



INFJ CAREER GUIDANCE KIT

 **QAMAR CONSULTING**
Discovering Potential & Optimizing Performance

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CHAPTER 01

Know Yourself & Understand Others

About Human Preferences

EXTRAVERSION



INTROVERSION

Where do you get your energy from?

SENSING



INTUITION

What kind of information do you prefer to use?

THINKING



FEELING

What process do you use to make decisions?

JUDGING



PERCEIVING

How do you deal with the world around you?



Understanding Preferences Through Pictures

EXTRAVERSION (E)

Keywords:
 Active
 Outward
 Sociable
 Open in communication
 Expressive in nature

INTROVERSION (I)

Keywords:
 Reflective
 Inward
 Reserved
 Private in communication
 Quiet in nature

Check your response which preference you prefer the most?

SENSING (S)

Keywords:
 Pay attention to facts and details
 Present focused
 Practical
 Conserve
 Repetition

INTUITION (N)

Keywords:
 Pay attention to patterns
 Future focused
 Imaginative
 Change
 variety

Check your response which preference you prefer the most?

THINKING (T)

Keywords:

Decides with head

Use logic

Analyze and critique

Impersonal

Concerned with truth and justice



FEELING (F)

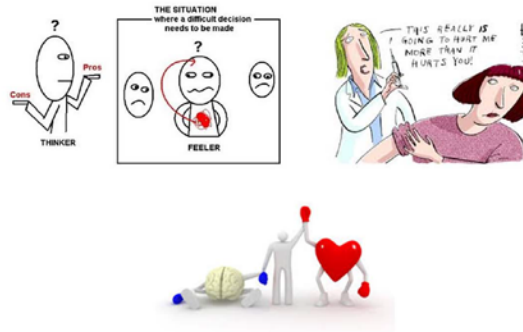
Keywords:

Decides with heart

Use personal convictions

Empathize and appreciate Personal

Concerned with values, relationships and harmony



Check your response which preference you prefer the most?

JUDGING (J)

Keywords:

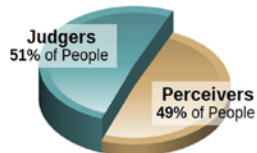
Organized

Control

Decisive

Deliberate

Plan



PERCIEIVING (P)

Keywords:

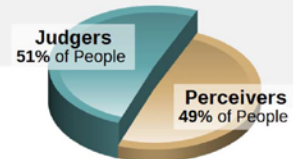
flexible

experience

Curious

Spontaneous

wait



Check your response which preference you prefer the most?

Brief Overview Of 16 Personality Types

ISTJ



DUTIFUL

- PRACTICAL
- SENSIBLE
- REALISTIC
- SYSTEMATIC
- REASONABLE

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ISFJ



PROTECTOR

- REALISTIC
- CONCRETE
- SPECIFIC
- KIND
- SENSITIVE

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INFJ



GUIDE

- INSIGHTFUL
- VISIONARY
- IDEALISTIC
- COMPLEX
- DEEP

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INTJ




MASTERMIND

- CONCEPTUAL
- CREATIVE
- INSIGHTFUL
- LONG RANGE THINKERS

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ISTP



CRAFTSMAN

- PRACTICAL
- REALISTIC
- FACTUAL
- PRAGMATIC

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ISFP



ARTIST

- TRUSTING
- KIND
- SENSITIVE
- GENTLE
- OBSERVANT

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INFP




HEALER

- CONCERNED
- CARING
- IDEALISTIC
- CURIOUS
- CREATIVE

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INTP




CONCEPTUALIZER

- LOGICAL
- ANALYTICAL
- OBJECTIVELY
- CRITICAL
- INSIGHTFUL

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ESTP




ACTIVIST

- OBSERVANT
- PROBLEM SOLVERS
- PRACTICAL
- RATIONAL
- STRAIGHTFORWARD

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Brief Overview Of 16 Personality Types

ESFP



PERFORMER

- PRACTICAL
- SPECIFIC
- ACTIVE
- OPTIMISTIC

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ENFP



CHAMPION

- PRACTICAL
- SPECIFIC
- ACTIVE
- OPTIMISTIC
- PERSUASIVE

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ENTP



INVENTOR

- CREATIVE
- IMAGINATIVE
- CONCEPTUAL
- ASSERTIVE

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ESTJ



GUARDIAN

- OBJECTIVELY
- CRITICAL
- DECISIVE
- ASSERTIVE
- SYSTEMATIC

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ESFJ



PROVIDER

- WARM
- SYMPATHETIC
- PERSONABLE
- TACTFUL

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ENFJ



MENTOR

- PERSONABLE
- LOYAL
- SUPPORTIVE
- TRUSTWORTHY
- IMAGINATIVE

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ENTJ



COMMANDER

- ANALYTICAL
- CHALLENGING
- DECISIVE
- CLEAR
- CONCEPTUAL

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CHAPTER 02

Mapping Your Career Journey

INFJ (Guide)

INFJ Born Talents

Compassionate ہمدرد

Intense شدید

Conceptual تصوراتی

Intimate مطلع کرنا

Creative ایجادی

Loyal وفادار

Deep گہرا

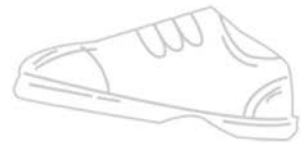
Methodical ترتیب وار

Determined پرعزم

Reflective غور و فکر کرنے والا

Idealistic تصوراتی

Sensitive حساس



GUIDE (INFJ)



Appear private & cautious to the casual observer, share insights only with those they trust

Quietly inspiring & careful to understand & affirm the values of others

Need quiet, uninterrupted time to conceptualize ideas & process connections

Organize people & resources to get a job done in a personal & caring way

What Excites INFJ the Most?

Doing work that

- Lets me consider and create new ideas and/or approaches to a variety of problems, mostly those that help others to grow and develop.
- Lets me produce a product or service that I believe in and am proud of.
- Recognizes my authorship and ownership and my unique contributions.
- Lets me express myself and see the results of my vision.
- Lets me implement my ideas for the good people or in the service of others; lets me work with others on a one to one basis.
- Is done in a friendly and tension free environment where my ideas are seriously considered and where I am psychologically supported for my efforts.
- Can be done independently but with the opportunity to share frequently with others in an environment that is friendly and free of interpersonal conflict.
- Lets me organize my own time and work environment and exert significant control over both the process and product.
- Gives me adequate time to formulate and process my ideas so they are thoroughly prepared.
- Is in harmony with my personal values and beliefs and lets me maintain a high degree of personal and professional integrity.

INFJ Career Trend and Potential Strength

Career Trends

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



Potential Strength

- Imagination
- Sense of purpose
- Creativity
- Ability to get things organized
- Can develop human resources

کیرئیر ٹرینڈ:

INFJ کے پیشوں میں چار اہم شعبے پائے جاتے ہیں۔ Science Medicine اور The arts Education۔ اس کے علاوہ Science اور Medicine میں بہت سی چیزیں عام ہیں، جیسے کہ دونوں سائنس پر لاگو ہوتے ہیں۔ فنکارانہ کیریئر INFJ کو صلاحیت دیتے ہیں کہ وہ اپنی سوچنے کی طاقت کو استعمال کر سکیں۔

During an interview an INFJ will often

- Use their natural ability to develop rapport
- Be future focused but should ensure they relate their abilities to the employer's current needs
- Come across as quiet and may need to focus on communicating their strong qualities
- Benefit from interview practice that focuses on discussing their skills
- Need to learn how their people skills can be tied to the 'bottom line' and be able to market this to a company.
- Need to learn how their people skills can be tied to the 'bottom line' and how to market this to a company.

Popular Occupations of INFJ

People with INFJ preferences are often attracted to and may find satisfaction in careers and occupations in the following areas:

1. Religious: profession
2. Teaching: middle,high school,university
3. Writing
4. Performing arts: music, singing, composing, directing
5. Fine arts, graphic design,multimedia artist
6. Psychology: clinical, counseling, educational
7. Counseling & Psychotherapy
8. Occupational therapy
9. Research
10. Medicine: family practice, psychiatry, pathology, surgery
11. Physician's assistant
12. Dental hygiene
13. Architecture
14. Interior Design
15. Marketing
16. Social sciences
17. Educational consulting
18. Vocational education
19. Librarian, information sciences
20. Engineering: biomedical, petroleum
21. Environmental sciences



Popular Occupations of INFJ

However, there are successful people of all types in all occupations. The key to getting where one wants to go involves firstly identifying what one really wants, something that comes from a more individual place than type. Individuals with INFJ preferences then need to use knowledge of their type to gain insight into how they might approach the different activities in planning a career. In other words, INFJs need to build on the strengths of their type and address potential obstacles that may come along with their style as they explore options, connect with others, make decisions, and manage their careers.

Less Popular Occupations of INFJ

Every type is in virtually every career, and clearly people are drawn to careers for many reasons other than their type. People with INFJ preferences are, however, less often attracted to careers and occupations in the military, corrections and protective services, construction and production, and finance/accounting. They are also typically found less often in careers characterized by a great deal of technical work, attention to detail, work that requires realistic precision or production, mechanical work, work that requires more bureaucratic management abilities, or work that may involve a significant amount of interpersonal conflict.



ABOUT US

"Qamar consulting excels in generating human and organizational development solutions".

Qamar Consulting is a management consultancy firm specializes in Organization Development, Training and Development, Career & Talent Management and MBTI based counseling services. It is the leading TYPE based (using MBTI) training and consulting firm in the region that works with organizations to facilitate them in discovering their human potential and optimizing their performance. It offers services to Individuals, Institutes and Organization, whether it is small or large, profit or nonprofit sectors.

Qamar Consulting operates in the following domains:

1. Corporate Development Solutions
2. Family Development Solutions
3. Career Development Solutions

FOUNDER

Dr. Muhammad Qamar-ul-Hassan is the Founder & CEO of Qamar Consulting. He enables people of organizations to know their talents and potential and how they can improve their performance in achieving greatest success in all the lives. He was a Medical doctor and after practicing medicine for about 10 years serving in institution like Agha Khan and Ziauddin, he quit medicine in favor of positive Psychology to facilitate health and wellbeing of the people so that they can achieve greatest success in all the lives.

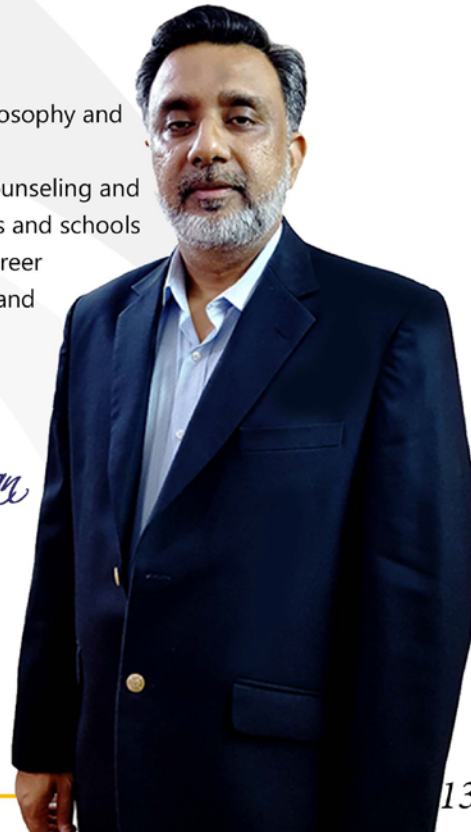
TWO WORDS:

UNDERSTAND and **IMPROVE** best describe his business philosophy and work.

He has over 16 years of experience of Consulting, Training, Counseling and Research. He has worked with many organizations, universities and schools in the areas of Leadership and Management Development, Career Management, Employee Retention, Team Building, Parenting and Teaching Effectiveness to promote Better Understandings for Improved Performance.

Dr. Muhammad Qamar ul Hassan

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