is that the underlying structures of the universe be uncovered and articulated, and that whatever is stated about the universe be stated correctly, with coherence and without redundancy."

- David Keirsey, [Please Understand Me II](http://www.amazon.com/gp/product/1885705026/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=1885705026&linkCode=as2&tag=truitycom-20)

"INTPs are free-spirited idea mills and absentminded professors, which makes them fun to be around, easily diverted, and a plethora of unending creativity."

- Otto Kroeger, [Type Talk at Work](http://www.amazon.com/gp/product/0440509289/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=0440509289&linkCode=as2&tag=truitycom-20)

Research on INTP

Interesting [facts about the INTP](http://www.truity.com/intp):

* On personality trait measures, score as Candid, Ingenious, Complicated, Independent, and Rebellious
* More likely than other types to study a foreign language
* Most frequent type among college students committing alcohol and drug policy violations
* Have lowest level of coping resources of all the types (with ISTPs)
* One of types least likely to believe in a higher spiritual power
* Highest of all types in career dissatisfaction (with INFPs)
* In school, have lower grades than would be predicted from aptitude scores
* More likely than average to complete engineering programs
* Personal values include Autonomy, Freedom, and Independence
* Overrepresented among working MBA students
* Commonly found in science and technical occupations

Read more: [Profile of the INTP Personality Type | Truity](http://www.truity.com/personality-type/INTP#ixzz3WCHzEMLM) <http://www.truity.com/personality-type/INTP#ixzz3WCHzEMLM>

# INTP Careers: Top Jobs for INTPs, Work Style and INTPs as Leaders

#### INTP at Work

At work, the [INTP](http://www.truity.com/intp) is motivated to solve complex problems in an original, innovative way. Architects want to analyze systems and ideas thoroughly to create deep understanding, and enjoy designing creative solutions to highly abstract problems.

INTPs rarely have much interest in organizational traditions, preferring to forge their own path to innovation. They hate being limited by bureaucracy and rules, and are often more in tune with the theoretical soundness of their ideas than they are with the practical applications. They typically prefer to focus on creating the idea, and to leave the tedious details of implementation to someone else.

[INTP](http://www.truity.com/intp)s work best independently or with a small team of colleagues that they perceive as smart, competent, and logical. They quickly tire of colleagues who are aggressive or overbearing, and can be dismissive of people who aren't as clever as themselves.

An ideal organization for an INTP is flexible and non-traditional, and values ingenuity over conformity. An ideal job for an INTP allows them to address complex theoretical or technical problems with creative, novel solutions.

#### INTPs as Leaders

In leadership positions, INTPs inspire others with their intelligence and innovative ideas. INTP leaders are often unassuming on the surface but catch everyone's attention once they begin talking about their ideas. They generally allow their reports a lot of latitude, preferring to set the overall goal and trust their team to solve problems autonomously.

INTPs enjoy exploring new possibilities and engaging in creative problem solving, but may sometimes get so caught up in the world of ideas that they neglect to lead their teams into action. They may have trouble hashing out details, and often leave it to someone else to create exact specifications. They do best leading competent, intellectually driven teams who understand their complex ideas and can fill in the details to create realistic plans of action.

#### INTPs on a Team

INTPs are thoughtful, analytical team members who contribute a deep understanding of complex problems. They are often most interested in the theoretical questions behind the team’s goal, and can help the group to identify key principles and generate innovative ideas. They tend to engage with the vision of the team, analyzing it rationally and objectively and offering options and possibilities.

INTPs do best on a team when they are given freedom to analyze logical problems in an original way. They are skilled at coming up with creative solutions, but don’t put much stock in the established way of doing things. Team members who are highly loyal to tradition may encounter friction with the INTP. Architects are typically independent thinkers who’d rather debate ideas than make small talk. They may become impatient if too much time is spent on pleasantries, and may put off team members who seek a more personal touch.

#### Popular Careers for the INTP

INTPs are first and foremost thinkers, and this quality can be seen in their choice of careers. Although INTPs can be found in a wide variety of fields, a happy and satisfied INTP is invariably found in a career that allows them to use their intellect, analyze concepts, and think deeply.

INTPs have an innovative nature and are often drawn to cutting-edge fields such as technology, engineering, and the sciences. Although INTPs overall are a rare breed, visit an area like California's Silicon Valley or a tech company like Google or Apple and you'll find that nearly every other person seems to be an INTP. This type naturally thrives in the challenging, unpredictable world of tech.

Many INTPs are creative and seek an artistic bent to their career. INTPs are particularly drawn to artistic fields with a touch of science or technology, for instance architecture or graphic design.

Although INTPs typically prefer careers that have them working with ideas more than people, a contingent of INTPs consider human problems the ultimate frontier of intellectual inquiry. Thus, you find some INTPs in careers that allow them to study the human experience, including psychology and other social sciences.

Top [careers for the INTP](http://www.truity.com/intp) include:

###### Technology

Technology is a highly attractive field for INTPs, and many INTPs are drawn to computers from a very young age. Even INTPs who do not work in tech fields typically nurse an interest in computers on the side. Working with technology allows INTPs to exercise their reasoning skills in perfect concert with their creativity and desire to experiment and innovate. Some INTPs even say they understand computers better than they understand other people!

Any career in computers or technology can be considered a possibility for the INTP, but some sample tech careers for INTPs include:

* [Computer Network Architect](http://www.truity.com/career-profile/computer-network-architect)
* [Computer Scientist](http://www.truity.com/career-profile/computer-or-information-research-scientist)
* [Computer Programmer](http://www.truity.com/career-profile/computer-programmer)
* [Computer Systems Analyst](http://www.truity.com/career-profile/computer-systems-analyst)
* [Database Administrator](http://www.truity.com/career-profile/database-administrator)
* [Information Security Analyst](http://www.truity.com/career-profile/information-security-analyst)
* [Network Administrator](http://www.truity.com/career-profile/network-or-computer-systems-administrator)
* [Software Developer](http://www.truity.com/career-profile/software-developer)
* [Web Developer](http://www.truity.com/career-profile/web-developer)

###### Engineering

Engineering careers are a good fit for the logical, analytical thinking style of the INTP. They particularly enjoy engineering fields that allow them to exercise a measure of creativity in their work. Some sample engineering careers for INTPs include:

* [Aerospace Engineer](http://www.truity.com/career-profile/aerospace-engineer)
* [Biomedical Engineer](http://www.truity.com/career-profile/biomedical-engineer)
* [Chemical Engineer](http://www.truity.com/career-profile/chemical-engineer)
* [Civil Engineer](http://www.truity.com/career-profile/civil-engineer)
* [Computer Hardware Engineer](http://www.truity.com/career-profile/computer-hardware-engineer)
* [Electrical or Electronics Engineer](http://www.truity.com/career-profile/electrical-or-electronics-engineer)
* [Environmental Engineer](http://www.truity.com/career-profile/environmental-engineer)
* [Mechanical Engineer](http://www.truity.com/career-profile/mechanical-engineer)
* [Geological Engineer](http://www.truity.com/career-profile/mining-or-geological-engineer)
* [Nuclear Engineer](http://www.truity.com/career-profile/nuclear-engineer)

###### Sciences

Scientific careers are a natural choice for INTPs. They enjoy all aspects of the sciences: the opportunity to build specialized knowledge in their field of choice; the ability to focus at length on complex, abstract ideas; and most of all, the exploratory process of scientific experimentation. Some sample science careers for INTPs include:

* [Anthropologist or Archaeologist](http://www.truity.com/career-profile/anthropologist-or-archaeologist)
* [Atmospheric Scientist](http://www.truity.com/career-profile/atmospheric-scientist-including-meteorologist)
* [Biochemist or Biophysicist](http://www.truity.com/career-profile/biochemist-or-biophysicist)
* [Chemist](http://www.truity.com/career-profile/chemist-or-materials-scientist)
* [Economist](http://www.truity.com/career-profile/economist)
* [Environmental Scientist](http://www.truity.com/career-profile/environmental-scientist-or-specialist)
* [Geographer](http://www.truity.com/career-profile/geographer)
* [Geoscientist](http://www.truity.com/career-profile/geoscientist)
* [Historian](http://www.truity.com/career-profile/historian)
* [Hydrologist](http://www.truity.com/career-profile/hydrologist)
* [Medical Scientist](http://www.truity.com/career-profile/medical-scientist)
* [Microbiologist](http://www.truity.com/career-profile/microbiologist)
* [Physicist or Astronomer](http://www.truity.com/career-profile/physicist-or-astronomer)
* [Political Scientist](http://www.truity.com/career-profile/political-scientist)
* [Psychologist](http://www.truity.com/career-profile/psychologist)
* [Sociologist](http://www.truity.com/career-profile/sociologist)
* [Survey Researcher](http://www.truity.com/career-profile/survey-researcher)
* [Urban or Regional Planner](http://www.truity.com/career-profile/urban-or-regional-planner)
* [Zoologist or Wildlife Biologist](http://www.truity.com/career-profile/zoologist-or-wildlife-biologist)
* [Physician](http://www.truity.com/career-profile/physician-or-surgeon)

###### Business and Law

Both business and law careers can make good use of the INTP's analytical instincts. Good business careers for INTPs often stimulate their interest in complex theories, including advanced mathematics. Some sample business and law careers for INTPs include:

* [Accountant or Auditor](http://www.truity.com/career-profile/accountant-or-auditor)
* [Financial Analyst](http://www.truity.com/career-profile/financial-analyst)
* [Management Consultant or Analyst](http://www.truity.com/career-profile/management-consultant-or-analyst)
* [Market Research Analyst](http://www.truity.com/career-profile/market-research-analyst)
* [Top Executive](http://www.truity.com/career-profile/top-executive)
* [Sales Engineer](http://www.truity.com/career-profile/sales-engineer)
* [Lawyer](http://www.truity.com/career-profile/lawyer)

###### Arts and Language

Some INTPs focus on their creative instincts with a career in the arts. Typically, though, even an INTP working in an artistic field finds a way to use their analytical side in their work. Some sample artistic careers for INTPs include:

* [Graphic Designer](http://www.truity.com/career-profile/graphic-designer)
* [Industrial Designer](http://www.truity.com/career-profile/industrial-designer)
* [Multimedia Artist or Animator](http://www.truity.com/career-profile/multimedia-artist-or-animator)
* [Composer](http://www.truity.com/career-profile/music-director-or-composer)
* [Musician](http://www.truity.com/career-profile/musician-or-singer)
* [Editor](http://www.truity.com/career-profile/editor)
* [Photographer](http://www.truity.com/career-profile/photographer)
* [Technical Writer](http://www.truity.com/career-profile/technical-writer)
* [Writer or Author](http://www.truity.com/career-profile/writer-or-author)
* [Professor or College Instructor](http://www.truity.com/career-profile/professor-or-college-instructor)

#### Least Popular Careers for INTPs

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the INTP, while other occupations demand modes of thinking and behavior that do not come as naturally to this type. Occupations that require the INTP to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to Architects who are choosing a career.

The following occupations have been found to be unpopular among INTPs, based on data gathered from surveys of the general population.

|  |  |  |
| --- | --- | --- |
| * [Dental Hygienist](http://www.truity.com/career-profile/dental-hygienist)
* [Public Health Nurse](http://www.truity.com/career-profile/nurse)
* [Dental Assistant](http://www.truity.com/career-profile/dental-assistant)
* [Licensed Practical Nurse](http://www.truity.com/career-profile/licensed-practical-or-vocational-nurse)
* [Dietitian](http://www.truity.com/career-profile/dietitian-or-nutritionist)
 | * [Corrections Officer](http://www.truity.com/career-profile/correctional-officer)
* Religious Educator
* [Teacher's Aide](http://www.truity.com/career-profile/teacher-assistant)
* [Preschool Teacher](http://www.truity.com/career-profile/preschool-teacher)
* [Elementary Teacher](http://www.truity.com/career-profile/teacher-elementary-middle-or-high-school)
 | * [Recreation Worker](http://www.truity.com/career-profile/recreation-worker)
* [Cosmetologist](http://www.truity.com/career-profile/hairdresser-esthetician-or-cosmetologist)
* [Retail Salesperson](http://www.truity.com/career-profile/retail-salesperson)
* [Restaurant Manager](http://www.truity.com/career-profile/restaurant-manager)
* [Sales Manager](http://www.truity.com/career-profile/sales-manager)
 |

Read more: [INTP Careers: Top Jobs for INTPs, Work Style and INTPs as Leaders | Truityhttp://www.truity.com/personality-type/INTP/careers#ixzz3WCIDal8o](http://www.truity.com/personality-type/INTP/careers#ixzz3WCIDal8o)

**ESFJ: The Provider**

ESFJ in a Nutshell

ESFJs are conscientious helpers, sensitive to the needs of others and energetically dedicated to their responsibilities. They are highly attuned to their emotional environment and attentive to both the feelings of others and the perception others have of them. ESFJs like a sense of harmony and cooperation around them, and are eager to please and provide.

ESFJs value loyalty and tradition, and usually make their family and friends their top priority. They are generous with their time, effort, and emotions. They often take on the concerns of others as if they were their own, and will attempt to put their significant organizational talents to use to bring order to other people's lives.

What Makes the ESFJ Tick

ESFJs act according to a strict moral code, and look for others to do the same. They often see things in terms of black and white, right and wrong, and they are typically not shy about sharing their evaluations of others' behavior. ESFJs seek harmony and cooperation, and feel this is best accomplished when everyone follows the same set of rules. They have a sense of order in the way people relate to one another, and often take on roles that allow them to help enforce that social order.

ESFJs feel a sense of personal responsibility for other people's needs, and are usually eager to get involved and help out. They tend to be serious and practical, dutifully putting business before pleasure—especially the business of caring for others. They typically enjoy routine and often keep a regular schedule that allows them to be organized and productive.

Recognizing an ESFJ

ESFJs may often be found playing host or hostess. They tend to take on the role of organizer without hesitation, and want to be sure that everyone is taken care of. Roles such as committee leader, event planner, and church volunteer suit the ESFJ well. They are typically engaged with their communities and work hard to do their part in maintaining the social order. ESFJs are interested in other people and like to know the details of their lives. Gossip is a favorite pasttime of many ESFJs; they love to share stories about the people around them.

ESFJs have a clear moral code that guides their behavior and their expectations from others. They often have strong opinions about how people should behave and the proper thing to do. Manners and other codes of social interaction are often of great interest to ESFJs. They may think in terms of black and white, right and wrong. They can be judgmental of others who they do not think are acting appropriately, but they have the best of intentions: they simply want everyone to follow the rules so they can all get along. The ESFJ wants things to be all right with the people around them, and may become very involved with others’ problems and concerns.

Famous ESFJs

Famous ESFJs include Martha Stewart, Dave Thomas, Sam Walton, Barbara Walters, William Howard Taft, JC Penney, Sally Field, Mary Tyler Moore, and Ray Kroc.

ESFJ in the Population

ESFJ is the second most common type in the population. ESFJs make up:

* 12% of the general population
* 17% of women
* 8% of men

Popular Hobbies

Popular leisure activities for ESFJs include volunteering in community, charity, or religious organizations; celebrating holidays and family traditions; cooking; entertaining; and social sports.

What the Experts Say

"ESFJs are primarily concerned with the details of direct experience—their own, that of their friends and acquaintances, even the experience of strangers whose lives happen to touch theirs."

- Isabel Briggs Myers, [Gifts Differing](http://www.amazon.com/gp/product/089106074X/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=089106074X&linkCode=as2&tag=truitycom-20)

"Wherever they go, Providers take up the role of social contributor, happily giving their time and energy to make sure that the needs of others are met, that traditions are supported and developed, and that social functions are a success."

- David Keirsey, [Please Understand Me II](http://www.amazon.com/gp/product/1885705026/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=1885705026&linkCode=as2&tag=truitycom-20)

"The ESFJ's strengths are many and varied. They are punctual, neat, responsible, and highly productive, with a great concern for others."

- Otto Kroeger, [Type Talk at Work](http://www.amazon.com/gp/product/0440509289/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=0440509289&linkCode=as2&tag=truitycom-20)

Research on ESFJ

Interesting facts about the ESFJ:

* Underrepresented among people suffering from substance abuse
* Among types highest in resources for coping with stress
* Second most likely of all types to report believing in a higher spiritual power
* Highest of all types in reported satisfaction with their marriage or intimate relationship
* Among most likely of all types to stay in college
* Most likely of all types to be satisfied with their co-workers
* Values at work include clear structure, security, and the ability to be of service to others
* Among the types most satisfied with their work
* Commonly found in careers in education, health care, and religion

Read more: [Profile of the ESFJ Personality Type | Truity](http://www.truity.com/personality-type/ESFJ#ixzz3WCIbHYlc) <http://www.truity.com/personality-type/ESFJ#ixzz3WCIbHYlc>

# ESFJ Careers: Top Jobs for ESFJs, Work Style and ESFJs as Leaders

#### ESFJ at Work

ESFJs like to put their interpersonal skills to work to organize people and processes. They are tuned into the needs of others and seek to create structure to provide for people. ESFJs often prefer work that allows them to help people in practical, observable ways.

ESFJs enjoy work that allows them to follow through and see results, and prefer a high degree of structure and organization. They gain satisfaction from completing tasks with attention to order and detail. An ideal job for an ESFJ requires attention to procedure and specifications, and allows the ESFJ to work methodically to organize people and processes.

ESFJs usually prefer to work with others, and are energized by participating in a motivated, conscientious, action-oriented team. It is important to the ESFJ to do work that is accordant with their values, as well as to work with others who are supportive and cooperative. An ideal work environment for an ESFJ provides clear expectations and a friendly, structured atmosphere free from conflict or uncertainty.

#### ESFJs as Leaders

ESFJs are often eager to take charge, and get things done in a structured, orderly way. ESFJs want to deliver on time and as promised, and will expect that their teams show this same attention to expectations. They use their communication and organizational skills to coordinate and move a team steadily along toward a goal.

ESFJs motivate by providing their reports with personal attention and ensuring they have the resources and support they need to deliver results. They want their employees to feel appreciated and cared for so that they can be cooperative and productive.

Tradition is important to ESFJs, and they are interested in understanding established procedures and helping their teams to follow existing guidelines. They have a strong respect for organizational hierarchy and expect that their reports will also defer to their authority.

#### ESFJs on a Team

ESFJs enjoy the process of teamwork, and engage with others to create an environment of caring and support. They are concerned with getting everyone to contribute, and want to make all team members feel included and valued. ESFJs value cooperation and a harmonious team environment. They tend to solicit opinions from everyone and try to organize the tasks of the team to accommodate the needs and priorities of all involved.

ESFJs do best on a structured team, where everyone can be given a well-defined task and the rules of the game are agreed upon. They want to appreciate their teammates’ contributions, but find this easier when those contributions conform to established guidelines. They may have more difficulty with teammates who want to bend the rules or try something new.

ESFJs are most effective when their teams are cooperative and free of conflict. They often do well at bringing everyone together, and may be distracted from the task at hand if there is conflict or competition between team members.

#### Popular Careers for the ESFJ

|  |  |  |
| --- | --- | --- |
| * [Elementary Teacher](http://www.truity.com/career-profile/teacher-elementary-middle-or-high-school)
* [Special Education Teacher](http://www.truity.com/career-profile/special-education-teacher)
* [Child Care Provider](http://www.truity.com/career-profile/child-care-worker)
* [School Administrator](http://www.truity.com/career-profile/education-administrator)
* [Counselor](http://www.truity.com/career-profile/mental-health-counselor)
* [Social Worker](http://www.truity.com/career-profile/mental-health-and-substance-abuse-social-worker)
* [Health Care Administrator](http://www.truity.com/career-profile/health-services-manager)
* [Police Officer](http://www.truity.com/career-profile/police-officer-or-detective)
* [Paralegal](http://www.truity.com/career-profile/paralegal-or-legal-assistant)
* [Court Reporter](http://www.truity.com/career-profile/court-reporter)
* [Real Estate Appraiser](http://www.truity.com/career-profile/real-estate-appraiser-or-assessor)
* [Technical Writer](http://www.truity.com/career-profile/technical-writer)
* [Cosmetologist](http://www.truity.com/career-profile/hairdresser-esthetician-or-cosmetologist)
* [Hotel Manager](http://www.truity.com/career-profile/lodging-manager)
* [Caterer](http://www.truity.com/career-profile/chef)
 | * [Family Physician](http://www.truity.com/career-profile/physician-or-surgeon)
* [Dentist](http://www.truity.com/career-profile/dentist)
* [Medical Assistant](http://www.truity.com/career-profile/medical-assistant)
* [Optometrist](http://www.truity.com/career-profile/optometrist)
* [Speech Pathologist](http://www.truity.com/career-profile/speech-language-pathologist)
* [Nurse](http://www.truity.com/career-profile/nurse)
* [Surgeon](http://www.truity.com/career-profile/physician-or-surgeon)
* [Physical Therapist](http://www.truity.com/career-profile/physical-therapist)
* [Fitness Trainer](http://www.truity.com/career-profile/personal-trainer-or-fitness-instructor)
* [Dental Hygienist](http://www.truity.com/career-profile/dental-hygienist)
* [Radiation Therapist](http://www.truity.com/career-profile/radiation-therapist)
* Respiratory Therapist
* [Pediatrician](http://www.truity.com/career-profile/physician-or-surgeon)
* [Physician Assistant](http://www.truity.com/career-profile/physician-assistant)
* [Dietitian](http://www.truity.com/career-profile/dietitian-or-nutritionist)
 | * Minister
* [Buyer](http://www.truity.com/career-profile/buyer-or-purchasing-agent)
* [Public Relations Manager](http://www.truity.com/career-profile/public-relations-manager)
* [HR Manager](http://www.truity.com/career-profile/human-resources-manager-or-specialist)
* [Corporate Trainer](http://www.truity.com/career-profile/human-resources-training-and-development-specialist)
* [Event Coordinator](http://www.truity.com/career-profile/meeting-or-convention-planner)
* [Funeral Director](http://www.truity.com/career-profile/funeral-director)
* [Real Estate Agent](http://www.truity.com/career-profile/real-estate-agent-or-broker)
* [Insurance Agent](http://www.truity.com/career-profile/insurance-agent)
* Merchandise Planner
* [Advertising Sales Agent](http://www.truity.com/career-profile/advertising-sales-agent)
* [Office Manager](http://www.truity.com/career-profile/administrative-services-manager)
* Fundraiser
* [Receptionist](http://www.truity.com/career-profile/receptionist)
* [Customer Service Rep](http://www.truity.com/career-profile/customer-service-representative)
 |

#### Least Popular Careers for ESFJs

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the ESFJ, while other occupations demand modes of thinking and behavior that do not come as naturally to the ESFJ. Occupations that require the ESFJ to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to ESFJs who are choosing a career.

The following occupations have been found to be unpopular among ESFJs, based on data gathered from surveys of the general population.

|  |  |  |
| --- | --- | --- |
| * [Software Developer](http://www.truity.com/career-profile/computer-software-engineer)
* [Computer Programmer](http://www.truity.com/career-profile/computer-programmer)
* [Power Plant Operator](http://www.truity.com/career-profile/power-plant-operator)
* [Tech Support Specialist](http://www.truity.com/career-profile/computer-support-specialist)
* [Farmer](http://www.truity.com/career-profile/farmer-or-rancher)
* [Airline Pilot](http://www.truity.com/career-profile/pilot)
 | * [Investment Banker](http://www.truity.com/career-profile/securities-broker)
* [Attorney](http://www.truity.com/career-profile/attorney)
* [Auditor](http://www.truity.com/career-profile/accountant-or-auditor)
* [Actor](http://www.truity.com/career-profile/actor)
* [Editor](http://www.truity.com/career-profile/editor)
* [Recreation Worker](http://www.truity.com/career-profile/recreation-worker)
 | * [Electrician](http://www.truity.com/career-profile/electrician)
* [Mechanical Engineer](http://www.truity.com/career-profile/mechanical-engineer)
* [Electrical Engineer](http://www.truity.com/career-profile/electrical-engineer)
* [Chemist](http://www.truity.com/career-profile/chemist-or-materials-scientist)
* [Social Scientist](http://www.truity.com/career-profile/social-scientist)
* [Economist](http://www.truity.com/career-profile/economist)
 |

Read more: [ESFJ Careers: Top Jobs for ESFJs, Work Style and ESFJs as Leaders | Truityhttp://www.truity.com/personality-type/ESFJ/careers#ixzz3WCIlbq76](http://www.truity.com/personality-type/ESFJ/careers#ixzz3WCIlbq76)

**ESTJ: The Supervisor**

ESTJ in a Nutshell

ESTJs are hardworking traditionalists, eager to take charge in organizing projects and people. Orderly, rule-abiding, and conscientious, ESTJs like to get things done, and tend to go about projects in a systematic, methodical way.

ESTJs are the consummate organizers, and want to bring structure to their surroundings. They value predictability and prefer things to proceed in a logical order. When they see a lack of organization, the ESTJ often takes the initiative to establish processes and guidelines, so that everyone knows what's expected.

What Makes the ESTJ Tick

ESTJs are conventional, factual, and grounded in reality. For the ESTJ, the proof is in the past: what has worked and what has been done before. They value evidence over conjecture, and trust their personal experience. ESTJs look for rules to follow and standards to meet, and often take a leadership role in helping other people meet expectations as well. They concern themselves with maintaining the social order and keeping others in line.

ESTJs often take on a project manager role at home as well as at work, and excel at setting goals, making decisions, and organizing resources to accomplish a task. The ESTJ wants to achieve efficient productivity and typically believes this is best accomplished when people and systems are well organized.

Recognizing an ESTJ

ESTJs command a situation, with the sense that they know how things should go and are ready to take charge to make sure that it happens. They are task-oriented and put work before play. Confident and tough-minded, the ESTJ appears almost always to be in control. ESTJs appreciate structure and often begin to organize as soon as they enter a room. They want to establish the ground rules and make sure everyone does what they’re supposed to.

ESTJs are often involved in institutions: clubs, associations, societies, and churches, where they usually take a leadership role. They typically connect with others through sharing ritual and routine. Social interaction for ESTJs often means following an established tradition to engage with others in a structured way. ESTJs tend to respect and seek out hierarchy. They want to know who’s in charge, and will assign levels of responsibility if none exist. Once a structure is in place, ESTJs typically trust authority figures and expect obedience from people of lower rank.

Famous ESTJs

Famous ESTJs include Colin Powell, Judge Judy Sheindlin, Dr. Laura Schlessinger, George Washington, Sandra Day O’Connor, Mike Wallace, and Vince Lombardi.

ESTJ in the Population

ESTJ is the fifth most common type in the population, and the second most common among men. ESTJs make up:

* 9% of the general population
* 11% of men
* 6% of women

Popular Hobbies

Popular hobbies for the ESTJ include building and repairing things around the home, gardening, volunteering, community service, and playing and watching sports.

What the Experts Say

"The ESTJs solve problems by expertly applying and adapting past experience. They like work where they can achieve immediate, visible, and tangible results."

- Isabel Briggs Myers, [Gifts Differing](http://www.amazon.com/gp/product/089106074X/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=089106074X&linkCode=as2&tag=truitycom-20)

"These Supervisors are eager to enforce the rules and procedures, and they can be serious about seeing to it that others toe the mark—or else face the consequences."

- David Keirsey, [Please Understand Me II](http://www.amazon.com/gp/product/1885705026/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=1885705026&linkCode=as2&tag=truitycom-20)

"As a general rule ESTJs will rise to the top of almost any organization."

- Otto Kroeger, [Type Talk at Work](http://www.amazon.com/gp/product/0440509289/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=0440509289&linkCode=as2&tag=truitycom-20)

Research on ESTJ

Interesting facts about the ESTJ:

* On personality trait measures, likely to score as Contented, Energetic, Prejudiced, Self-Satisfied, and Practical
* More likely than other types to exhibit Type A behavior
* Of all types, scored highest in coping resources (with ENFP)
* Ranked 3rd highest in marital satisfaction among all types
* Among top four types in college GPA
* Least likely of all types to think about suicide in college
* Among most likely to stay in college
* Among types most satisfied with their work
* High-ranking personal values include Health, Financial Security, Achievement, and Prestige
* Overrepresented among bank officers, financial managers, and business owners

Read more: [Profile of the ESTJ Personality Type | Truity](http://www.truity.com/personality-type/ESTJ#ixzz3WCJSxYx8) <http://www.truity.com/personality-type/ESTJ#ixzz3WCJSxYx8>

# ESTJ Careers: Top Jobs for ESTJs, Work Style and ESTJs as Leaders

#### ESTJ at Work

At work, the ESTJ excels at organizing—people, projects, and operations. ESTJs like to be in control and often seek out management positions, preferring to be in a role where they can make decisions and enforce policies and procedures.

ESTJs quickly develop a reputation in the workplace as people who can be trusted to deliver, on time and as requested. They are unfailingly reliable and gain satisfaction from bringing a project to completion. Because of their eagerness to take on responsibility, they sometimes become overworked.

The ideal work environment for an ESTJ is highly structured, with a clear set of expectations and an organized authority structure. The ideal job for an ESTJ allows them to use their organizational skills within a set of standardized procedures to efficiently produce a tangible product.

#### ESTJs as Leaders

In leadership positions, ESTJs make sure that things are done correctly, results are reliably produced, and standards are met. They make expectations clear to their teams, not only what needs to be done but how and when to do it. When managing a project, they are typically methodical and detailed in their plans, and make sure that the end product is delivered exactly as expected.

ESTJs tend to uphold the traditional way of doing things and may not recognize the need for innovation. They tend to trust their past experience, and may not be comfortable leading into an uncertain future. Vision can be a challenge for ESTJ leaders, who are often better at implementing changes than conceiving of them.

ESTJs trust the structures of authority, and typically seek to establish a clear hierarchy. They are comfortable with taking orders from superiors and expect their reports to respect their authority in turn. They are typically decisive and may show little flexibility after they have arrived at a conclusion.

#### ESTJs on a Team

ESTJs are take-charge types who bring order and industrious energy to a team, focusing on opportunities to implement structure and take decisive action. ESTJs don’t mince words, sharing their objective evaluation of the situation directly and honestly. They are hard workers, productive and oriented to results, and expect others to fall in step with their methodic determination.

ESTJs are very task focused and may become impatient with colleagues who want to discuss things for too long before deciding on action steps, especially if the discussion is overly abstract or theoretical. They will tend to try to take the lead in making a decision and moving on with a concrete plan of action. ESTJs are consummate planners with respect for schedules and deadlines, and are reluctant to stray from the plan. They want to know the established procedure, and may be annoyed by team members who don’t follow the rules.

#### Popular Careers for the ESTJ

Top careers for the ESTJ include:

|  |  |  |
| --- | --- | --- |
| * [Sales Engineer](http://www.truity.com/career-profile/sales-engineer)
* [Stockbroker](http://www.truity.com/career-profile/securities-broker)
* [Insurance Agent](http://www.truity.com/career-profile/insurance-agent)
* [Sales Manager](http://www.truity.com/career-profile/sales-manager)
* [Purchasing Agent](http://www.truity.com/career-profile/buyer-or-purchasing-agent)
* [Real Estate Agent](http://www.truity.com/career-profile/real-estate-agent-or-broker)
* [Hotel Manager](http://www.truity.com/career-profile/lodging-manager)
* Credit Analyst
* [Budget Analyst](http://www.truity.com/career-profile/budget-analyst)
* [Insurance Adjuster](http://www.truity.com/career-profile/claims-adjuster-or-investigator)
* [Financial Counselor](http://www.truity.com/career-profile/personal-financial-advisor)
* Project Manager
* [Management Consultant](http://www.truity.com/career-profile/management-consultant-or-analyst)
* [Office Manager](http://www.truity.com/career-profile/administrative-services-manager)
* Public Administrator
 | * [Chief Financial Officer](http://www.truity.com/career-profile/top-executive)
* [Chief Information Officer](http://www.truity.com/career-profile/top-executive)
* [Military Officer](http://www.truity.com/career-profile/military)
* [Police Officer](http://www.truity.com/career-profile/police-officer-or-detective)
* [Airline Pilot](http://www.truity.com/career-profile/pilot)
* [Vocational Teacher](http://www.truity.com/career-profile/vocational-education-teacher)
* [Farmer or Rancher](http://www.truity.com/career-profile/farmer-or-rancher)
* [Chef](http://www.truity.com/career-profile/chef)
* [Attorney](http://www.truity.com/career-profile/attorney)
* [Paralegal](http://www.truity.com/career-profile/paralegal-or-legal-assistant)
* Judge
* [Auditor](http://www.truity.com/career-profile/accountant-or-auditor)
* [School Principal](http://www.truity.com/career-profile/education-administrator)
* [Property Manager](http://www.truity.com/career-profile/property-manager)
* [Restaurant Owner](http://www.truity.com/career-profile/restaurant-manager)
 | * [Pharmacist](http://www.truity.com/career-profile/pharmacist)
* [Dentist](http://www.truity.com/career-profile/dentist)
* [Physician](http://www.truity.com/career-profile/physician-or-surgeon)
* [Athletic Trainer](http://www.truity.com/career-profile/athletic-trainer)
* [Civil Engineer](http://www.truity.com/career-profile/civil-engineer)
* [Mechanical Engineer](http://www.truity.com/career-profile/mechanical-engineer)
* [Industrial Engineer](http://www.truity.com/career-profile/industrial-engineer)
* [Flight Engineer](http://www.truity.com/career-profile/pilot)
* [Database Administrator](http://www.truity.com/career-profile/computer-network-or-database-administrator)
* [Real Estate Appraiser](http://www.truity.com/career-profile/real-estate-appraiser-or-assessor)
* [Cost Estimator](http://www.truity.com/career-profile/cost-estimator)
* [Building Inspector](http://www.truity.com/career-profile/building-inspector)
* [Factory Supervisor](http://www.truity.com/career-profile/industrial-production-manager)
* [General Contractor](http://www.truity.com/career-profile/construction-manager)
* [Funeral Director](http://www.truity.com/career-profile/funeral-director)
 |

#### Least Popular Careers for ESTJs

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the ESTJ, while other occupations demand modes of thinking and behavior that do not come as naturally to the ESTJ. Occupations that require the ESTJ to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to ESTJs who are choosing a career.

The following occupations have been found to be unpopular among ESTJs, based on data gathered from surveys of the general population.

|  |  |  |
| --- | --- | --- |
| * [Artist](http://www.truity.com/career-profile/artist-animator-or-art-director)
* [Graphic Designer](http://www.truity.com/career-profile/graphic-designer)
* [Writer](http://www.truity.com/career-profile/writer-or-author)
* [Musician](http://www.truity.com/career-profile/musician-or-singer)
* [Actor](http://www.truity.com/career-profile/actor)
* [Art Director](http://www.truity.com/career-profile/artist-animator-or-art-director)
 | * [Cosmetologist](http://www.truity.com/career-profile/hairdresser-esthetician-or-cosmetologist)
* [Restaurant Host](http://www.truity.com/career-profile/server-host-or-bartender)
* [Recreation Worker](http://www.truity.com/career-profile/recreation-worker)
* [Preschool Teacher](http://www.truity.com/career-profile/preschool-teacher)
* [Social Scientist](http://www.truity.com/career-profile/social-scientist)
* [Physical Therapist](http://www.truity.com/career-profile/physical-therapist)
 | * [Child Care Provider](http://www.truity.com/career-profile/child-care-worker)
* [Social Worker](http://www.truity.com/career-profile/mental-health-and-substance-abuse-social-worker)
* [Nurse's Aide](http://www.truity.com/career-profile/nursing-aide)
* [Veterinary Assistant](http://www.truity.com/career-profile/veterinary-technician)
* [Psychologist](http://www.truity.com/career-profile/psychologist)
* [Librarian](http://www.truity.com/career-profile/librarian)
 |

Read more: [ESTJ Careers: Top Jobs for ESTJs, Work Style and ESTJs as Leaders | Truityhttp://www.truity.com/personality-type/ESTJ/careers#ixzz3WCJaqvDr](http://www.truity.com/personality-type/ESTJ/careers#ixzz3WCJaqvDr)

**ESFP: The Performer**

ESFP in a Nutshell

ESFPs are vivacious entertainers who charm and engage those around them. They are spontaneous, energetic, and fun-loving, and take pleasure in the things around them: food, clothes, nature, animals, and especially people.

ESFPs are typically warm and talkative and have a contagious enthusiasm for life. They like to be in the middle of the action and the center of attention. They have a playful, open sense of humor, and like to draw out other people and help them have a good time.

What Makes the ESFP Tick

ESFPs live in the moment, enjoying what life has to offer. They are especially tuned into their senses and take pleasure in the sights, sounds, smells, and textures around them. ESFPs like to keep busy, filling their lives with hobbies, sports, activities, and friends. Because they'd rather live spontaneously than plan ahead, they can become overextended when there are too many exciting things to do. An ESFP hates nothing more than missing out on the fun.

Although they are characteristically fun-loving, ESFPs are also typically practical and down-to-earth. They are grounded in reality and are usually keenly aware of the facts and details in their environment, especially as they pertain to people. They are observant of others and their needs, and responsive in offering assistance. ESFPs enjoy helping other people, especially in practical, tangible ways.

Recognizing an ESFP

ESFPs are often the life of the party, entertaining and engaging others with humor and enthusiasm. They notice whether other people are having fun, and do their best to create a good time for all. Typically at home in their physical environment, ESFPs may take the lead in getting everyone involved in some active diversion. ESFPs are generally friendly and likable, but can be hard to get close to; although they tend to be very open, they are reluctant to be serious or to talk about anything negative.

ESFPs are tuned into their senses, and often gravitate towards pleasing colors and textures in their environments. They often carefully choose fabrics and decorations with which to surround themselves. This attention also often translates into their appearance; ESFPs are often dressed in sensuous fabrics or bright, dazzling colors. They are often up on the latest trends, and like to excite the people around them with new environments and experiences.

Famous ESFPs

Famous ESFPs include Marilyn Monroe, Elizabeth Taylor, Judy Garland, Magic Johnson, Elvis Presley, Ronald Reagan, Paul McCartney, Bob Hope, and Goldie Hawn.

ESFP in the Population

ESFP is the third most common type among women, and the seventh most common among men. ESFPs make up:

* 9% of the general population
* 10% of women
* 7% of men

Popular Hobbies

Popular hobbies for ESFPs include socializing, team sports, home improvement projects, cooking, entertaining, games, and dance. ESFPs love big parties and gatherings and are quick to join any group or activity that sounds like fun.

What the Experts Say

"Among ESFPs are the students whose high school class voted them 'the friendliest' or 'the best sport.'"

- Isabel Briggs Myers, [Gifts Differing](http://www.amazon.com/gp/product/089106074X/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=089106074X&linkCode=as2&tag=truitycom-20)

"Performers radiate warmth and festivity, and whether on the job, with friends, or with their families, they are able to lift others' spirits with their contagious good humor and their irrepressible joy of living."

- David Keirsey, [Please Understand Me II](http://www.amazon.com/gp/product/1885705026/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=1885705026&linkCode=as2&tag=truitycom-20)

"So much a part of the ESFP is this fun dynamic that when something unpleasant cannot be converted to fun, or cannot be avoided completely, then it is time to simply drop the subject and move on to something different."

- Otto Kroeger, [Type Talk at Work](http://www.amazon.com/gp/product/0440509289/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=0440509289&linkCode=as2&tag=truitycom-20)

Research on ESFP

Interesting facts about the ESFP:

* On personality trait measures, score as Changeable, Energetic, Forceful, Initiating, and Resourceful
* More likely to use emotional coping techniques over spiritual or physical resources
* Tend to look to authority in education rather than expressing intellectual curiosity; prefer hands-on learning
* Among most likely to stay in college
* More likely than other types to watch television for more than 3 hours a day
* Second highest of all types in marital satisfaction
* Among types with lowest income
* At work, tend to be satisfied with co-workers but dissatisfied with job security, stress, salary, and accomplishment
* Personal values include Home/Family, Health, Friendships, Financial Security, and Spirituality
* Overrepresented in health care, teaching, coaching, and child care occupations

Read more: [Profile of the ESFP Personality Type | Truity](http://www.truity.com/personality-type/ESFP#ixzz3WCJr1nK9) <http://www.truity.com/personality-type/ESFP#ixzz3WCJr1nK9>

# ESFP Careers: Top Jobs for ESFPs, Work Style and ESFPs as Leaders

#### ESFP at Work

At work, the ESFP wants to be hands-on and in the middle of the action. ESFPs prefer an active, social work environment where they are free to be spontaneous and have fun, with co-workers who are friendly, laid-back, and enthusiastic.

ESFPs are pragmatic, realistic, and tuned into the needs of others. They often choose a job that allows them to be of service to people, and where they can see real, tangible results for their efforts. They are talented at solving practical, people-centered problems, and can put this skill to good use in assisting others.

ESFPs are keenly tuned into their senses and often have an artistic streak. They may choose careers that engage their sensual nature through food, textiles, art, or music. ESFPs often want a career that allows them to move around, and generally prefer a work environment that is aesthetically pleasing.

ESFPs are stressed by strict rules or excessive bureaucracy at work, and want the flexibility to address situations as they arise. They generally focus on the demands of the present moment, and do not usually like to work on long-term projects, preferring work that has immediate and tangible results.

#### ESFPs as Leaders

In leadership positions, ESFPs are realistic, encouraging, and enthusiastic. Their strength lies in their ability to energize and motivate a team to address immediate goals and crises. ESFP leaders are keenly observant of the moods and behavior of other people, and typically use this perceptive ability to connect with their employees and provide them with what they need to succeed.

ESFPs are good at building consensus and mobilizing support, but prefer to present a positive image and maintain pleasant interactions rather than get involved in disputes. They can struggle with conflict on a team, and may shy away from making difficult decisions in favor of keeping things cheerful and light.

ESFPs prefer to problem-solve in the present and typically dislike long-range planning. They do best when leading a supportive and cooperative team to achieve short-term, concrete results.

#### ESFPs on a Team

ESFPs are fun-loving team members who bring a sense of humor to the process. ESFPs simply love socializing with people, and typically see teamwork as a chance to interact and engage in a lighthearted way. They may not seem particularly driven or task-oriented to their teammates, but they keep an eye out for the needs of others, and offer assistance and support in a practical, down-to-earth way.

ESFPs are at their best when they can work on immediate, practical problems, without having to be too serious about the task at hand. They are good at facilitating cooperation, and often have a talent for listening to all points of view on a team with an open mind. They often see the talents that others can contribute to a team, and with their engaging enthusiasm, can get other people motivated to contribute. ESFPs may be less effective on teams which are competitive rather than cooperative. They may experience friction with teammates that insist on being very task-focused and don’t leave room for fun. ESFPs tend to lose interest in abstract discussions, and may have trouble with teams who spend a lot of time theorizing and little time taking action.

#### Popular Careers for the ESFP

Top careers for the ESFP include:

|  |  |  |
| --- | --- | --- |
| * [Elementary Teacher](http://www.truity.com/career-profile/teacher-elementary-middle-or-high-school)
* [Recreation Worker](http://www.truity.com/career-profile/recreation-worker)
* [Social Worker](http://www.truity.com/career-profile/mental-health-and-substance-abuse-social-worker)
* [Special Education Teacher](http://www.truity.com/career-profile/special-education-teacher)
* [Nurse](http://www.truity.com/career-profile/nurse)
* [Physical Therapist](http://www.truity.com/career-profile/physical-therapist)
* [Massage Therapist](http://www.truity.com/career-profile/massage-therapist)
* [Occupational Therapist](http://www.truity.com/career-profile/occupational-therapist)
* [Veterinary Assistant](http://www.truity.com/career-profile/veterinary-technician)
* [Fitness Trainer](http://www.truity.com/career-profile/personal-trainer-or-fitness-instructor)
* [Dental Hygienist](http://www.truity.com/career-profile/dental-hygienist)
* [Pediatrician](http://www.truity.com/career-profile/physician-or-surgeon)
* [Physician Assistant](http://www.truity.com/career-profile/physician-assistant)
* [Dietitian](http://www.truity.com/career-profile/dietitian-or-nutritionist)
* [Child Care Provider](http://www.truity.com/career-profile/child-care-worker)
 | * [Cosmetologist](http://www.truity.com/career-profile/hairdresser-esthetician-or-cosmetologist)
* [Retail Manager](http://www.truity.com/career-profile/sales-worker-supervisor)
* [Buyer](http://www.truity.com/career-profile/buyer-or-purchasing-agent)
* [Public Relations Manager](http://www.truity.com/career-profile/public-relations-manager)
* [Event Coordinator](http://www.truity.com/career-profile/meeting-or-convention-planner)
* [Corporate Trainer](http://www.truity.com/career-profile/human-resources-training-and-development-specialist)
* [Real Estate Agent](http://www.truity.com/career-profile/real-estate-agent-or-broker)
* [Insurance Agent](http://www.truity.com/career-profile/insurance-agent)
* [Retail Salesperson](http://www.truity.com/career-profile/retail-salesperson)
* Merchandise Planner
* Landscape Manager
* [Restaurant Host](http://www.truity.com/career-profile/server-host-or-bartender)
* [Receptionist](http://www.truity.com/career-profile/receptionist)
* [Flight Attendant](http://www.truity.com/career-profile/flight-attendant)
* [Farmer or Rancher](http://www.truity.com/career-profile/farmer-or-rancher)
 | * [Fashion Designer](http://www.truity.com/career-profile/fashion-designer)
* [Interior Designer](http://www.truity.com/career-profile/interior-designer)
* [Jeweler](http://www.truity.com/career-profile/jeweler)
* [Landscape Architect](http://www.truity.com/career-profile/landscape-architect)
* [Chef](http://www.truity.com/career-profile/chef)
* [Florist](http://www.truity.com/career-profile/floral-designer)
* Gardener
* [Musician](http://www.truity.com/career-profile/musician-or-singer)
* [Artist](http://www.truity.com/career-profile/artist-animator-or-art-director)
* Costumer
* [Photographer](http://www.truity.com/career-profile/photographer)
* [Police Officer](http://www.truity.com/career-profile/police-officer-or-detective)
* [Firefighter](http://www.truity.com/career-profile/firefighter)
* [Residential Counselor](http://www.truity.com/career-profile/mental-health-counselor)
* [Animal Trainer](http://www.truity.com/career-profile/animal-caretaker-groomer-or-trainer)
 |

#### Least Popular Careers for ESFPs

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the ESFP, while other occupations demand modes of thinking and behavior that do not come as naturally to the ESFP. Occupations that require the ESFP to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to ESFPs who are choosing a career.

The following occupations have been found to be unpopular among ESFPs, based on data gathered from surveys of the general population.

|  |  |  |
| --- | --- | --- |
| * [Systems Analyst](http://www.truity.com/career-profile/computer-systems-analyst)
* [Tech Support Specialist](http://www.truity.com/career-profile/computer-support-specialist)
* [Airline Pilot](http://www.truity.com/career-profile/pilot)
* [Mechanical Engineer](http://www.truity.com/career-profile/mechanical-engineer)
* [Chemical Engineer](http://www.truity.com/career-profile/chemical-engineer)
* [Biomedical Engineer](http://www.truity.com/career-profile/biomedical-engineer)
 | * [Psychiatrist](http://www.truity.com/career-profile/physician-or-surgeon)
* [School Administrator](http://www.truity.com/career-profile/education-administrator)
* [English Teacher](http://www.truity.com/career-profile/teacher-elementary-middle-or-high-school)
* [Family Physician](http://www.truity.com/career-profile/physician-or-surgeon)
* [Psychologist](http://www.truity.com/career-profile/psychologist)
* [College Professor](http://www.truity.com/career-profile/professor-or-college-instructor)
 | * [Attorney](http://www.truity.com/career-profile/attorney)
* Judge
* [Management Consultant](http://www.truity.com/career-profile/management-consultant-or-analyst)
* [Auditor](http://www.truity.com/career-profile/accountant-or-auditor)
* [Accountant](http://www.truity.com/career-profile/accountant-or-auditor)
* [Economist](http://www.truity.com/career-profile/economist)
 |

Read more: [ESFP Careers: Top Jobs for ESFPs, Work Style and ESFPs as Leaders | Truityhttp://www.truity.com/personality-type/ESFP/careers#ixzz3WCJz3AfH](http://www.truity.com/personality-type/ESFP/careers#ixzz3WCJz3AfH)

**ESTP: The Dynamo**

ESTP in a Nutshell

ESTPs are energetic thrillseekers who are at their best when putting out fires, whether literal or metaphorical. They bring a sense of dynamic energy to their interactions with others and the world around them. They assess situations quickly and move adeptly to respond to immediate problems with practical solutions.

Active and playful, ESTPs are often the life of the party and have a good sense of humor. They use their keen powers of observation to assess their audience and adapt quickly to keep interactions exciting. Although they typically appear very social, they are rarely sensitive; the ESTP prefers to keep things fast-paced and silly rather than emotional or serious.

What Makes the ESTP Tick

ESTPs are often natural athletes; they easily navigate their physical environment and are typically highly coordinated. They like to use this physical aptitude in the pursuit of excitement and adventure, and they often enjoy putting their skills to the test in risky or even dangerous activities.

The ESTP's focus is action in the moment. They are engaged with their environments and solve practical problems quickly. ESTPs are excellent in emergencies, when they can apply their logical reasoning to situations where immediate action is necessary. Long-term goals are less interesting to the ESTP, who prefers to see tangible results in the moment.

Recognizing an ESTP

The first thing you notice about the ESTP is likely to be their energy. They’re often chatting, joking, and flirting with friends and strangers alike. They enjoy engaging playfully with others and amusing everyone around them with their irreverent sense of humor. They tend to keep people on their toes, never quite knowing what the ESTP will poke fun at next. ESTPs are unabashedly gregarious with people, but their interest in individuals may not last long; they are more likely to work a room, having a laugh with everyone, than they are to engage in depth with any one person.

ESTPs are comfortable in their physical environment and always looking for some action or activity. They tend to be the most naturally coordinated of all the types and are often found playing sports or engaging in various physical activities, especially ones with an element of danger. They are the stereotypical “adrenaline junkies” and may be found skydiving, motorcycle racing, or enjoying other extreme sports.

Famous ESTPs

Famous ESTPs include Donald Trump, George W. Bush, Winston Churchill, Mae West, Eddie Murphy, Bruce Willis, Madonna, and Evel Knievel.

ESTP in the Population

ESTPs make up:

* 4% of the general population
* 6% of men
* 3% of women

Popular Hobbies

Popular hobbies for an ESTP include all sorts of sports and athletic pursuits, especially team sports and risky or adventurous activities like race car driving, boxing, or flying.

What the Experts Say

"They tend to prefer action to conversation. The more directly a matter can be translated into action, the clearer and more effective they become."

- Isabel Briggs Myers, [Gifts Differing](http://www.amazon.com/gp/product/089106074X/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=089106074X&linkCode=as2&tag=truitycom-20)

"None are as socially sophisticated as they, none as suave and polished—and none such master manipulators of the people around them."

- David Keirsey, [Please Understand Me II](http://www.amazon.com/gp/product/1885705026/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=1885705026&linkCode=as2&tag=truitycom-20)

"With a basic built-in restlessness, these are they hyperactive 'doers,' who like to keep their hands in a variety of pots, churning as much as they can to keep everyone on their toes and to keep life exciting."

- Otto Kroeger, [Type Talk at Work](http://www.amazon.com/gp/product/0440509289/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=0440509289&linkCode=as2&tag=truitycom-20)

Research on ESTP

Interesting facts about the ESTP:

* On personality trait measures, score as Dominant, Flexible, Demanding, and Sociable
* More frequent among patients suffering from chronic pain
* One of four types reporting highest levels of assertiveness in college
* One of two types with lowest college GPA
* Among most likely of all types to stay in college
* Values at work include autonomy, variety, independence, and structure
* Overrepresented among MBA students
* Commonly found in careers in marketing, skilled trades, business, and law enforcement

Read more: [Profile of the ESTP Personality Type | Truity](http://www.truity.com/personality-type/ESTP#ixzz3WCKBjnbt) <http://www.truity.com/personality-type/ESTP#ixzz3WCKBjnbt>

# ESTP Careers: Top Jobs for ESTPs, Work Style and ESTPs as Leaders

#### ESTP at Work

At work, the ESTP is motivated to solve logical problems in the moment. ESTPs have a solid grasp of the concrete realities of a situation and a good sense of the resources at their disposal. Because they understand the facts of the present, they are often able to quickly see a way out of difficult situations.

The ESTP relies on past experience to choose the best approach for the situation at hand. ESTPs are concrete and hands-on, and have a kinetic sense of how things work. Although ESTPs may have trouble envisioning abstract ideas, they are flexible in their approach: if something sounds logical, they are usually willing to give it a try.

ESTPs often choose careers that take advantage of their athleticism, their mechanical skills, or their ability to negotiate their physical surroundings. They tend to prefer objects to ideas and often like a tangible product. They may have trouble sitting still and often avoid being stuck behind a desk.

ESTPs like a job that is a bit unpredictable, and offers them some fun and adventure throughout the workday. They want a job which allows them plenty of flexibility to solve problems on the spot, without pressure to follow set procedures or plans.

#### ESTPs as Leaders

ESTPs are eager to take charge, especially in a crisis situation. They are energetic and persuasive, and read others easily to adapt their approach and move the group toward their own point of view. Blunt and assertive, ESTPs readily offer their opinion without much attention to office politics or personal reactions.

ESTP leaders seek efficiency and trust what they’ve seen done before. They sometimes struggle with long-range planning; they may have trouble visualizing the future and prefer to solve problems as they arise. They want action and movement, and will engage enthusiastically with their teams to produce immediate results.

#### ESTPs on a Team

ESTPs are enthusiastic participants who enjoy identifying resources and moving dynamically through problems to find practical solutions. They’re often great in a crisis, when their flexibility and action orientation makes them a clear head in the crowd. They may act as the voice of reason and will often point the group toward using available means to take immediate action.

ESTPs often want to keep interactions fun and casual on a team, and may have conflict with team members who are overly serious or insist that things be done a particular way. ESTPs prefer to keep things open-ended and flexible, and colleagues who want to lock into a plan may find resistance from the ESTP, especially if the ESTP does not see immediate, concrete benefits to the proposed action. They do best when they’re allowed to solve problems in their own practical, no-nonsense way, without a lot of imposed structure or rules.

#### Popular Careers for the ESTP

Top careers for the ESTP include:

|  |  |  |
| --- | --- | --- |
| * [General Contractor](http://www.truity.com/career-profile/construction-manager)
* [Building Inspector](http://www.truity.com/career-profile/building-inspector)
* [Surveyor](http://www.truity.com/career-profile/surveyor-or-cartographer)
* [Mechanic](http://www.truity.com/career-profile/auto-mechanic)
* [Forester](http://www.truity.com/career-profile/forester-or-conservation-scientist)
* [Carpenter](http://www.truity.com/career-profile/carpenter)
* Land Developer
* [Landscape Architect](http://www.truity.com/career-profile/landscape-architect)
* [Farmer or Rancher](http://www.truity.com/career-profile/farmer-or-rancher)
* Exercise Physiologist
* [Biologist](http://www.truity.com/career-profile/biological-scientist)
* [Chiropractor](http://www.truity.com/career-profile/chiropractor)
* [Fitness Instructor](http://www.truity.com/career-profile/personal-trainer-or-fitness-instructor)
* [Respiratory Therapist](http://www.truity.com/career-profile/respiratory-therapist)
* [Radiology Technician](http://www.truity.com/career-profile/radiology-technologist-or-technician)
 | * [Real Estate Broker](http://www.truity.com/career-profile/real-estate-agent-or-broker)
* [Sales Engineer](http://www.truity.com/career-profile/sales-engineer)
* [Stockbroker](http://www.truity.com/career-profile/securities-broker)
* [Sales Manager](http://www.truity.com/career-profile/sales-manager)
* [Property Manager](http://www.truity.com/career-profile/property-manager)
* [Insurance Agent](http://www.truity.com/career-profile/insurance-agent)
* [Hotel Manager](http://www.truity.com/career-profile/lodging-manager)
* [Factory Supervisor](http://www.truity.com/career-profile/industrial-production-manager)
* [Cost Estimator](http://www.truity.com/career-profile/cost-estimator)
* [Chief Financial Officer](http://www.truity.com/career-profile/top-executive)
* [Chief Information Officer](http://www.truity.com/career-profile/top-executive)
* [Budget Analyst](http://www.truity.com/career-profile/budget-analyst)
* [Financial Planner](http://www.truity.com/career-profile/personal-financial-advisor)
* [Vocational Teacher](http://www.truity.com/career-profile/vocational-education-teacher)
* Television Reporter
 | * [Military Officer](http://www.truity.com/career-profile/military)
* [Police Officer](http://www.truity.com/career-profile/police-officer-or-detective)
* [Firefighter](http://www.truity.com/career-profile/firefighter)
* [Athletic Trainer](http://www.truity.com/career-profile/athletic-trainer)
* [Airline Pilot](http://www.truity.com/career-profile/pilot)
* [Flight Engineer](http://www.truity.com/career-profile/pilot)
* [Civil Engineer](http://www.truity.com/career-profile/civil-engineer)
* [Mechanical Engineer](http://www.truity.com/career-profile/engineer)
* [Air Traffic Controller](http://www.truity.com/career-profile/air-traffic-controller)
* [Paramedic](http://www.truity.com/career-profile/emergency-medical-technician-or-paramedic)
* [Flight Attendant](http://www.truity.com/career-profile/flight-attendant)
* [Restaurant Owner](http://www.truity.com/career-profile/restaurant-manager)
* [Chef](http://www.truity.com/career-profile/chef)
* [Bartender](http://www.truity.com/career-profile/server-host-or-bartender)
* [Photographer](http://www.truity.com/career-profile/photographer)
 |

#### Least Popular Careers for ESTPs

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the ESTP, while other occupations demand modes of thinking and behavior that do not come as naturally to the ESTP. Occupations that require the ESTP to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to ESTPs who are choosing a career.

The following occupations have been found to be unpopular among ESTPs, based on data gathered from surveys of the general population.

|  |  |  |
| --- | --- | --- |
| * [Writer](http://www.truity.com/career-profile/writer-or-author)
* [Librarian](http://www.truity.com/career-profile/librarian)
* [Curator](http://www.truity.com/career-profile/archivist-or-curator)
* [Craft Artist](http://www.truity.com/career-profile/artist-animator-or-art-director)
* [Animator](http://www.truity.com/career-profile/artist-animator-or-art-director)
* Clergy
 | * [Physician Assistant](http://www.truity.com/career-profile/physician-assistant)
* [Medical Assistant](http://www.truity.com/career-profile/medical-assistant)
* [Veterinary Technician](http://www.truity.com/career-profile/veterinary-technician)
* [Public Health Nurse](http://www.truity.com/career-profile/nurse)
* [Dental Hygienist](http://www.truity.com/career-profile/dental-hygienist)
* [Preschool Teacher](http://www.truity.com/career-profile/preschool-teacher)
 | * [Electrical Engineer](http://www.truity.com/career-profile/electrical-engineer)
* [Chemical Engineer](http://www.truity.com/career-profile/chemical-engineer)
* Electronics Technician
* [Chemist](http://www.truity.com/career-profile/chemist-or-materials-scientist)
* [Market Researcher](http://www.truity.com/career-profile/market-researcher)
* [Organizational Psychologist](http://www.truity.com/career-profile/psychologist)
 |

Read more: [ESTP Careers: Top Jobs for ESTPs, Work Style and ESTPs as Leaders | Truityhttp://www.truity.com/personality-type/ESTP/careers#ixzz3WCKPDdN1](http://www.truity.com/personality-type/ESTP/careers#ixzz3WCKPDdN1)

**ISFJ: The Protector**

ISFJ in a Nutshell

ISFJs are industrious caretakers, loyal to traditions and organizations. They are practical, compassionate, and caring, and are motivated to provide for others and protect them from the perils of life.

ISFJs are conventional and grounded, and enjoy contributing to established structures of society. They are steady and committed workers with a deep sense of responsibility to others. They focus on fulfilling their duties, particularly when they are taking care of the needs of other people. They want others to know that they are reliable and can be trusted to do what is expected of them. They are conscientious and methodical, and persist until the job is done.

What Makes the ISFJ Tick

ISFJs are driven by their personal values, and are conscientious in their behavior. They typically want to work hard, get along with others, and make sure they do what is expected of them.

ISFJs value relationships highly and strive to cooperate and maintain harmony with others. They want stability and longevity in their relationships, and tend to maintain a deep devotion to family. They feel most connected with people they know they can rely upon over the long term.

ISFJs appreciate tradition and like knowing how things were done in the past. They are loyal to established methods and values, and want to observe the proper, accepted way of doing things. They place great importance on fitting in with established institutions and contributing what they can to maintain strong, stable social structures. In groups, they often take on the role of historian, ensuring that new members respect and value the established customs.

Recognizing an ISFJ

ISFJs are characteristically humble and unassuming, and rarely call attention to themselves. They can often be found offering assistance to others in a modest, understated way. They are loyal and hardworking, and often commit themselves to tasks and projects with the aim of being helpful to their families, friends, and communities. They are typically involved in social groups, but do not want the spotlight: they are more likely to be found behind the scenes, working diligently to fulfill their role.

ISFJs are oriented to relationships, but can be reserved with new people. They rarely disclose personal information quickly. They tend to be focused and aware of their surroundings, and relate details from their own personal experience. They often converse in terms of what has happened to them and what they have seen first-hand. They are compassionate listeners, and typically remember details about people. They often enjoy hearing the facts about others in the process of making a connection.

Famous ISFJs

Famous ISFJs include Mother Teresa, George H.W. Bush, Laura Bush, King George VI, Kate Middleton, Rosa Parks, Princess Mary of Denmark, and Clara Barton.

ISFJ in the Population

ISFJ is the most common type in the U.S. population, and the most common type among women. ISFJs make up:

* 14% of the general population
* 19% of women
* 8% of men

Popular Hobbies

Popular leisure activities for ISFJs include cooking, gardening, painting, crafts, picnics, nature walks, and watching movies. They are also often found supporting their loved ones in their interests and activities.

What the Experts Say

"ISFJs emphasize loyalty, consideration, and the common welfare."

- Isabel Briggs Myers, [Gifts Differing](http://www.amazon.com/gp/product/089106074X/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=089106074X&linkCode=as2&tag=truitycom-20)

"These ISFJs derive a great deal of satisfaction from caring for others, and they offer their comfort gently and helpfully, quietly seeing to it that caretaking is scheduled to protect the health and welfare of those in need."

- David Keirsey, [Please Understand Me II](http://www.amazon.com/gp/product/1885705026/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=1885705026&linkCode=as2&tag=truitycom-20)

"Bound by fierce commitment, intense responsibility, and deep loyalty, the ISFJ is the embodiment of putting service above self in most aspects of their lives."

- Otto Kroeger, [Type Talk at Work](http://www.amazon.com/gp/product/0440509289/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=0440509289&linkCode=as2&tag=truitycom-20)

Research on ISFJ

Interesting facts about the ISFJ:

* On personality trait measures, score as Conservative, Conventional, Guarded, and Reserved
* Among types most likely to believe in a higher spiritual power
* More likely than average to experience chronic pain
* Among types most likely to suffer heart disease
* Second most common type among education majors in college
* More likely than other types to watch more than 3 hours of television per day
* Personal values include Happy family, Health and Spirituality
* Overrepresented among MBA students and male small business owners
* Among three types with the lowest income
* Commonly found in education, health care, and religious occupations

Read more: [Profile of the ISFJ Personality Type | Truity](http://www.truity.com/personality-type/ISFJ#ixzz3WCKexfm0) <http://www.truity.com/personality-type/ISFJ#ixzz3WCKexfm0>

# ISFJ Careers: Top Jobs for ISFJs, Work Style and ISFJs as Leaders

#### ISFJ at Work

At work, the ISFJ is motivated by the desire to help others in a practical, organized way. ISFJs are driven by their core of personal values, which often include upholding tradition, taking care of others, and working hard.

ISFJs enjoy work that requires careful attention to detail and adherence to established procedures, and like to be efficient and structured in their completion of tasks. They prefer an explicit authority structure and clear expectations.

ISFJs usually prefer to work behind the scenes, and like to receive recognition in a low-key way without being required to present their work publicly. They want to feel that they have fulfilled their duties, but do not want to be thrust into the spotlight.

An ideal job for an ISFJ involves well-defined work tasks that achieve a concrete or observable result, and does not require a lot of multi-tasking. An ideal work environment for an ISFJ is orderly, provides plenty of privacy, and includes colleagues who share the ISFJ’s values.

#### ISFJs as Leaders

In leadership positions, ISFJs tend to be traditional, helpful, and realistic. They are focused on what can be done to help others in a practical, responsible way. ISFJs are often reluctant to take leadership roles, but are committed to doing their duty and will take on a leadership position if asked to.

ISFJs are loyal to organizations and follow established procedures meticulously. They have a strong belief in authority and respect for hierarchy, and will expect the same from their teams. Because they tend to prefer working behind the scenes, they may exercise influence primarily by building strong relationships with others.

#### ISFJs on a Team

ISFJs are supportive, organized team members who attend to the needs of the people around them and follow procedures to get things done. ISFJs are not often interested in leading a team, but may naturally take on the role of group secretary, keeping meticulous notes and accurately recalling facts and details that are important to the group process.

ISFJs are sensitive to the concerns and emotions of others and do best on cooperative teams where there is not too much conflict. ISFJs typically feel most secure on a team where everyone adheres to established rules and procedures; they generally believe that people get along best when they all follow the rules. Team members who question the rules—or worse, ignore them outright—may upset the ISFJ, who wants a harmonious, predictable environment.

#### Popular Careers for the ISFJ

Top careers for the ISFJ include:

|  |  |  |
| --- | --- | --- |
| * [Dentist](http://www.truity.com/career-profile/dentist)
* [Health Care Administrator](http://www.truity.com/career-profile/health-services-manager)
* [Nurse](http://www.truity.com/career-profile/nurse)
* [Speech Pathologist](http://www.truity.com/career-profile/speech-language-pathologist)
* [Veterinarian](http://www.truity.com/career-profile/veterinarian)
* [Optometrist](http://www.truity.com/career-profile/optometrist)
* [Family Physician](http://www.truity.com/career-profile/physician-or-surgeon)
* [Physical Therapist](http://www.truity.com/career-profile/physical-therapist)
* [Radiation Therapist](http://www.truity.com/career-profile/radiation-therapist)
* [Audiologist](http://www.truity.com/career-profile/audiologist)
* [Physician Assistant](http://www.truity.com/career-profile/physician-assistant)
* [Medical Assistant](http://www.truity.com/career-profile/medical-assistant)
* [Dental Hygienist](http://www.truity.com/career-profile/dental-hygienist)
* [Nutritionist](http://www.truity.com/career-profile/dietitian-or-nutritionist)
* Dialysis Technician
 | * [Preschool Teacher](http://www.truity.com/career-profile/preschool-teacher)
* [Elementary Teacher](http://www.truity.com/career-profile/teacher-elementary-middle-or-high-school)
* [School Administrator](http://www.truity.com/career-profile/education-administrator)
* [Counselor](http://www.truity.com/career-profile/mental-health-counselor)
* [Social Worker](http://www.truity.com/career-profile/mental-health-and-substance-abuse-social-worker)
* Religious Educator
* [Funeral Director](http://www.truity.com/career-profile/funeral-director)
* [Paralegal](http://www.truity.com/career-profile/paralegal-or-legal-assistant)
* [Court Reporter](http://www.truity.com/career-profile/court-reporter)
* [Probation Officer](http://www.truity.com/career-profile/probation-officer)
* Credit Counselor
* [Farmer or Rancher](http://www.truity.com/career-profile/farmer-or-rancher)
* [Electrician](http://www.truity.com/career-profile/electrician)
* [Jeweler](http://www.truity.com/career-profile/jeweler)
* [Interior Designer](http://www.truity.com/career-profile/interior-designer)
 | * [Biologist](http://www.truity.com/career-profile/biological-scientist)
* [Food Scientist](http://www.truity.com/career-profile/agricultural-or-food-scientist)
* [Medical Researcher](http://www.truity.com/career-profile/medical-scientist)
* [Conservation Scientist](http://www.truity.com/career-profile/forester-or-conservation-scientist)
* [Librarian](http://www.truity.com/career-profile/librarian)
* [Curator](http://www.truity.com/career-profile/archivist-or-curator)
* [Historian](http://www.truity.com/career-profile/historian)
* Genealogist
* [Real Estate Appraiser](http://www.truity.com/career-profile/real-estate-appraiser-or-assessor)
* [Office Manager](http://www.truity.com/career-profile/administrative-services-manager)
* [Customer Service Rep](http://www.truity.com/career-profile/customer-service-representative)
* [Hotel Manager](http://www.truity.com/career-profile/lodging-manager)
* [Tech Support Specialist](http://www.truity.com/career-profile/computer-support-specialist)
* Bookkeeper
* [Administrative Assistant](http://www.truity.com/career-profile/administrative-assistant)
 |

#### Least Popular Careers for ISFJs

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the ISFJ, while other occupations demand modes of thinking and behavior that do not come as naturally to the ISFJ. Occupations that require the ISFJ to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to ISFJs who are choosing a career.

The following occupations have been found to be unpopular among ISFJs, based on data gathered from surveys of the general population.

|  |  |  |
| --- | --- | --- |
| * [Executive](http://www.truity.com/career-profile/top-executive)
* [Management Consultant](http://www.truity.com/career-profile/management-consultant-or-analyst)
* [Sales Manager](http://www.truity.com/career-profile/sales-manager)
* [Marketing Manager](http://www.truity.com/career-profile/marketing-manager)
* [Financial Manager](http://www.truity.com/career-profile/financial-manager)
* [Insurance Agent](http://www.truity.com/career-profile/insurance-agent)
 | * [Copywriter](http://www.truity.com/career-profile/writer-or-author)
* [Art Director](http://www.truity.com/career-profile/artist-animator-or-art-director)
* [Journalist](http://www.truity.com/career-profile/writer-or-author)
* [Actor](http://www.truity.com/career-profile/actor)
* [Photographer](http://www.truity.com/career-profile/photographer)
* Military
 | * [Mechanical Engineer](http://www.truity.com/career-profile/mechanical-engineer)
* [Chemist](http://www.truity.com/career-profile/chemist-or-materials-scientist)
* [Attorney](http://www.truity.com/career-profile/attorney)
* [Market Researcher](http://www.truity.com/career-profile/market-researcher)
* [Economist](http://www.truity.com/career-profile/economist)
* [Social Scientist](http://www.truity.com/career-profile/social-scientist)
 |

Read more: [ISFJ Careers: Top Jobs for ISFJs, Work Style and ISFJs as Leaders | Truityhttp://www.truity.com/personality-type/ISFJ/careers#ixzz3WCKspka6](http://www.truity.com/personality-type/ISFJ/careers#ixzz3WCKspka6)

**ISTJ: The Inspector**

ISTJ in a Nutshell

ISTJs are responsible organizers, driven to create and enforce order within systems and institutions. They are neat and orderly, inside and out, and tend to have a procedure for everything they do. Reliable and dutiful, ISTJs want to uphold tradition and follow regulations.

ISTJs are steady, productive contributors. Although they are Introverted, ISTJs are rarely isolated; typical ISTJs know just where they belong in life, and want to understand how they can participate in established organizations and systems. They concern themselves with maintaing the social order and making sure that standards are met.

What Makes the ISTJ Tick

ISTJs like to know what the rules of the game are, valuing predictability more than imagination. They rely on their past experience to guide them, and are most comfortable in familiar surroundings. ISTJs trust the proven method, and appreciate the value of dedicated practice to build confidence in their skills.

ISTJs are hardworking and will persist until a task is done. They are logical and methodical, and often enjoy tasks that require them to use step-by-step reasoning to solve a problem. They are meticulous in their attention to details, and examine things closely to be sure they are correct. With their straightforward logic and orientation to detail, ISTJs work systematically to bring order to their own small parts of the world.

Recognizing an ISTJ

ISTJs have a serious, conservative air about them. They want to know and follow the rules of the game, and typically seek out predictable surroundings where they understand their role. You may find the ISTJ doing something useful even in social situations (for instance, organizing coats and hats at a party) as they’re often more comfortable taking charge of a task than they are chatting up strangers. When given something to do, they are highly dependable, and follow it through to the end.

ISTJs are practical and no-nonsense, and rarely call attention to themselves. Their clothes and possessions tend to be chosen based on utility rather than fashion, and they have an affection for the classics. ISTJs typically speak in a straightforward manner and have a good head for details. They are usually more enthusiastic about sharing factual information than exploring abstract concepts or unproven ideas.

Famous ISTJs

Famous ISTJs include Queen Elizabeth II, Harry Truman, Warren Buffett, Queen Victoria, George H.W. Bush, and J.D. Rockefeller.

ISTJ in the Population

ISTJ is the third most common type in the population and the most common type among men. ISTJs make up:

* 12% of the general population
* 16% of men
* 7% of women

Popular Hobbies

Popular hobbies for the ISTJ include concentration games like chess and Trivial Pursuit, playing computer games, watching sporting events, pursuing physical fitness, and playing solitary sports such as golf.

What the Experts Say

"All contracts should be cleared by ISTJs; they will overlook nothing that is in it and assume nothing that is not."

- Isabel Briggs Myers, [Gifts Differing](http://www.amazon.com/gp/product/089106074X/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=089106074X&linkCode=as2&tag=truitycom-20)

"Whether at home or at work, ISTJs are nothing if not reliable, particularly when it comes to inspecting the people and things in their jurisdiction—quietly seeing to it that uniform quality of product is maintained, and that those around them uphold certain standards of attitude and conduct."

- David Keirsey, [Please Understand Me II](http://www.amazon.com/gp/product/1885705026/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=1885705026&linkCode=as2&tag=truitycom-20)

"ISTJ is a no-frills, work-hard, play-hard type. They are seen as compulsive, hard-charging, capable, and true to their word."

- Otto Kroeger, [Type Talk at Work](http://www.amazon.com/gp/product/0440509289/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=0440509289&linkCode=as2&tag=truitycom-20)

Research on ISTJ

Interesting facts about the ISTJ:

* On personality trait measures, score as Calm, Stable, Steady, Cautious, and Conventional
* More likely than other types to experience cardiac problems and hypertension
* More likely than other types to experience chronic pain
* Among four highest types in college GPA
* More frequent among African Americans
* Personal values include Financial Security
* Most likely of all types to enjoy a work environment where “everything is done by the book”
* Overrepresented among bank officers, financial managers, MBA students, and small business owners
* Often found in careers in management, administration, law enforcement, and accounting

Read more: [Profile of the ISTJ Personality Type | Truity](http://www.truity.com/personality-type/ISTJ#ixzz3WCL2lM6K) <http://www.truity.com/personality-type/ISTJ#ixzz3WCL2lM6K>

# ISTJ Careers: Top Jobs for ISTJs, Work Style and ISTJs as Leaders

#### ISTJ at Work

At work, ISTJs are dependable and meticulous. ISTJs take deadlines and specifications very seriously, and work independently and systematically to complete the tasks they are given. ISTJs value a stable work environment with clear expectations and few surprises. They are at their best when they can create detailed plans of action and follow them with little deviation.

Although ISTJs may like to do quite a bit of their work independently, they often appreciate the value of participating on a team as well, especially if their colleagues are reasonable and businesslike and there is a clear hierarchy so that they know who is in charge.

An ideal job for an ISTJ allows them to solve logical problems in an orderly way. An ideal work environment for an ISTJ is quiet, organized, and structured, with rules and regulations that are well established and clearly adhered to by all.

#### ISTJs as Leaders

As leaders, ISTJs are clear about expectations and procedures. They are action-oriented and practical, and lead their teams to achieve specified outcomes within clear time frames. ISTJs are often attracted to leadership positions because of their natural inclination to organize processes and deliver measurable results.

ISTJs prefer not to improvise and are most comfortable leading in their own areas of expertise, with employees that have demonstrated competence in the field. They often prefer to work within predetermined guidelines and may find it a challenge to innovate or take on projects with no clear standards or expectations.

ISTJs are not typically skilled at politics, and may sometimes overlook niceties in their drive to control process and achieve team goals. They typically motivate their teams by demonstrating a strong work ethic, and are unlikely to initiate personal relationships or offer effusive praise.

#### ISTJ on a Team

ISTJs are dependable, task-oriented team members. They tend to clarify goals in specific, concrete terms, and look for established standards by which to measure the team’s outcomes. ISTJs prefer a structured team environment where the rules are clear and everyone has a specific set of duties. They work systematically and examine work meticulously, making sure that the details are correct and that the team’s product meets expectations.

ISTJs are very task focused and generally do not want to spend much time debating process; they prefer to just get on with it. Similarly, too much abstract discussion of concepts without a clear action plan will tend to irritate the ISTJ. ISTJs are businesslike in their approach and often have little patience for team members who want to discuss emotions or relationships. They tend to feel that addressing personal issues in a work environment is inappropriate and interferes with the team’s productivity.

#### Popular Careers for ISTJs

Top careers for the ISTJ include:

|  |  |  |
| --- | --- | --- |
| * [Auditor](http://www.truity.com/career-profile/accountant-or-auditor)
* [Actuary](http://www.truity.com/career-profile/actuary)
* [Budget Analyst](http://www.truity.com/career-profile/budget-analyst)
* [Accountant](http://www.truity.com/career-profile/accountant-or-auditor)
* [Chief Information Officer](http://www.truity.com/career-profile/top-executive)
* [Office Manager](http://www.truity.com/career-profile/administrative-services-manager)
* Efficiency Analyst
* [Stockbroker](http://www.truity.com/career-profile/securities-broker)
* [Estate Planner](http://www.truity.com/career-profile/personal-financial-advisor)
* [Property Manager](http://www.truity.com/career-profile/property-manager)
* [Real Estate Appraiser](http://www.truity.com/career-profile/real-estate-appraiser-or-assessor)
* Bank Teller
* [Statistician](http://www.truity.com/career-profile/statistician)
* [Economist](http://www.truity.com/career-profile/economist)
* Cost Estimator
 | * [Airplane Pilot](http://www.truity.com/career-profile/pilot)
* [Computer Programmer](http://www.truity.com/career-profile/computer-programmer)
* [Database Administrator](http://www.truity.com/career-profile/computer-network-or-database-administrator)
* [Electrician](http://www.truity.com/career-profile/electrician)
* [Environmental Engineer](http://www.truity.com/career-profile/environmental-engineer)
* [Mechanic](http://www.truity.com/career-profile/auto-mechanic)
* [Flight Engineer](http://www.truity.com/career-profile/pilot)
* [Civil Engineer](http://www.truity.com/career-profile/civil-engineer)
* [Nuclear Engineer](http://www.truity.com/career-profile/nuclear-engineer)
* [Health & Safety Engineer](http://www.truity.com/career-profile/health-and-safety-engineer)
* [Power Plant Operator](http://www.truity.com/career-profile/power-plant-operator)
* Compliance Inspector
* [Geologist](http://www.truity.com/career-profile/geoscientist-or-hydrologist)
* Landscaping Manager
* [Farmer or Rancher](http://www.truity.com/career-profile/farmer-or-rancher)
 | * [Technical Instructor](http://www.truity.com/career-profile/vocational-education-teacher)
* [School Administrator](http://www.truity.com/career-profile/education-administrator)
* Criminalist
* [Police Officer](http://www.truity.com/career-profile/police-officer-or-detective)
* [Dentist](http://www.truity.com/career-profile/dentist)
* [Pharmacist](http://www.truity.com/career-profile/pharmacist)
* [Surgeon](http://www.truity.com/career-profile/physician-or-surgeon)
* Coroner
* [Medical Technologist](http://www.truity.com/career-profile/clinical-laboratory-technologist-or-technician)
* [Physician Assistant](http://www.truity.com/career-profile/physician-assistant)
* [Optometrist](http://www.truity.com/career-profile/optometrist)
* [Health Care Administrator](http://www.truity.com/career-profile/health-services-manager)
* Judge
* [Paralegal](http://www.truity.com/career-profile/paralegal-or-legal-assistant)
* [Librarian](http://www.truity.com/career-profile/librarian)
 |

#### Least Popular Careers for ISTJs

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the ISTJ, while other occupations demand modes of thinking and behavior that do not come as naturally to the ISTJ. Occupations that require the ISTJ to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to ISTJs who are choosing a career.

The following occupations have been found to be unpopular among ISTJs, based on data gathered from surveys of the general population.

|  |  |  |
| --- | --- | --- |
| * [Art Director](http://www.truity.com/career-profile/artist-animator-or-art-director)
* [Craft Artist](http://www.truity.com/career-profile/artist-animator-or-art-director)
* [Graphic Designer](http://www.truity.com/career-profile/graphic-designer)
* [Actor](http://www.truity.com/career-profile/actor)
* [Photographer](http://www.truity.com/career-profile/photographer)
* [Journalist](http://www.truity.com/career-profile/writer-or-author)
 | * [Musician](http://www.truity.com/career-profile/musician-or-singer)
* [Recreation Worker](http://www.truity.com/career-profile/recreation-worker)
* [Restaurant Host](http://www.truity.com/career-profile/server-host-or-bartender)
* [Bartender](http://www.truity.com/career-profile/server-host-or-bartender)
* [Retail Salesperson](http://www.truity.com/career-profile/retail-salesperson)
* [Public Relations Specialist](http://www.truity.com/career-profile/public-relations-specialist)
 | * [Receptionist](http://www.truity.com/career-profile/receptionist)
* [Cosmetologist](http://www.truity.com/career-profile/hairdresser-esthetician-or-cosmetologist)
* [Dental Hygienist](http://www.truity.com/career-profile/dental-hygienist)
* [Child Care Provider](http://www.truity.com/career-profile/child-care-worker)
* [Preschool Teacher](http://www.truity.com/career-profile/preschool-teacher)
* [Speech Pathologist](http://www.truity.com/career-profile/speech-language-pathologist)
 |

Read more: [ISTJ Careers: Top Jobs for ISTJs, Work Style and ISTJs as Leaders | Truityhttp://www.truity.com/personality-type/ISTJ/careers#ixzz3WCLBzKxN](http://www.truity.com/personality-type/ISTJ/careers#ixzz3WCLBzKxN)

**ISFP: The Composer**

ISFP in a Nutshell

ISFPs are gentle caretakers who live in the present moment and enjoy their surroundings with cheerful, low-key enthusiasm. They are flexible and spontaneous, and like to go with the flow to enjoy what life has to offer. ISFPs are quiet and unassuming, and may be hard to get to know. However, to those who know them well, the ISFP is warm and friendly, eager to share in life's many experiences.

ISFPs have a strong aesthetic sense and seek out beauty in their surroundings. They are attuned to sensory experience, and often have a natural talent for the arts. ISFPs especially excel at manipulating objects, and may wield creative tools like paintbrushes and sculptor's knives with great mastery.

What Makes the ISFP Tick

ISFPs tend to be tolerant and nonjudgmental, but are deeply loyal to the people and causes that matter to them. They endeavor to accept and support other people, but are ultimately guided by their own core values. They will typically look for ways to be accommodating and may have difficulty dealing with others who are not willing to do the same.

ISFPs are typically modest and may underestimate themselves. They usually do not like to be in the spotlight, preferring instead to take a supporting role, and will avoid planning and organizing whenever possible. Sensitive and responsive, they step in to do what needs to be done and are satisfied by their personal sense of being helpful to others.

Recognizing an ISFP

ISFPs can be difficult to recognize because of their tendency to express themselves through action rather than words. They may initially appear distant or aloof, but if you watch closely, you can observe their caring in the thoughtful things they do for others. They are carefully observant of the practical needs of other people, and often step in with quiet, unassuming assistance at just the moment it is needed. ISFPs prefer to take a supportive role and are rarely assertive or demanding of attention. They are typically tolerant and accepting of others.

ISFPs typically have finely tuned artistic sensibilities. They are sensitive to color, texture, and tone, and often have an innate sense of what will be aesthetically pleasing. They are often naturals when it comes to arranging something artistically, and enjoy the process of taking in the sensations around them. ISFPs focus mostly on the experiences of the present moment, and are rarely ambitious, preferring instead to enjoy the simple pleasures of life: friends, family, and sensory delights such as food, music, and art.

Famous ISFPs

Famous ISFPs include Cher, Barbra Streisand, Jacqueline Kennedy Onassis, Bob Dylan, Wolfgang Amadeus Mozart, Jimi Hendrix, and Michael Jackson.

ISFP in the Population

ISFP is the fourth most common type in the population. ISFPs make up:

* 9% of the general population
* 10% of women
* 8% of men

Popular Hobbies

Popular hobbies for ISFPs are those that use their physical or artistic skills, including independent athletics like skiing or swimming, dance, and craft projects. ISFPs also enjoy entertaining in intimate groups and exploring art and nature.

What the Experts Say

"The work of their hands is usually more eloquent than anything they say."

- Isabel Briggs Myers, [Gifts Differing](http://www.amazon.com/gp/product/089106074X/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=089106074X&linkCode=as2&tag=truitycom-20)

"The Composers are attuned to sensory variation, which gives them an extraordinary ability to work with the slightest nuances of color, tone, texture, aroma, and flavor."

- David Keirsey, [Please Understand Me II](http://www.amazon.com/gp/product/1885705026/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=1885705026&linkCode=as2&tag=truitycom-20)

"It is this type more than any of the others whose style it is to stand by another person (or plant or animal), with no intention to influence it, criticize it, or change it—perhaps not even to interact with it—only to be in its presence."

- Otto Kroeger, [Type Talk at Work](http://www.amazon.com/gp/product/0440509289/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=0440509289&linkCode=as2&tag=truitycom-20)

Research on ISFP

Interesting facts about the ISFP:

* On personality trait measures, score as Easygoing
* Among types most likely to report heart disease and hypertension
* In college, likely to report low levels of assertiveness
* In essays, projected themselves the fewest number of years into the future of all the types
* Among the types least likely to stay in college
* Most likely of all types to report stress associated with finances and children
* In a national sample, likely to value a work environment which provides security, clear and simple instructions, and no expectation of extra work hours
* Underrepresented among MBA students and small business owners
* Commonly found in occupations in health care, business, and law enforcement

Read more: [Profile of the ISFP Personality Type | Truity](http://www.truity.com/personality-type/ISFP#ixzz3WCLUiDZA) <http://www.truity.com/personality-type/ISFP#ixzz3WCLUiDZA>

# ISFP Careers: Top Jobs for ISFPs, Work Style and ISFPs as Leaders

#### ISFP at Work

ISFPs want to feel personally engaged with their work, and seek careers which allow them to express themselves or participate in a cause they believe in. ISFPs typically enjoy hands-on activities, and often gain satisfaction when they can create a tangible result from their efforts. An ideal job for an ISFP allows them to clearly observe the fruits of their labor, in a context that feels significant and consistent with their values.

ISFPs like a courteous, cooperative work environment where they can work quietly, with support when they need it. Because ISFPs are so tuned to their physical surroundings, it's often important to them that their work environment is aesthetically pleasing.

ISFPs generally prefer to keep a low profile and do not usually like to be in positions that require them to speak publicly or lead large groups. Although they often prefer to work independently, when they do work with others, ISFPs want their colleagues to be flexible, supportive, and loyal to the team.

#### ISFPs as Leaders

In leadership positions, ISFPs are driven by a personal mission and interested in helping their teams cooperate to accomplish realistic goals. Their strengths lie in understanding the needs and concerns of the people they work with and adapting gracefully to changing circumstances. ISFP leaders are practical and down-to-earth, good at sizing up resources and assessing the requirements of the current situation. They are good at building trust and leading by example, preferring to be quietly supportive rather than authoritarian or domineering.

ISFPs often prefer not to be in a leadership role, but are sometimes motivated to take the lead when the project is personally significant to them. When they do lead, they do best heading a small, cooperative team to achieve practical and tangible results.

#### ISFPs on a Team

ISFPs are sensitive, helpful team members who look for opportunities to contribute in an immediate, practical way. They want to assist other people and provide support, and often take on the role of listener. Oriented to cooperation, the ISFP will look for ways to compromise and accommodate others. They tend to step in when others need help and are often prepared with specific, relevant data that can help the team understand the facts of the situation.

ISFPs are at their best when they can work with others in a supportive, action-oriented role. They excel at creatively solving problems to meet people’s immediate needs. ISFPs shy away from theory and future projections, and may become impatient with ideas that have no concrete benefit for people. ISFPs are characteristically unassuming, and may be reluctant to advocate strongly for their own perspective on a team. They can become frustrated with team members who are domineering or competitive, and do best on a caring, egalitarian team where everyone’s contribution is appreciated.

#### Popular Careers for the ISFP

Top careers for the ISFP include:

|  |  |  |
| --- | --- | --- |
| * [Fashion Designer](http://www.truity.com/career-profile/fashion-designer)
* [Interior Designer](http://www.truity.com/career-profile/interior-designer)
* [Cosmetologist](http://www.truity.com/career-profile/hairdresser-esthetician-or-cosmetologist)
* [Artist](http://www.truity.com/career-profile/artist-animator-or-art-director)
* [Landscape Architect](http://www.truity.com/career-profile/landscape-architect)
* [Jeweler](http://www.truity.com/career-profile/jeweler)
* [Carpenter](http://www.truity.com/career-profile/carpenter)
* [Chef](http://www.truity.com/career-profile/chef)
* Tailor
* [Graphic Designer](http://www.truity.com/career-profile/graphic-designer)
* [Mechanic](http://www.truity.com/career-profile/auto-mechanic)
* [Forester](http://www.truity.com/career-profile/forester-or-conservation-scientist)
* [Surveyor](http://www.truity.com/career-profile/surveyor-or-cartographer)
* Gardener
* [Florist](http://www.truity.com/career-profile/floral-designer)
 | * [Nurse](http://www.truity.com/career-profile/nurse)
* [Massage Therapist](http://www.truity.com/career-profile/massage-therapist)
* [Occupational Therapist](http://www.truity.com/career-profile/occupational-therapist)
* [Veterinary Assistant](http://www.truity.com/career-profile/veterinary-technician)
* [Dental Hygienist](http://www.truity.com/career-profile/dental-hygienist)
* [Physical Therapist](http://www.truity.com/career-profile/physical-therapist)
* [Fitness Trainer](http://www.truity.com/career-profile/personal-trainer-or-fitness-instructor)
* [Optician](http://www.truity.com/career-profile/optician)
* [ER Physician](http://www.truity.com/career-profile/physician-or-surgeon)
* [Physician Assistant](http://www.truity.com/career-profile/physician-assistant)
* [Dietitian](http://www.truity.com/career-profile/dietitian-or-nutritionist)
* [Pharmacist](http://www.truity.com/career-profile/pharmacist)
* [Office Manager](http://www.truity.com/career-profile/administrative-services-manager)
* [Paralegal](http://www.truity.com/career-profile/paralegal-or-legal-assistant)
* [Insurance Appraiser](http://www.truity.com/career-profile/claims-adjuster-or-investigator)
 | * [Botanist](http://www.truity.com/career-profile/biological-scientist)
* [Geologist](http://www.truity.com/career-profile/geoscientist-or-hydrologist)
* [Preschool Teacher](http://www.truity.com/career-profile/preschool-teacher)
* [Social Worker](http://www.truity.com/career-profile/mental-health-and-substance-abuse-social-worker)
* [Translator](http://www.truity.com/career-profile/interpreter-or-translator)
* [Special Education Teacher](http://www.truity.com/career-profile/special-education-teacher)
* [Teacher's Aide](http://www.truity.com/career-profile/teacher-assistant)
* [Air Traffic Controller](http://www.truity.com/career-profile/air-traffic-controller)
* [Police Officer](http://www.truity.com/career-profile/police-officer-or-detective)
* [Firefighter](http://www.truity.com/career-profile/firefighter)
* [Residential Counselor](http://www.truity.com/career-profile/mental-health-counselor)
* [Animal Trainer](http://www.truity.com/career-profile/animal-caretaker-groomer-or-trainer)
* [Retail Manager](http://www.truity.com/career-profile/sales-worker-supervisor)
* [Recreation Worker](http://www.truity.com/career-profile/recreation-worker)
* Bookkeeper
 |

#### Least Popular Careers for ISFPs

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the ISFP, while other occupations demand modes of thinking and behavior that do not come as naturally to the ISFP. Occupations that require the ISFP to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to ISFPs who are choosing a career.

The following occupations have been found to be unpopular among ISFPs, based on data gathered from surveys of the general population.

|  |  |  |
| --- | --- | --- |
| * [Executive](http://www.truity.com/career-profile/top-executive)
* [Sales Manager](http://www.truity.com/career-profile/sales-manager)
* [Marketing Manager](http://www.truity.com/career-profile/marketing-manager)
* [Retail Salesperson](http://www.truity.com/career-profile/retail-salesperson)
* [Auditor](http://www.truity.com/career-profile/accountant-or-auditor)
* [School Administrator](http://www.truity.com/career-profile/education-administrator)
 | * [Surgeon](http://www.truity.com/career-profile/physician-or-surgeon)
* [Dentist](http://www.truity.com/career-profile/dentist)
* [Psychiatrist](http://www.truity.com/career-profile/physician-or-surgeon)
* [Health Care Administrator](http://www.truity.com/career-profile/health-services-manager)
* [Biomedical Engineer](http://www.truity.com/career-profile/biomedical-engineer)
* [Biologist](http://www.truity.com/career-profile/biological-scientist)
 | * [Aeronautical Engineer](http://www.truity.com/career-profile/aerospace-engineer)
* [Chemical Engineer](http://www.truity.com/career-profile/chemical-engineer)
* [Attorney](http://www.truity.com/career-profile/attorney)
* Judge
* [Actor](http://www.truity.com/career-profile/actor)
* [Architect](http://www.truity.com/career-profile/architect)
 |

Read more: [ISFP Careers: Top Jobs for ISFPs, Work Style and ISFPs as Leaders | Truityhttp://www.truity.com/personality-type/ISFP/careers#ixzz3WCLjOOoV](http://www.truity.com/personality-type/ISFP/careers#ixzz3WCLjOOoV)

**ISTP: The Craftsman**

ISTP in a Nutshell

ISTPs are observant artisans with an understanding of mechanics and an interest in troubleshooting. They approach their environments with a flexible logic, looking for practical solutions to the problems at hand. They are independent and adaptable, and typically interact with the world around them in a self-directed, spontaneous manner.

ISTPs are attentive to details and responsive to the demands of the world around them. Because of their astute sense of their environment, they are good at moving quickly and responding to emergencies. ISTPs are reserved, but not withdrawn: the ISTP enjoys taking action, and approaches the world with a keen appreciation for the physical and sensory experiences it has to offer.

What Makes the ISTP Tick

ISTPs are curious about the mechanics of the world around them and typically have a unique ability to manipulate the tools in their environments. They tend to study how things work and often achieve mastery in the use and operation of machines, instruments, and equipment. They seek understanding, but in a practical sense: they like to be able to put their technical knowledge to immediate use and are quickly bored by theory.

ISTPs tend to be detached and prefer the logic of mechanical things to the complexity of human emotions. Independent and reserved, ISTPs treasure their personal space, and want to be free to be spontaneous and follow their own lead. ISTPs are selective about their relationships, and appreciate others who allow them plenty of freedom to do their own thing.

Recognizing an ISTP

ISTPs are typically reserved and even aloof. Tolerant and nonjudgmental, the ISTP calmly takes in the details and facts of their surroundings, noticing sensory data and observing how things work. They often tune into what needs to be done, taking care of the immediate needs of the moment in a modest, inconspicuous way. They tend to prefer action to conversation, and are often private about their personal lives. ISTPs are unlikely to “open up” to new people in a conventional way, but may connect with others by sharing an activity or working together to solve a practical problem.

ISTPs are good with their hands and often mechanical. They are typically attracted to hands-on hobbies like woodworking or crafts, and may be found tinkering with bicycles, computers, cars, or household appliances. They often have an intuitive understanding of machines and a remarkable ability to fix things. ISTPs have an appreciation for risk and action, and often enjoy thrilling leisure activities like extreme sports, motorcycling, or weaponry.

Famous ISTPs

Famous ISTPs include Lance Armstrong, Bruce Lee, Miles Davis, Tiger Woods, Chuck Yaeger, Katherine Hepburn, Clint Eastwood, and Amelia Earhart.

ISTP in the Population

The ISTP personality type is much more common among men than women. Among men, it is the third most common type in the population. Among women, it is the fourth rarest. ISTPs make up:

* 5% of the general population
* 9% of men
* 2% of women

Popular Hobbies

Popular hobbies for an ISTP include magic and comedy, archery, weaponry, hunting, scuba diving, rappelling, aviation, skydiving, motorcycles, and other extreme sports. They are often drawn to risky or thrilling activities and those that allow them to work with something mechanical.

What the Experts Say

"ISTPs have a vested interest in practical and applied science, especially in the field of mechanics."

- Isabel Briggs Myers, [Gifts Differing](http://www.amazon.com/gp/product/089106074X/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=089106074X&linkCode=as2&tag=truitycom-20)

"If a given tool is operated with a precision that defies belief, that operator is likely an ISTP."

- David Keirsey, [Please Understand Me II](http://www.amazon.com/gp/product/1885705026/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=1885705026&linkCode=as2&tag=truitycom-20)

"Though very effective at most undertakings, [the ISTP's] unorthodox way of accomplishing something, coupled with low visibility, can often lead to co-workers' wondering, to quote the people the Lone Ranger saved, 'Who *was* that masked man?'"

- Otto Kroeger, [Type Talk at Work](http://www.amazon.com/gp/product/0440509289/ref%3Das_li_ss_tl?ie=UTF8&camp=1789&creative=390957&creativeASIN=0440509289&linkCode=as2&tag=truitycom-20)

Research on ISTP

Interesting facts about the ISTP:

* On personality trait measures, score as Critical, Detached, Guarded, Independent, and Resourceful
* Commonly found in populations of male college scholarship athletes
* More likely than other types to suffer cardiac problems
* Lowest ranked of all types in using social coping resources
* One of four types least satisfied with their marriage or intimate relationship
* Among types least likely to complete college
* Personal values include Autonomy; at work, value Stability, Security, Independence, and Achievement
* Commonly found in skilled trades, technical fields, agriculture, law enforcement, and military occupations

Read more: [Profile of the ISTP Personality Type | Truity](http://www.truity.com/personality-type/ISTP#ixzz3WCLugpLE) <http://www.truity.com/personality-type/ISTP#ixzz3WCLugpLE>

# ISTP Careers: Top Jobs for ISTPs, Work Style and ISTPs as Leaders

#### ISTP at Work

At work, the ISTP is motivated by a desire to achieve and utilize technical expertise. ISTPs enjoy mastering and manipulating the tools of their trade, whatever they may be: the traditional hammers and saws, or the more modern tools of business or technology.

ISTPs prefer tasks with a tangible result, and typically feel most satisfied when they have built something concrete. They enjoy troubleshooting and often look for occupations that allow them to apply their skills to solve practical problems.

Many ISTPs enjoy occupations that involve physical activity, often with an aspect of risk or danger, and dislike being stuck at a desk. They are most often energized by action, and want to jump in to get things done rather than spend much time planning or theorizing.

ISTPs value efficiency and logic, and want flexibility in their work. They prefer a job where they can be practical and action-oriented without being overly burdened by rules, procedure, or bureaucracy.

#### ISTPs as Leaders

In leadership positions, ISTPs tend to be flexible and hands-off, and expect their reports to be independent as well. They are practical and concrete in their approach, and will prefer to lead teams on projects where tangible results are seen quickly. Good in a crisis, ISTPs are energized by situations that must be acted on immediately, and will jump right in to get the job done.

ISTPs have a strong action orientation, and their understanding of tasks is often more kinetic than verbal. They often find it much easier to simply do something themselves than to explain it to someone else, which can create a challenge for ISTP leaders attempting to delegate. ISTPs often find it more natural to lead by example rather than explanation, and typically do best heading up teams of experienced, self-sufficient workers.

#### ISTPs on a Team

ISTPs are practical, task-oriented team members who are usually more focused on the problem at hand than the people involved. They tend to look for ways to contribute with immediate action, and are talented, straightforward troubleshooters. ISTPs rarely demand attention from the team, preferring instead to observe and jump in where they see an opportunity to get something done.

ISTPs bring an efficient energy to a team and usually take it upon themselves to take practical action where they see the need. Their rational analysis often cuts straight to the heart of a matter and helps others see how to move forward. However, they don’t tend to have much patience for abstract discussion, and may neglect the niceties of working with others. In fact, many ISTPs prefer to just do what needs to be done, rather than having to spend time informing or including others.

#### Popular Careers for the ISTP

Top careers for the ISTP include:

|  |  |  |
| --- | --- | --- |
| * [Carpenter](http://www.truity.com/career-profile/carpenter)
* [Surveyor](http://www.truity.com/career-profile/surveyor-or-cartographer)
* [Mechanic](http://www.truity.com/career-profile/auto-mechanic)
* [Commercial Designer](http://www.truity.com/career-profile/artist-animator-or-art-director)
* [Landscape Architect](http://www.truity.com/career-profile/landscape-architect)
* [Building Inspector](http://www.truity.com/career-profile/building-inspector)
* [Forester](http://www.truity.com/career-profile/forester-or-conservation-scientist)
* [Farmer or Rancher](http://www.truity.com/career-profile/farmer-or-rancher)
* Exercise Physiologist
* [Athletic Trainer](http://www.truity.com/career-profile/athletic-trainer)
* [Dental Hygienist](http://www.truity.com/career-profile/dental-hygienist)
* [ER Physician](http://www.truity.com/career-profile/physician-or-surgeon)
* [Chef](http://www.truity.com/career-profile/chef)
* [Photographer](http://www.truity.com/career-profile/photographer)
* [Jeweler](http://www.truity.com/career-profile/jeweler)
 | * [Securities Analyst](http://www.truity.com/career-profile/financial-analyst)
* [Purchasing Agent](http://www.truity.com/career-profile/buyer-or-purchasing-agent)
* [Financial Manager](http://www.truity.com/career-profile/financial-manager)
* [Software Developer](http://www.truity.com/career-profile/computer-software-engineer)
* [Systems Analyst](http://www.truity.com/career-profile/computer-systems-analyst)
* [Database Administrator](http://www.truity.com/career-profile/computer-network-or-database-administrator)
* Software Tester
* [Property Manager](http://www.truity.com/career-profile/commercial-or-industrial-designer)
* [Office Manager](http://www.truity.com/career-profile/administrative-services-manager)
* [Cost Estimator](http://www.truity.com/career-profile/cost-estimator)
* [Economist](http://www.truity.com/career-profile/economist)
* [Budget Analyst](http://www.truity.com/career-profile/budget-analyst)
* [Financial Planner](http://www.truity.com/career-profile/personal-financial-advisor)
* [Paralegal](http://www.truity.com/career-profile/paralegal-or-legal-assistant)
* Criminalist
 | * [Biologist](http://www.truity.com/career-profile/biological-scientist)
* [Geologist](http://www.truity.com/career-profile/chiropractor)
* [Police Officer](http://www.truity.com/career-profile/police-officer-or-detective)
* [Firefighter](http://www.truity.com/career-profile/firefighter)
* [Private Investigator](http://www.truity.com/career-profile/private-investigator)
* [Military Officer](http://www.truity.com/career-profile/military)
* Intelligence Agent
* [Airline Pilot](http://www.truity.com/career-profile/pilot)
* Ship and Boat Captain
* [Flight Engineer](http://www.truity.com/career-profile/pilot)
* [Civil Engineer](http://www.truity.com/career-profile/civil-engineer)
* [Mechanical Engineer](http://www.truity.com/career-profile/mechanical-engineer)
* [Electrical Engineer](http://www.truity.com/career-profile/electrical-engineer)
* [Air Traffic Controller](http://www.truity.com/career-profile/air-traffic-controller)
* [Machinist](http://www.truity.com/career-profile/machinist)
 |

#### Least Popular Careers for ISTPs

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the ISTP, while other occupations demand modes of thinking and behavior that do not come as naturally to the ISTP. Occupations that require the ISTP to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to ISTPs who are choosing a career.

The following occupations have been found to be unpopular among ISTPs, based on data gathered from surveys of the general population.

|  |  |  |
| --- | --- | --- |
| * [Craft Artist](http://www.truity.com/career-profile/artist-animator-or-art-director)
* [Reporter](http://www.truity.com/career-profile/news-analyst-reporter-or-correspondent)
* [Journalist](http://www.truity.com/career-profile/writer-or-author)
* [Actor](http://www.truity.com/career-profile/actor)
* [Urban Planner](http://www.truity.com/career-profile/urban-regional-planner)
* [Market Researcher](http://www.truity.com/career-profile/market-researcher)
 | * Clergy
* [Social Worker](http://www.truity.com/career-profile/mental-health-and-substance-abuse-social-worker)
* [Preschool Teacher](http://www.truity.com/career-profile/preschool-teacher)
* [Special Education Teacher](http://www.truity.com/career-profile/special-education-teacher)
* Social Service Director
* [Receptionist](http://www.truity.com/career-profile/receptionist)
 | * [Public Health Nurse](http://www.truity.com/career-profile/nurse)
* [Dentist](http://www.truity.com/career-profile/dentist)
* [Occupational Therapist](http://www.truity.com/career-profile/occupational-therapist)
* [Family Physician](http://www.truity.com/career-profile/physician-or-surgeon)
* [Pediatrician](http://www.truity.com/career-profile/physician-or-surgeon)
* [Veterinary Technician](http://www.truity.com/career-profile/veterinary-technician)
 |

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