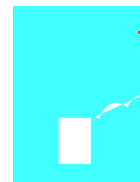


# ISTJ



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Introverted Sensing Thinking Judging

## Work Related Strengths:

- x Precise and accurate in all work
- x Follow established routines and procedures
- x Have excellent power of concentration and are able to work along without the need for socializing
- x Great maintainer of organizations
- x Stable, dependable, and can be counted on to follow through

## Work Related Weaknesses:

- x May have trouble adapting to changing systems
- x May need to see practical application to accept new ideas
- x Tend not to like change; may be inflexible
- x May not understand needs different from their own
- x May underestimate themselves and their contribution to the organization

## CAREER SATISFACTION means doing work that:

1. Is technical in nature and lets me depend on my ability to use and remember important facts and details
2. Involves a real product or service done in a thoughtful, logical, and efficient way, preferably using standard operating procedures
3. Lets me be independent, with plenty of time to work alone and use my excellent powers of concentration to complete projects and/or tasks
4. Is done in a stable and traditional environment, where I will not be required to take unnecessary risks or use untested or experimental approaches
5. Has results that are tangible and measurable, where precision and exacting standards are used and respected
6. Has explicit objectives and a clearly defined organizational structure
7. Gives me adequate time to prepare before presenting or turning in my work, preferably in a one-on-one or small group setting
8. Gives me increasing levels of responsibility, with a minimum of social politics, where I am evaluated on how well I have achieved the requirements of the job description and am appreciated for my contributions
9. Is done in an environment where my practical judgment and experience are valued and rewarded
10. Allows me to set and reach stated goals by providing me with the necessary resources

## Popular Occupations for ISTJs

In listing occupations that are popular among ISTJs, it is important to note that there are successful people of all types in all occupations. However, the following are careers ISTJs may find particularly satisfying and some of the reasons why. This is by no means a comprehensive listing but is included to suggest possibilities you may not have previously considered. Although all of these occupations offer the potential for career satisfaction, the future demand for some careers is anticipated to be greater than for others.

### Business

Auditor	Office manager
Manager/supervisor	Word processing specialist
Efficiency expert/analyst	Insurance underwriter
Logistics and supply manager	Regulatory compliance officer
Chief information officer	Accountant/actuary
Bill and account collector	Property manager: commercial/residential
Construction and building inspector	Government inspector
Construction manager	Purchasing agent and contract specialist
Cost estimator	Insurance claims examiner
Statistician	Technical writer
Association manager and adviser	Real estate appraiser

ISTJs often enjoy careers in business and excel in the areas of managing systems and keeping things running smoothly. They usually prefer traditional, established organizations or businesses and by their presence provide a stabilizing effect on an organization. They are efficient and thorough in keeping track of

Finance

Bank examiner	Investment securities officer
Tax preparer and examiner	Stockbroker
Estate planner	Credit analyst
Budget analyst	Cost estimator
Treasurer, controller, and chief executive officer	

ISTJs are often said to have a head for numbers. They use and remember facts and details and can cite evidence to support their views. They are not easily distracted and work painstakingly to complete tasks accurately and meticulously. Careers in finance often require the ability to work well alone, absorb great amounts of data, and follow through on the precise execution of the computation.

Education

School principal	Librarian
Administrator	Teacher: technical/industrial/math/physical education
Archivist	

Careers in education are often satisfying for ISTJs, especially those involving administrative or technical subjects. They do well when overseeing the operation of a school or curriculum. They look for practical possibilities and ways to maintain systems. Administrative and library careers enable the ISTJ to work independently, using objective analysis in keeping order or monitoring student test scores and budgets. Teaching can be enjoyable for ISTJs when working with technical and practical subjects, where there are plenty of opportunities for hands-on teaching and learning.

Legal/Technical

Law researcher	Electrician
Engineer	Mechanic
Computer programmer	Technical writer
Legal secretary/paralegal	Pharmaceutical sales/researcher
EEG technologist/technician	Geologist
Meteorologist	Airline mechanic
Agricultural scientist	Reliability engineer
Database administrator	Systems analyst
Web editor	Computer engineer
Data processing equipment repairer	Hardware engineer
Hardware/software tester	Judge/magistrate
Criminalist and ballistics expert	Court clerk
Electronics repairer	Mechanical/electrical/industrial engineer

These careers offer ISTJs the chance to use technical skills and work with products that demand exacting accuracy. Because they take nothing for granted, they catch slips and oversights, and follow necessary procedures and systems faithfully. Many of these occupations give ISTJs the chance to work alone, employing their tremendous powers of concentration and applying their excellent factual recall and mastery of skills.

