

# **Strong & MBTI**

**Strong Theme = Enterprising**

**MBTI Type = INTJ**

## **The Theoretical Persuaders**

- **Management and administrative positions**
  - **Competitive business environments**
- **Designing systems for improving delivery of products & services**
  - **Goal-directed decisiveness**

# Strong Styles & MBTI

## STRONG WORK STYLE + INTJ

Your *Strong* result and MBTI preferences for Introversion and Thinking suggest that you may:

- Want a balance between time alone and time with co-workers
- Work best when you, rather than others, control your level of people contact
- Like to work alone for a while and then discuss the results of your work with a small group or team

## STRONG LEARNING ENVIRONMENT + INTJ

Your *Strong* result and MBTI preference for Intuition suggest that you would probably:

- Enjoy learning through lecture and reading
- Like exploring the broad theories and concepts that underlie your field of study
- Be interested in knowledge for its own sake
- Want a position in which conceptual knowledge is valued and continual learning opportunities are available

## STRONG LEADERSHIP STYLE + INTJ

Your *Strong* result and MBTI preference for Introversion suggest that you may:

- Adopt an outgoing and directive style, but only after much thought and reflection
- Enjoy being in charge of projects, but prefer infrequent interaction with those you manage
- Want a job that allows you to work independently on goals and strategies and then direct others to carry them out

# Strong Styles & MBTI

## STRONG RISK TAKING + INTJ

Your *Strong* result and MBTI preferences for Thinking and Judging suggest that you may:

- Be most comfortable in positions that provide opportunities to take on new challenges
- Take on new challenges when you have carefully planned for them
- Be willing to take risks in learning some new skill that will help you achieve your goals

## STRONG TEAM ORIENTATION + INTJ

Your *Strong* result and MBTI preference for Introversion suggest that you would probably:

- Work as part of a team and participate in group projects when necessary
- Be willing to collaborate on goal setting and problem solving when asked
- Share the recognition for group efforts when appropriate



# Career Fields

## CAREER FIELDS FOR ENTERPRISING + INTJ TYPES

The career fields to the right reflect both Enterprising work environments suggested by your *Strong* results and O\*NET™ job families that attract INTJ types. You can find out more about these career fields by looking up their codes at [www.online.onetcenter.org](http://www.online.onetcenter.org). Your career professional can help you explore many other career fields that may appeal to you. These are just a few suggestions to help you get started.

CAREER FIELD	O*NET CODE(S)
Corporate Executive Management	11-1011.02
Marketing Research	19-3021.00
Management Consulting	13-1111.00
Law and Politics	11-1011.01 23-1011.00

Research market conditions in local, regional, or national areas to determine potential sales of a product or service. May gather information on competitors, prices, sales, and methods of marketing and distribution. May use survey results to create a marketing campaign based on regional preferences and buying habits.

**Sample of reported job titles:** Market Research Analyst, Market Analyst, Project Manager, Market Research Consultant, Client Service and Consulting Manager, Market Research Manager, Product Line Manager, Business Development Specialist, Client Services Vice President, Communications Specialist

[www.online.onetcenter.org](http://www.online.onetcenter.org)

# Top Occupations

## YOUR TOP OCCUPATIONS

OCCUPATION	TYPICAL WORK TASKS	SELECTED KNOWLEDGE, SKILLS, ABILITIES (KSAs)
<b>Marketing Manager</b>	<ul style="list-style-type: none"> <li>Determine the demand for products and services and identify potential customers</li> <li>Develop pricing strategies</li> <li>Monitor trends that indicate the need for new products and services</li> </ul>	<ul style="list-style-type: none"> <li>Knowledge of methods for promoting and selling products or services</li> <li>Knowledge of management principles, including strategic planning, resource allocation, and coordination of people and resources</li> <li>Knowledge of processes for assessing customer needs and satisfaction and meeting quality standards</li> </ul>
<b>Financial Manager</b>	<ul style="list-style-type: none"> <li>Plan, direct, and coordinate accounting, investing, banking, securities, and other financial activities</li> <li>Develop control procedures for activities such as budgeting, cash and credit management, and accounting</li> <li>Direct preparation of financial statements, budgets, or reports required by regulatory agencies</li> </ul>	<ul style="list-style-type: none"> <li>Knowledge of economic and accounting principles and practices, the financial markets, banking, and the analysis and reporting of financial data</li> <li>Knowledge of business and management principles</li> <li>Knowledge of arithmetic, algebra, and statistics and their applications</li> </ul>

# Top Occupations

## YOUR TOP OCCUPATIONS (continued)

OCCUPATION	TYPICAL WORK TASKS	SELECTED KNOWLEDGE, SKILLS, ABILITIES (KSAs)
<b>Top Executive</b>	<ul style="list-style-type: none"> <li>Formulate business strategies and provide overall direction to organizations</li> <li>Review financial statements and activity reports to ensure that objectives are achieved</li> <li>Delegate responsibilities to subordinates</li> </ul>	<ul style="list-style-type: none"> <li>Knowledge of management principles involved in strategic planning, resource allocation, and leadership</li> <li>Knowledge of accounting principles and the analysis and reporting of financial data</li> <li>Ability to establish long-range objectives and specify the strategies and actions to achieve them</li> </ul>
<b>Attorney</b>	<ul style="list-style-type: none"> <li>Represent clients in criminal and civil litigation and other legal proceedings</li> <li>Draw up legal documents and manage cases</li> <li>Advise clients on legal or business transactions</li> </ul>	<ul style="list-style-type: none"> <li>Knowledge of laws, court procedures, and government regulations</li> <li>Ability to use logic and reasoning to identify the strengths and weaknesses of alternatives</li> <li>Skill in persuading others to change their minds or behavior</li> </ul>
<b>Operations Manager</b>	<ul style="list-style-type: none"> <li>Plan, direct, or coordinate a company's operations</li> <li>Manage daily operations and plan the use of materials and human resources</li> <li>Monitor processes to ensure that they efficiently and effectively provide needed products and services while staying within budget</li> </ul>	<ul style="list-style-type: none"> <li>Knowledge of management principles involved in strategic planning and coordination of people and resources</li> <li>Ability to establish concrete objectives and specify the actions needed to achieve them</li> </ul>