



**QAMAR CONSULTING**  
Discovering Potential & Optimizing Performance



***CAREER PLANNING KIT***

**INTJ**

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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؟



# 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

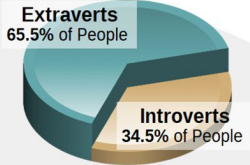
## INTROVERSION (I)

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



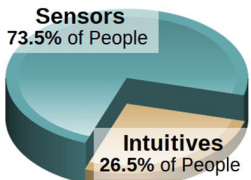
Check your response which preference you prefer the most?

## 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

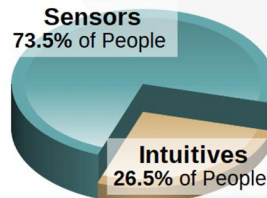


## INTUITION (N)

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

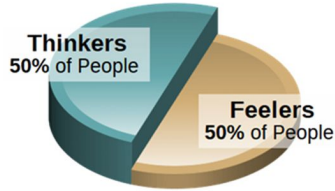
صفات:

☆ 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

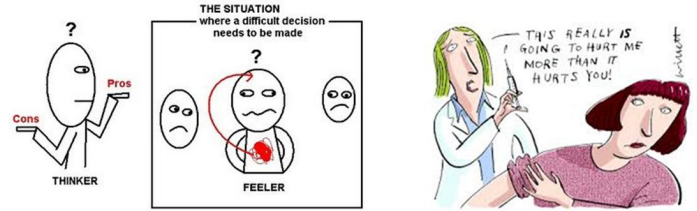
صفات:

☆ احساسات اور اتحاد کو ترجیح دینے والے

☆ دل سے فیصلہ کرنے والے

☆ رجمدلی 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:

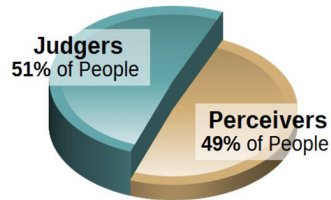
☆ وقت پر کام ختم کرنے والے

☆ 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



## PERCIEVING (P)

Characteristics:

Flexible

Experience

Curious

Spontaneous

Wait

صفات:

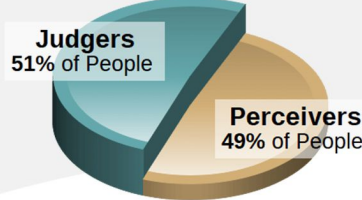
☆ نئے نئے تجربے کرنے والے

☆ 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 پریشر نہ 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



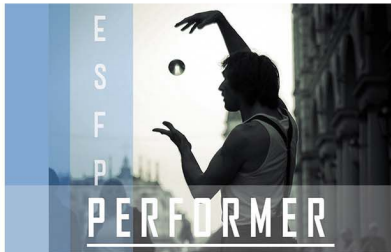
**ACTIVIST**

- EASYGOING
- ENERGETIC
- OUTGOING
- QUICK
- VERSATILE

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# Brief Overview Of 16 Personality Types

## ESFP

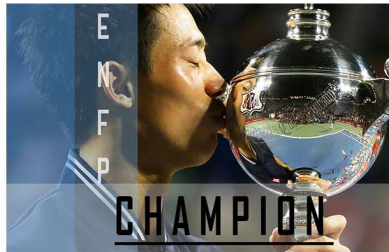


**PERFORMER**

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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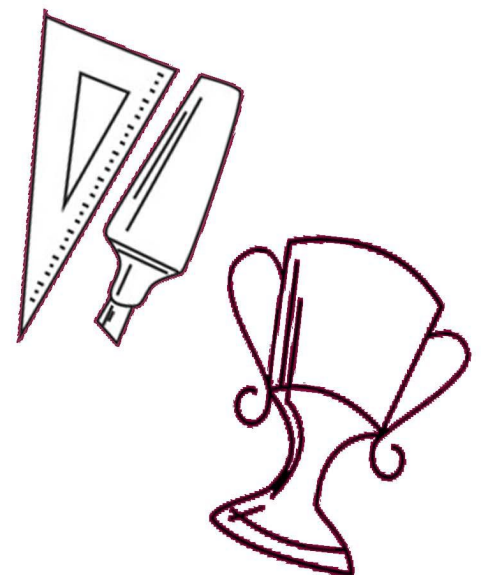
## ENTJ



**COMMANDER**

CHALLENGING  
DECISIVE  
PLANFUL  
STRATEGIC  
LOGICAL

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## ***CHAPTER 02***

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

**INTJ** (*Mastermind*)

# INTJ *Born Talents*



Analytical تجزیاتی

Organized منظم

Autonomous خود مختار

Original اصل

Determined پر عزم

Private خفیہ

Firm مضبوط

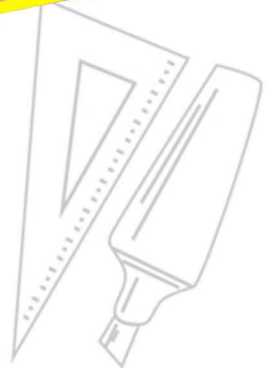
System-minded ذہنی نظام

Global عالمی

Theoretical نظریاتی

Independent آزاد

Visionary خیالی



# MASTERMIND (INTJ)



Quite, reserved, & somewhat detached; need time alone to conceptualize

Comfortable directing others, but less interested in direct supervision

Critically analyze, question, & challenge everything before they accept it

Will offer advice & a solution rather than explore options

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

- The opportunity to work independently, thinking things through at great depth and preparing fully before presenting my work.
- Creative and intellectual challenges that keep me stimulated and involved with my work.
- Evaluation and compensation that is based upon my perseverance and accomplishments, where I am respected by others in my field.
- The freedom to take a task and run with it, maintain control over its outcome, and use my judgment and creativity to complete it according to my own high standards of success.
- Projects that let me constantly increase my knowledge and competence and develop original solutions to new problems.

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

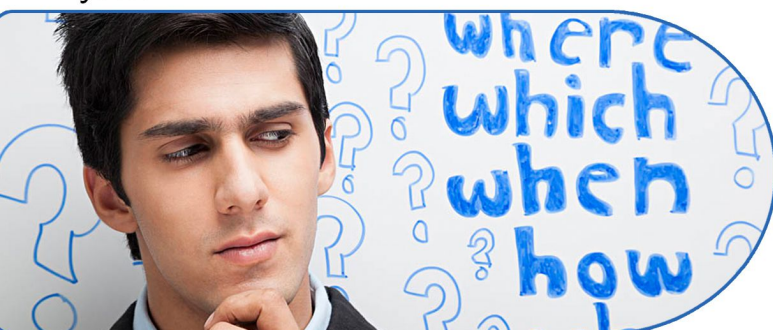
- Brainstorming and strategizing new ways of doing things.
- Working alone for extended periods of time with great depth of focus.
- Analyzing technical problems and using logic to understand them.
- Understanding complex issues and difficult problems.
- Taking on intellectual challenges.
- Using creativity to develop ingenious and original systems.

## ***Work Related Strengths***

- Ability to focus and concentrate deeply on issues.
- Ability to see possibilities and implications.
- Enjoyment of complex theoretical and intellectual challenges.
- Aptitude for creative problem solving; ability to examine issues objectively.
- Single-minded determination to reach your goals even in face of opposition.
- Confidence and commitment to your vision.
- Strong motivation to be competent and excel.
- Ability to work well alone; independent and self-directed.
- High standards and strong work ethic.
- Ability to create systems and models to achieve your objectives.
- Comfort with technology.
- Logical and analytical decision-making skills.
- Decisiveness and strong organizational skills.

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

- Loss of interest in projects after creative process has been completed.
- Tendency to drive others as hard as you drive yourself.
- Impatience with others who are not as quick as you are.
- Difficulty working with or for others you consider less competent.
- Brusqueness and lack of tact and diplomacy, especially when you are rushed.
- Lack of interest in mundane details.
- Inflexibility about your ideas.
- Tendency to want to improve things that don't need improving.
- Tendency to be too theoretical and not consider practical realities.
- Tendency to not adequately appreciate and praise employees, colleagues, and others.
- Reluctance to reexamine issues already decided.
- Propensity to overemphasize work life to the detriment of home life.
- Impatience with "social niceties" required of some jobs.



# INTJ Career Trends and Potential Strengths

## Career Trends

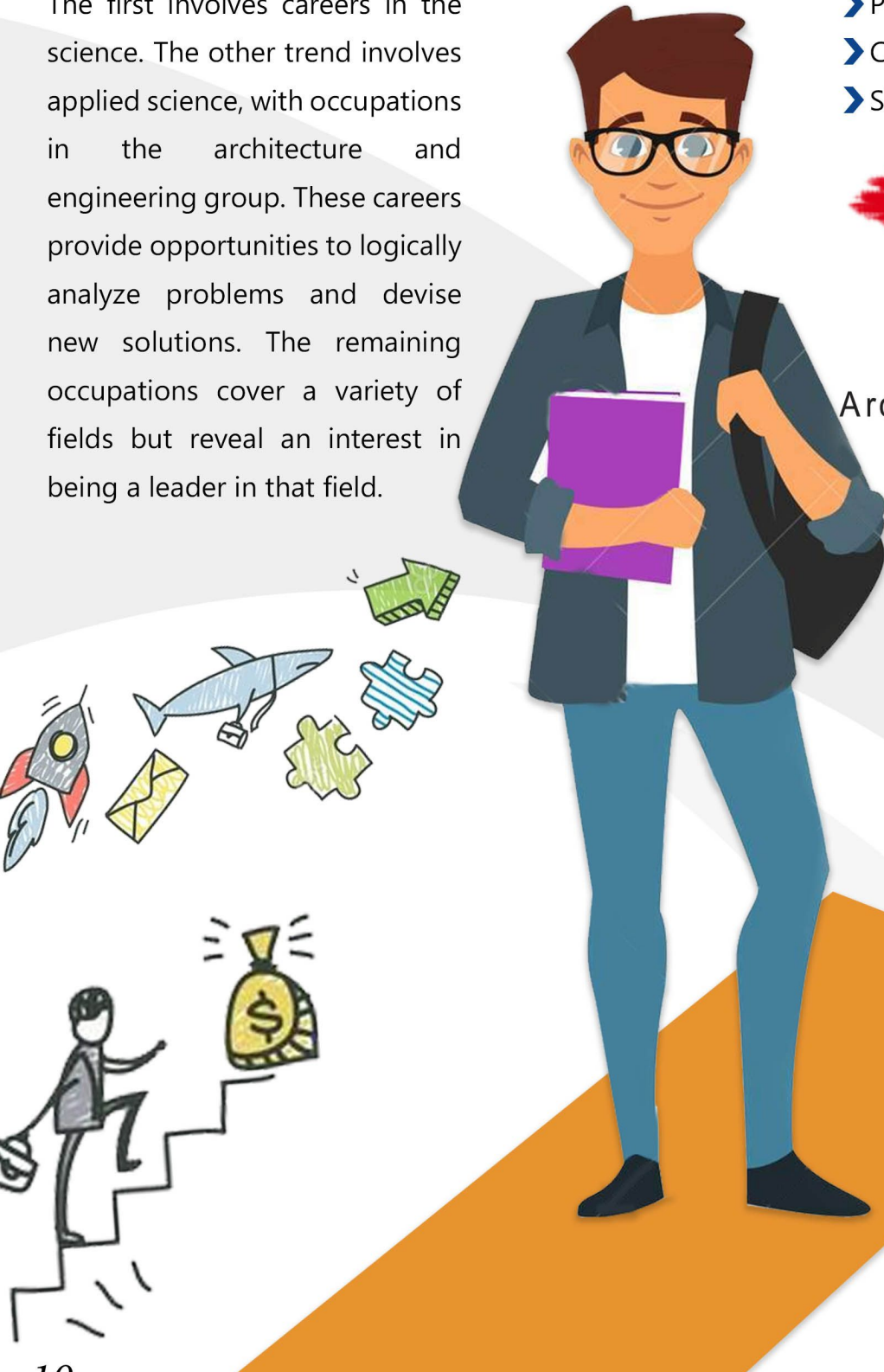
There are two major trends in the occupations that appeal to INTJs. The first involves careers in the science. The other trend involves applied science, with occupations in the architecture and engineering group. These careers provide opportunities to logically analyze problems and devise new solutions. The remaining occupations cover a variety of fields but reveal an interest in being a leader in that field.

## Potential Strengths

- Long-range vision
- Analytical thinking
- Problem solving at a system level
- Conceptual design
- Skill at planning

## کیرئیر ٹرینڈ :

دو طرح کے پیشے ایسے ہیں جو INTJ کو پسند آتے ہیں۔ پہلا Science ہے، دوسرے رجحانات میں Architecture، Applied Science اور Engineering جیسے پیشے آجاتے ہیں۔ یہ کیریئر منطقی اور نئے حل فراہم کرنے کا موقع فراہم کرتے ہیں، باقی مختلف قسم کے کچھ ایسے پیشے ہیں جن میں وہ Leader بننے کی دلچسپی ظاہر کرتے ہیں۔



# Popular Occupations of INTJ

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

## TECHNOLOGY

- Biomedical researcher
- Information service developer
- Software and system researcher
- Software developer
- Network administrator
- Systems administrator
- Webmaster
- Database administrator
- Systems analyst
- Computer animator
- Local area network (LAN)
- Computer engineer
- Desktop publishing specialist
- Java programmer
- Web developer
- Application architect
- Computer security specialist
- Broadcast engineer

## EDUCATION

- Academic curriculum designer
- Anthropologist
- Curator
- Historian
- Philosopher

## CREATIVE

- Graphic designer
- Editor/art director
- Columnist, critic, and commentator
- Director, stage, motion picture

## BUSINESS/FINANCE

- Telecommunications security
- Investment banker
- International banker
- Financial analyst
- Treasure or controller
- Private sector executive
- Business analyst

## HEALTHCARE/MEDICINE

- Pharmaceutical researcher
- Biomedical researcher
- Pathologist
- Microbiologist
- Geneticist
- Biophysicist
- Experimental psychologist

## PROFESSIONAL

- Management consultant
- Investment/business analyst
- Intellectual properties attorney
- Aerospace engineer
- Nuclear engineer
- Environmental scientist
- Intelligence specialist
- Criminalist & ballistics expert
- Project manager



# Less Popular Occupations of INTJ

People with INTJ preference are less often attracted to careers and occupations in sales, office administration, personal care and services, health-care support, food preparation and service, and construction. They are also typically found less often in careers characterized by a great deal of nurturing work; relationship-oriented work; work that requires practical, routine production or delivery of services; or careers that depend predominantly on hands-on work, attention to detail, and/or adherence to structures imposed by others.





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

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Best of Luck

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