



**QAMAR CONSULTING**  
Discovering Potential & Optimizing Performance



**CAREER PLANNING KIT**

**INFJ**

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## *CHAPTER 01*

# *Know Yourself & Understand Others*

# About Human Preferences

## EXTRAVERSION

## INTROVERSION

Where do you get your Energy from?

۱۔ آپ کو توانائی کہاں سے حاصل ہوتی ہے؟

## SENSING

## INTUITION

How do you prefer to take in information?

۲۔ آپ سیکھنے کے لئے کس طریقے کو ترجیح دیتے ہیں؟

## THINKING

## FEELING

What process do you use to make decision?

۳۔ آپ کس طریقے سے فیصلہ کرنے کو ترجیح دیتے ہیں؟

## JUDGING

## PERCEIVING

How do you interact with the outer world around you?

۴۔ آپ باہر کی دنیا کو کیسے اثر انداز کرتے ہیں؟

**LEFT**

**Right**

# Understanding Preferences Through Pictures

## EXTRAVERSION (E)

Characteristics:

- Active
- Outward
- Sociable
- Open in communication
- Expressive in nature

صفات:

- ☆ گھلنے ملنے والے
- ☆ کام کاج میں تیزی دکھانے والے
- ☆ نئے لوگوں کو دوست بنانے والے
- ☆ بات چیت میں مہارت رکھنے والے
- ☆ کھل کر اظہار کرنے والے

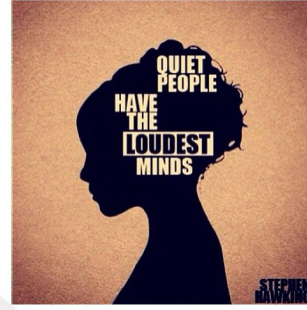
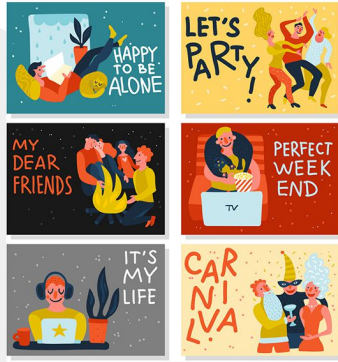
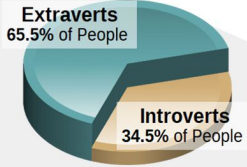
## INTROVERSION (I)

Characteristics:

- Reflective
- Inward
- Reserved
- Private in communication
- Quiet in nature

صفات:

- ☆ غور و فکر کرنے والے
- ☆ لکھ کر اظہار رائے کرنے والے
- ☆ سوچ کر بولنے والے
- ☆ خاموش رہنے والے
- ☆ تنہائی پسند



Check your response which preference you prefer the most?

## SENSING (S)

Characteristics:

- Pay attention to facts and details
- Present focused
- Practical
- Conserve
- Repetitive

صفات:

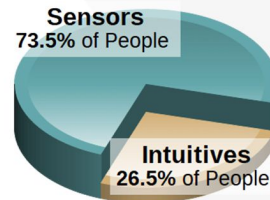
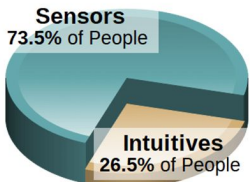
- ☆ اعداد اور تفصیل پر توجہ دینے والے
- ☆ حقیقت پسند
- ☆ حقائق اور اسکی تفصیل پر توجہ دینے والے
- ☆ ایک کام کو ایک طریقے سے بار بار کرنے والے
- ☆ عمل کرنے والے

Characteristics:

- Pay attention to patterns
- Future focused
- Imaginative
- Change oriented
- Variety focused

صفات:

- ☆ آنے والے وقت پر نظر رکھنے والے
- ☆ تبدیلی پسند کرنے والے
- ☆ خیالی سوچ رکھنے والے
- ☆ چٹھی حس پر اعتماد کر کے فیصلہ کرنے والے
- ☆ ممکنات کو سوچنے والے



Check your response which preference you prefer the most?

## THINKING (T)

Characteristics:

Decides with head

Use logic

Analyze and critique

Impersonal

Concerned with truth and justice

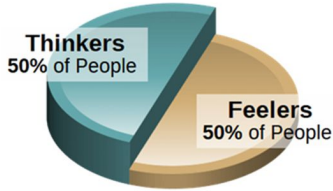
صفات:

☆ انصاف پسند کرنے والے

☆ حق اور سچ پر فیصلہ کرنے والے

☆ تنقید کرنے والے

☆ دل کے بجائے دماغ سے فیصلہ کرنے والے



## FEELING (F)

Characteristics:

Decides with heart

Use personal convictions

Empathize and appreciate personal

relationships and harmony

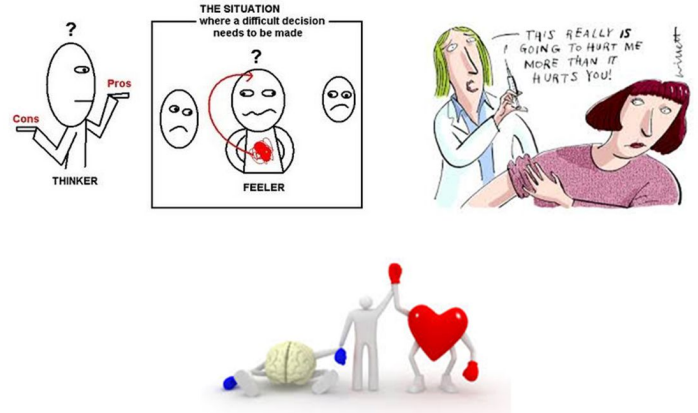
صفات:

☆ احساسات اور اتحاد کو ترجیح دینے والے

☆ دل سے فیصلہ کرنے والے

☆ رحمدلی کی کوشش کرنے والے

☆ ذہنی طور پر خود کو دوسروں کی جگہ رکھ کر سوچنے والے



Check your response which preference you prefer the most?

## JUDGING (J)

Characteristics:

Organized

Control

Decisive

Deliberate

Plan

صفات:

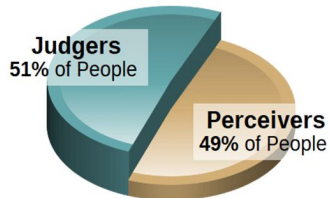
☆ وقت پر کام ختم کرنے والے

☆ وقت کی پابندی کرنے والے

☆ جلدی نتیجے پر پہنچنے والے

☆ چیزوں کو ترتیب سے رکھنے والے

☆ ہر کام کو منصوبہ بندی سے انجام دینے والے



## PERCEIVING (P)

Characteristics:

Flexible

Experience

Curious

Spontaneous

Wait

صفات:

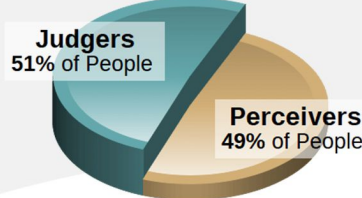
☆ نئے نئے تجربے کرنے والے

☆ آخری وقت پر کام شروع کرنے والے

☆ کام کرنے کے نئے انداز تلاش کرنے والے

☆ کام کو منصوبہ بندی کے بجائے اپنے طریقے سے کرنے والے

☆ کام کا پریشانی لینے والے



Check your response which preference you prefer the most?

# Brief Overview Of 16 Personality Types

## ISTJ



**DUTIFUL**

FACTUAL  
 LOGICAL  
 ORGANIZED  
 REALISTIC  
 RESERVED

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## ISFJ



**PROTECTOR**

LOYAL  
 PATIENT  
 PRACTICAL  
 QUIET  
 TRADITIONAL

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## INFJ



**GUIDE**

CONCEPTUAL  
 CREATIVE  
 DEEP  
 IDEALISTIC  
 SENSITIVE

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## INTJ



**MASTERMIND**

ANALYTICAL  
 INDEPENDENT  
 ORIGINAL  
 PRIVATE  
 THEORETICAL

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## ISTP



**CRAFTSMAN**

ADVENTUROUS  
 PRACTICAL  
 REALISTIC  
 SPONTANEOUS  
 INDEPENDENT

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## ISFP



**ARTIST**

CARING  
 LOYAL  
 SENSITIVE  
 UNDERSTANDABLE  
 TRUSTFUL

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## INFP



**HEALER**

DEEP  
 EMPATHETIC  
 IDEALISTIC  
 IMAGINATIVE  
 LOYAL

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## INTP



**CONCEPTUALIZER**

INDEPENDENT  
 LOGICAL  
 ORIGINAL  
 SELF-DETERMINED  
 THEORETICAL

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## ESTP



**ACTIVIST**

EASYGOING  
 ENERGETIC  
 OUTGOING  
 QUICK  
 VERSATILE

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# Brief Overview Of 16 Personality Types

## ESFP

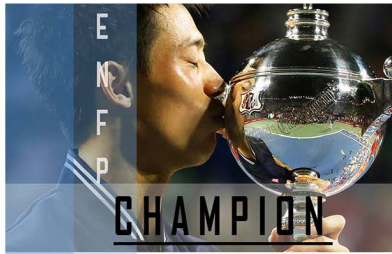


**PERFORMER**

- CASUAL
- COOPERATIVE
- FRIENDLY
- SOCIABLE
- TALKATIVE

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## ENFP



**CHAMPION**

- CREATIVE
- ENERGETIC
- FRIENDLY
- INDEPENDENT
- RESTLESS

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## ENTP



**INVENTOR**

- CHALLENGING
- CLEVER
- ORIGINAL
- RESOURCEFUL
- PRIVATE

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## ESTJ



**GUARDIAN**

- LOGICAL
- OBJECTIVE
- ORGANIZED
- RESPONSIBLE
- TASK-FOCUSED

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## ESFJ



**PROVIDER**

- COOPERATIVE
- LOYAL
- PERSONABLE
- TACTFUL
- SOCIABLE

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## ENFJ



**MENTOR**

- ENERGETIC
- IDEALISTIC
- LOYAL
- ORGANIZED
- RESPONSIBLE

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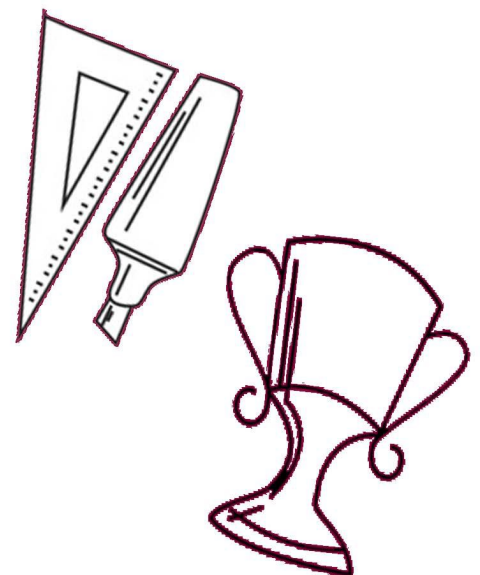
## ENTJ



**COMMANDER**

- CHALLENGING
- DECISIVE
- PLANFUL
- STRATEGIC
- LOGICAL

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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



$$\frac{x^2+11}{5x-(2x-3)} = \frac{A(2x-3)+B(x+2)}{(x+2)(2x-3)}$$

$$\Rightarrow \frac{x^2+11}{5x-(2x-3)} = \frac{A(2x-3)+B(x+2)}{(x+2)(2x-3)}$$

$$\Rightarrow 5x-11 = A(2x-3)+B(x+2)$$

$$\Rightarrow 5x-11 = (2A+B)x + (-3A+2B)$$

$$10^{2t} =$$

$$(a) -1/5, (b)$$

$$(a) -1/5, (b)$$

$$1/10^{2t} =$$

$$(a) -1/5, (b)$$

$$(a) -1/5, (b)$$

at the value of  $x=2$  in the above expression we get,

$$2 + 2(2^2)$$

$$= 2 + 2(2 \times 2)$$

$$= 2 + 2(4)$$

$$= 2 + 8$$

$$= 10$$

Answer:  $c = 10$ .

comparing the coefficient of  $x$  and constant terms in both the sides

$$2A+B=5 \text{ --- (i) } \quad -3A+2B=-11 \text{ --- (ii)}$$

$$\Rightarrow B=5-2A \text{ --- (iii)}$$

Put the value of  $B=5-2A$  in (ii)

Solution:

$$10^{2t} =$$

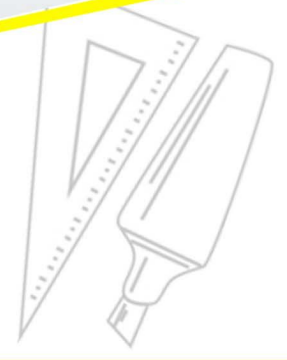
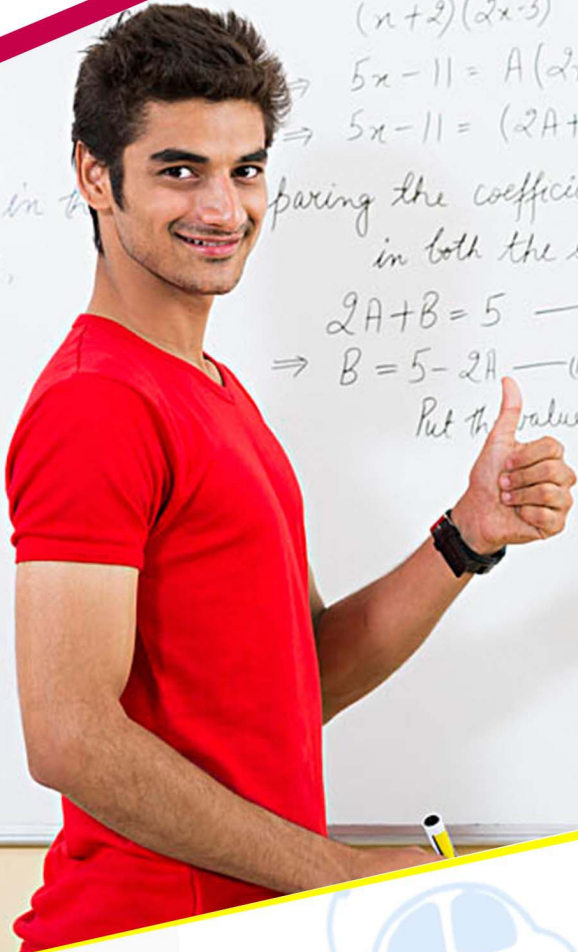
$$(10^2)^t = 100^t$$

$$10^y =$$

$$1/10^t =$$

$$10^{-t} =$$

Answer: (c)



# GUIDE (INFJ)

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

Need uninterrupted time to conceptualize ideas & process connections

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

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



## *What I need in a Career for it to be Satisfying*

- Work that I believe in which lets me use my imagination and creativity daily.
- A caring and supportive environment where I am encouraged to learn, grow and develop my talents and skills.
- The opportunity to work on a variety of issues, creating new programs, services or solutions to challenging problems that help others.
- An environment where integrity is respected and where I am appreciated for my unique contributions.
- Plenty of time to prepare and produce work I am proud of organize my own time, retain control and responsibility for my projects.

## *As an INFJ i am Good at....*

- Seeing new ways of approaching problems and generating lots of options.
- Using creativity in myself and encouraging it in others.
- Expressing my ideas in ways that excite and inspire others.
- Understanding complicated issues and simplifying them for others.
- Creating and maintaining a harmonious and caring team spirit.
- Listening to the concerns of others and helping them see alternatives.

## ***Work Related Strengths***

- Integrity that inspires people to value your ideas.
- Focus and single-mindedness about projects that are important to you.
- Decisiveness and strong organizational skills.
- Creative and ability to come up with original solutions.
- Empathy and ability to anticipate others' needs.
- Perspective to see the big picture and the future implications of actions and ideas.
- Ability to understand complex concepts.
- Genuine interest in others and talent for helping others grow and develop.
- Independent streak and strong personal convictions.
- Drive to be productive and reach your goals.
- Deep commitment to work you believe in.

## ***Work Related Blind Areas***

- Single-mindedness that can result in inflexibility.
- Unrealistic sense of how long things take.
- Difficulty working on projects that conflict with your values.
- Tendency to be impractical about viability and/or feasibility of some ideas.
- Difficulty working in competitive or tension filled environments.
- Reluctance to revisit or reverse decisions once they've been made.
- Difficulty dealing with conflict and tendency to ignore unpleasantness.
- Trouble disciplining subordinates with objectivity and directness.
- Difficulty in changing plans or directions quickly.
- Difficulty in communicating complex ideas simply.
- Tendency to be judgmental.



# INFJ Career Trends and Potential Strengths

## Career Trends

The occupations that are most popular with INFJs are found in four main areas: medicine, science, arts 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 Strengths

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

## کیریئر 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۔



# Popular Occupations of INFJ

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

## COUNSELING/EDUCATION

- Developmental psychologist
- Child welfare counselor
- Substance abuse counselor
- Social worker
- Occupational therapist
- Special education teacher
- Bilingual education teacher
- Sociologist
- Museum research worker
- Educational program director
- Parenting instructor

## CREATIVE/ARTS

- Writer
- Graphic designer
- Universal design architect
- Freelance media planner
- Editor/art director
- Genealogist
- Multimedia producer
- Film editor
- Documentary filmmaker
- Set designer
- Exhibit designer
- Costume and wardrobe specialist
- Merchandise designer
- Interior designer

## HEALTH/SOCIAL SERVICE

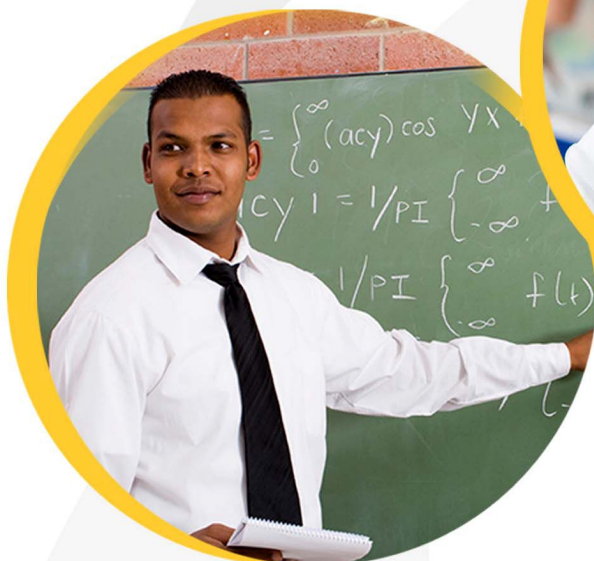
- Dir. Social service agency
- Social scientist
- Dietitian/nutritionist
- Speech-language pathologist
- Massage therapist
- Occupational therapist
- Fund-raising director
- Legal mediator
- Adult hotline care coordinator
- Crisis hotline operator
- Legislative assistant

## BUSINESS

- Diversity manager (H.R)
- Corporate/team trainer
- Preferred customer sales representative
- Merchandiser planner
- Environmental lawyer
- Interpreter/translator
- Planned-giving officer
- Outplacement consultant
- Director of marketing

## TECHNOLOGY

- Customer relations manager
- Staff advocate
- Human resource recruiter



# *Less Popular Occupations of INFJ*

People with INFJ preference are 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.





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**No one  
is *You*  
and that  
is your  
*Power***

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Best of Luck

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