

# Myers-Briggs Type Indicator®

## Type Description



# INTJ

Introversion ▪ Intuition ▪ Thinking ▪ Judging

The 16 MBTI® Types			
ISTJ	ISFJ	INFJ	<b>INTJ</b>
ISTP	ISFP	INFP	INTP
ESTP	ESFP	ENFP	ENTP
ESTJ	ESFJ	ENFJ	ENTJ

INTJs have original minds and great drive for implementing their ideas and achieving their goals. They have long-range vision and quickly find meaningful patterns in external events. They are independent, skeptical, and critical and have high standards of competence and performance for themselves and others.

They value health, home, family, and achievement.

INTJs represent approximately 2% of the U.S. population.

### INTJ Descriptors

- Original
- Creative
- Visionary
- Insightful
- Innovative
- Logical
- Objective
- Critical
- Skeptical
- Analytical
- Rational
- Abstract
- Hard driving
- Determined
- Independent
- Private
- Reserved
- Detached
- Organized
- Decisive



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### Characteristics of INTJs

- INTJs have a clear vision of future possibilities.
- Their faith in their inner vision can move mountains. Problems only stimulate them—the impossible takes a little longer, but not much.
- They quickly see patterns in external events and develop long-range plans.
- INTJs are relentless innovators.
- They make their decisions based on logic and analysis.

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### INTJs with others

- INTJs often present a calm, decisive, and assured face to others.
- They may find it difficult to engage in social conversation, preferring to talk about abstract ideas.
- Others may find them hard to get to know or even aloof.
- INTJs tend to respect only people who meet their high standards of competence.
- Because they have high standards and because they are so good at analysis, they may appear critical of others.
- They value others who think and act as independently as they do.



### INTJs at work

- The boldness of INTJs' Intuition preference may be of immense value in many fields.
- They are excellent long-range planners and often rise to positions of leadership in groups or organizations.
- They want to see their inspirations worked out in practice, applied, and accepted by the rest of the world.
- INTJs drive others almost as hard as they drive themselves.
- When necessary, they can focus on the details of a project in order to realize their vision.
- They will take charge, organize a job, and carry it through.
- INTJs often value and use confidently their intuitive insights in fields such as science, engineering, invention, politics, and philosophy.
- They are less satisfied in any job that limits or restricts their vision and innovation.

### Potential blind spots for INTJs

- If INTJs have not developed their Intuition, they may not take in enough information or may take in only information that fits their inner vision and make poor decisions as a result.
- Also, they may concentrate so hard on their goal that they fail to look for other information that might conflict with the goal.
- If they have not developed their Thinking preference, INTJs may not have reliable ways of translating their valuable insights into real-world applications.
- Also, if their Thinking preference is undeveloped, they will be unable to criticize their inner vision and may not listen to the opinions of others. They will therefore be unable to shape their inspirations into effective action.
- Appreciating others may be hard for INTJs, and they may ignore other people's values and feelings.