

# INTJ

*Introverted intuition (Ni) - Extroverted thinking (Te)*

## MAIN CHARACTERISTICS

### PERSONALITY

INTJs are independent; rather, they are guided by their personal convictions and seek to achieve them without being distracted from their goals. They have great confidence in themselves; the contradiction must be solidly argued for it to have a hold on them.

They are innovators who do not allow themselves to be impressed by preconceived ideas; if they accept traditional ways of doing things, it is only when they have proven their effectiveness and profitability. Otherwise, INTJs look at everything with fresh eyes.

They have within themselves a goal of permanent improvement which they apply to any situation, personal, family, professional. What is going well can go even better. And what gets better proves that we are on the right track to improve further. They are perfectionists not out of obsession but out of a taste for quality and concern for profitability. When they feel they have reached the point where improvement is no longer possible, they lose interest in the task and look for a new area, possibly larger or more complex, where they can exercise their reorganizing skills.

For INTJs, reality must conform to the vision and model they have developed. Reality is malleable, it must be constructed; the models are there to be applied and translated into reality. The more complex the problems, the more pleasure INTJs will find in developing theories and models to solve them.

INTJs do the same when they need to learn; they like to develop their own approach to problems, starting from universal principles and establishing them as theories and models. To do this, they will use all the means at their disposal, libraries, conferences, courses, discussions. Their main requirement concerns the quality of those who are supposed to teach them; they will quickly turn away from it if they do not find in themselves the required competence.

### PROFESSIONAL LIFE

INTJs stand out at work for their qualities as designers, visionaries, and the sense they have of the entire organization and its long-term goals. This predisposes them to positions of high responsibility; INTJs are often found at the top of the company they work for.

INTJs only recognize competent authority; title, status, hierarchical rank have no meaning for them if their holder does not demonstrate their usefulness and knowledge. Otherwise, their independence of mind will lead them to ignore it.

INTJs are hard workers, for whom professional activity is of great importance to the extent that it is the ideal place to apply models to reality. They demand a lot from themselves and others, a job well done being its own reward.

They excel in areas requiring long-term vision and the application of models: applied mathematics, technology, engineering. This is where INTJs feel particularly comfortable, but it is obviously possible for them to pursue any other type of activity that interests them.

## REACTIONS TO STRESS

### FIRST LEVEL

In case of stress, INTJs will be able to vigorously develop intuitions not based on experience and on facts, and cling to them stubbornly, convinced that their model will prevail over reality.

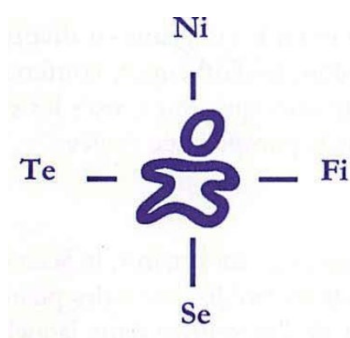
Their rational function can be expressed in a cold and impersonal way. Unbeknownst to them, INTJs will easily appear distant, even arrogant. They risk being overly critical. They frequently make what they think are suggestions but which are received by their interlocutors as attacks or peremptory judgments. They also tend to neglect or disdain the point of view of others, convinced as they are of the strength of their thinking and the validity of their vision and reasoning.

### SECOND LEVEL

Their usual reserve in matters of feelings can also give way to excesses of affectivity which overwhelms them. They may also experience feelings of incomprehension and abandonment. It will often be difficult for them to maintain rational behavior in material and financial relationships with people close to them.

Their feelings may manifest themselves in an eruptive or excessive manner; INTJs will then collect facts and figures almost obsessively, without necessarily linking them to the theory they intend to develop. They will also be able to let themselves enjoy sensations without control, in an unbridled way, in contrast to their usual rigor.

## DEVELOPMENT PATH



INTJs will firstly benefit from listening to their own values and what they feel, in order to give personal meaning to their action, to make it less theoretical and more personal.

This will then help them to listen and take into account the reactions of others more. They will gain a double advantage: on the one hand benefit from new ideas, on the other hand involve people in the design process so that they are then more comfortable in terms of execution.

Their extroverted feeling can then develop; they will discover the art of enjoying the present moment by taking pleasure in the unexpected, and this in very simple things of daily life. This will bring them a lot of joy and lightness. They will then be perceived differently by those around them as more accessible, less conceptual and demanding. The natural tendency of INTJs being to escape towards what they know how to do well, that is to say very quickly generalize the principle of what they do as soon as they have understood it, they will have to keep this attention

to the quality of the moment. This can be exercised in any activity of their choice which will connect them to practical reality, whether in their professional life or in their leisure time.

## INTJS SEEN BY THEMSELVES

" What I like to do :

- Write (letter, summary), design a project
- Learn complicated things (example: I studied Japanese)
- Work on the organization of a team, a department...
- Understand complex phenomena, make models
- Read (almost everything: I learned to read on my own around 5/6 years old before going to school)

What I don't like to do:

- Shopping for food
- Attend a family party with lots of people and where we always do the same thing (and there is no question of deviating from the rite otherwise the sisters-in-law will squawk)
- Repetitive tasks (I have never been able to learn to knit, I hate cooking recipes that require a long preparation time, I don't like sanding)

Where I succeed well, what stimulates me:

- Everything that is in the intellectual domain, which requires method and logic
- Change job or occupation
- Manage people taking into account their personality and experience

Where it goes wrong:

- Shake hands with everyone who arrives at the office in the morning
- I forget little things easily
- I don't like reproaches repeated several times
- Difficulties in learning requiring precision

When I am tasked with work that involves observation, gaining knowledge of situations and functioning, I often have the impression of being incapable of carrying out a real observation. I see nothing. I dread the question, for example after a factory visit: "So, what do you think?" » However, I often suddenly have a vision, an idea: "that's it, I saw, I have something to say". It is not always easy to share this vision, to explain it. Especially orally and especially immediately. I would like to spend my life living and observing things, above all having them told to me, then formalizing, structuring and theorizing them in writing.

I love others, but more from a distance than up close. This seems all the more true to me since they are my loved ones. »

## INTJS IN BRIEF

Features	Anticipation, vision, strategy, modeling
Environment	Intellectually exciting, leaving strong autonomy
Communication	Concise, focused on vision and objectives
Leadership	Based on competence, clarity of vision, of the implementation program
Learning	Through reading, personal reflection, in-depth discussions
Change	Depending on consistency with the long-term goal
Decision	Logical, impersonal, arising from the chosen strategy
Stress 1	Coldness, criticism, obstinacy
Stress 2	Sensory excesses, feelings of incomprehension and abandonment