



**QAMAR CONSULTING**  
Discovering Potential & Optimizing Performance



**CAREER PLANNING KIT**

**INFP**

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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:

- ☆ گھٹنے 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

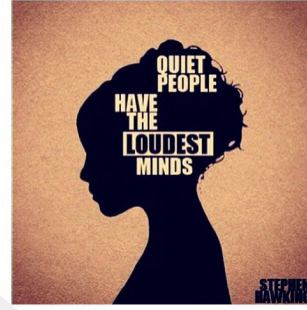
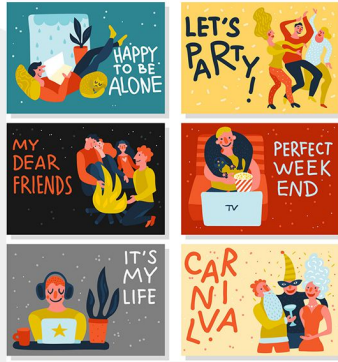
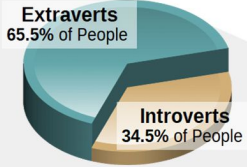
## INTROVERSION (I)

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:

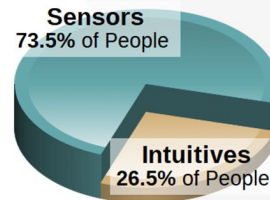
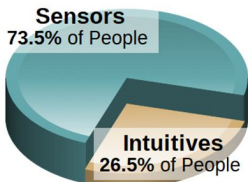
- ☆ اعداد اور تفصیل پر توجہ دینے والے
- ☆ حقیقت پسند
- ☆ حقائق اور اسکی تفصیل پر توجہ دینے والے
- ☆ ایک کام کو ایک طریقے سے بار بار کرنے والے
- ☆ عمل کرنے والے

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

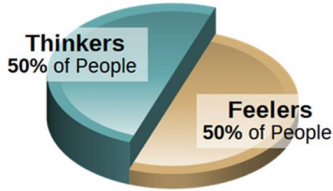
صفات:

☆ 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

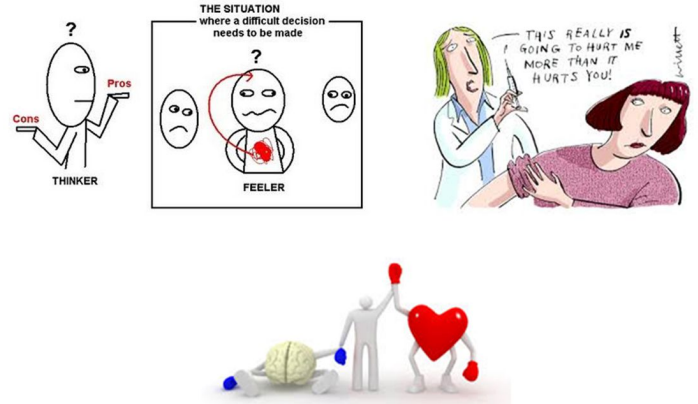
صفات:

☆ احساسات اور اتحاد کو ترجیح دینے والے

☆ دل سے فیصلہ کرنے والے

☆ رحمہ لیلی 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:

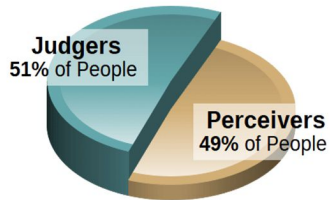
☆ وقت پر کام ختم کرنے والے

☆ 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:

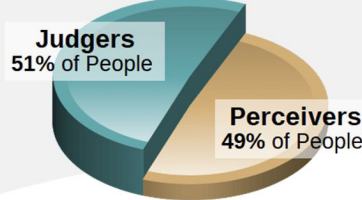
☆ نئے نئے تجربے کرنے والے

☆ 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

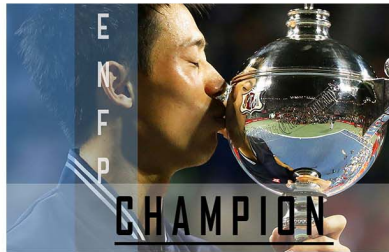


**PERFORMER**

- 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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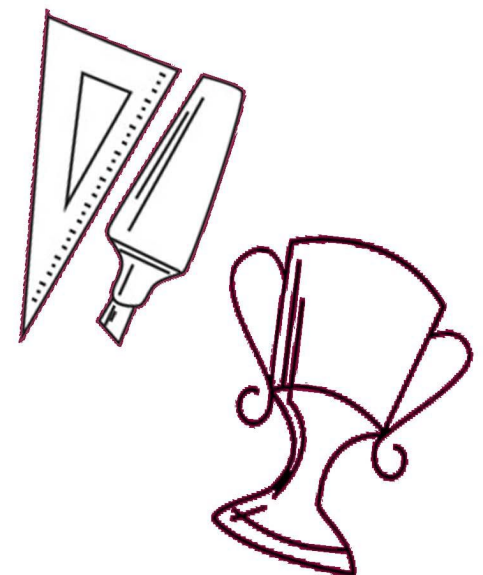
## ENTJ



**COMMANDER**

- CHALLENGING
- DECISIVE
- PLANFUL
- STRATEGIC
- LOGICAL

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## ***CHAPTER 02***

### ***Mapping Your Career Journey***

**INFP (Healer)**

# INFP *Born Talents*

Adaptable سمجھوتہ

Committed پابند

Curious تجسس

Deep گہری

Devoted جاں نثار

Empathetic ہمدرد

Gentle نرم مزاج

Idealistic تصوری

Imaginative پر خیال

Intimate مطمح کرنا

Loyal وفادار

Reticent خاموش



# HEALER (INFP)

Quiet, calm, supportive listeners who are willing to hear others concerns

Explore options & find innovative, long term solutions & opportunities

Devote their attention to understanding others situations & points of view

Optimistic & see ways that change can be positive for the people involved



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

- To believe completely in the value of my work and be rewarded for my unique contribution.
- The freedom to work on projects that inspire me, with plenty of time for reflection and quiet to focus in depth.
- A supportive and friendly environment, where I work with people I trust and respect.
- The opportunity to grow personally and professionally, where my originality is appreciated and encouraged.
- The chance to consider and try creative approaches to solve problems that help other people improve their lives.

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

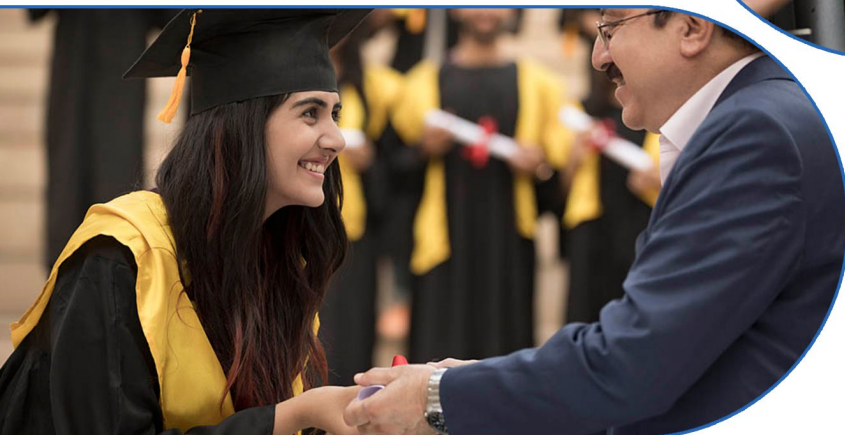
- Throwing myself into projects I believe in and causes I care about.
- Working alone, without a lot of supervision.
- Solving challenges as they arise in original and creative ways.
- Listening carefully to people and engendering trust.
- Empathizing with the concerns and problems of others.

## ***Work Related Strengths***

- Thoughtfulness and the ability to focus on one issue or idea in depth.
- Eagerness to “think outside the box” and consider new possibilities.
- Deep commitment to work you believe in.
- Ability to work well alone if necessary.
- Natural curiosity and skill for getting the information you need.
- Ability to see the big picture and to see implication of actions and ideas.
- Perceptiveness about people’s needs and motivations.
- Adaptability; you can shift gears and change directions quickly.
- Ability to work extremely well with people one on one.

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

- Need to control projects or you may lose interest.
- Tendency toward disorganization and difficulty setting priorities.
- Difficulty working on projects that conflict with your values.
- Reluctance to follow traditional ways of doing things.
- Natural idealism, which may prevent you from having realistic expectations.
- Dislike of doing things in traditional or routine ways.
- Difficulty working in competitive or tension filled environments.
- Lack of discipline about attending to and following through on important details.
- Impatience working with structures or people who are too rigid.
- Tendency to be unrealistic about how long things take.
- Reluctance to discipline direct reports and criticize others.



# INFP Career Trends and Potential Strengths

## Career Trends

There are two major trends in occupations that appeal to INFPs. One is occupations that allow INFPs to exercise their preferences in the language, visual and performing arts. The other is that the majority of the most popular occupations involve some kind of service to others, either helping them with physical or emotional problems or teaching.

## Potential Strengths

- Sense of purpose
- Creativity
- People skills
- Adaptability
- Gentle persuasion

## کیرئیر ٹرینڈ :

دواہم پیشے ہیں جو INFP کو پسند آتے ہیں جس میں سے ایک وہ ہے جس میں language اور آرٹ شامل ہو۔ دوسرا وہ ہے جس میں لوگوں کی خدمت کی جائے چاہے وہ کسی بھی طریقے سے ہو جس میں Emotional اور physical مسئلے ہو سکتے ہیں یا پھر استاد بن کر بھی۔



# Popular Occupations of INFP

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

## CREATIVE/ARTS

- Documentary filmmaker
- Speechwriter
- Set designer
- Film editor
- Composer
- Graphic designer
- Interior designer
- Fashion designer
- Editor/art director (Magazine)
- Multi-media producer
- Commercial artist
- Music director

## EDUCATION/COUNSELING

- Researcher
- Librarian
- Educational program director
- Early childhood education teacher
- Social psychologist
- Public health educator
- Bilingual education teacher
- College administrator
- Employee assistance counselor
- Project manager
- Social worker
- High school guidance counselor
- High school art teacher
- Planned-giving officer
- Philanthropic consultant

## HEALTH CARE

- Occupational therapist
- Physical therapist
- Patient advocate
- Geneticist
- Ethicist

## ORGANIZATIONS/BUSINESS

- Team building consultant
- Industrial psychologist
- Human resource manager
- Conference planner
- Urban planner

## TECHNOLOGY

- Customer relations manager
- Staff advocate (technology consultant)
- Project manager
- Educational software developer



# *Less Popular Occupations of INFP*

People with INFP preference are less often attracted to careers and occupations in management, business, the military, factory work, and other fields requiring attention to detail, systematic tough minded analysis, or highly structured work. They are also found much less often in careers that require a great deal of interpersonal competition, or careers that involve a significant amount of hands-on, manual, or mechanical work, such as protective services, construction, and engineering.





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

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Best of Luck

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+92 336 2221212 | 0213 6624246

[qamarconsulting.com](http://qamarconsulting.com) [info@qamarconsulting.com](mailto:info@qamarconsulting.com)

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