

# Strong & Myers-Briggs Insights

## - Strong Theme & MBTI Type Insights

- Enterprising and INTJ = Theoretical Persuaders
  - Like to persuade others, but not in a head on sales approach, rather through logic.
- Enterprising work environments
  - I like a fast paced environment - true, because I want to work in an industry that is leading edge
  - I am business oriented – true, because I am not really interested in non profit world
  - I am focused on those in positions of power & influence – true, because I want to be a senior executive
- INTJs at work
  - Enjoy strategic planning & problem solving at a systems level - true
  - Develop conceptual models – true, I like to understand what is happening at the highest level and then use a model to break it down
  - Apply tough-minded analysis – true, the conceptual model allows me to then perform analysis
  - Follow tasks through to completion – true, I do what I promise.
- Enterprising and INTJ individuals often like....
  - Management positions – true, I have had them in college and want to be part of a management development program in a company
  - Goal-directed decisiveness – true, I am very goal focused and I deliver what I promise.
  - Systems for improving delivery of products & services – true, I like to make things more efficient
- The report says “You may be appreciated for you ability to:”
  - Combine imagination & innovation with efficiency & productivity – while I am creative, I am also practical
  - Bring a future orientation to decision making – I am always thinking about the future
  - See the whole picture and envision how things could be done differently – that is why I use conceptual models
  - Follow through on projects and flex when necessary – I keep my promises

It also says “some Enterprising work environments may seem a bit too fast paced for you.” “Your need for reflection and concern with innovation may at times be viewed by others as putting a damper on their enthusiasm”

# Strong & Myers-Briggs Insights

## - Personal Style & MBTI Preferences Insights

- Strong Work style + INTJ preferences for Introversion & Thinking
  - Work best when you, rather than others, control your level of people contact – true, I don't like being forced to go to lots of meetings
  - Like to work alone for awhile and then share results with a small group or your team – true, that is exactly how I like working. Then I get feedback and some new ideas
- Strong Learning Environment + INTJ preference for Intuition
  - Interested in knowledge for its own sake – true, I enjoy learning things are loosely related or even tangential
  - Like exploring broad theories and concepts underlying your field – true, it allows me to develop conceptual models.
- Leadership style + INTJ preference for Introversion
  - Adopt an outgoing and directive style, but only after much thought and reflection – true, if I have done my homework I feel comfortable in a leadership position
  - Want a job that allows you to work independently on goals and then direct others to carry them out – true, I am more interested in ideas than implementation
- Risk taking + INTJ preferences for Thinking and Judging:
  - Be most comfortable in positions that provide opportunities to take on new challenges – true, I am career oriented and will find ways to move up
- Team orientation + INTJ preferences for Introversion
  - Work as part of a team and participate in group projects when necessary – true, while I enjoy working alone I know a lot of things require me to work in a team or group. It also gives me real world feedback on my work, plus I can pick up some information.

# Strong & Myers-Briggs Insights

## - Career Fields Insights

Below are career fields for Enterprising (Strong Theme) and INTJ (Myers-Briggs Type)

- Corporate Executive Management
- Marketing Research
- Management Consulting
- Law & Politics

The Report provided the O\*NET code for Management Consulting (13-1111.00). I went to the O\*NET Web site and looked up the information they have.

<http://www.onetonline.org/link/summary/13-1111.00>

## - Occupations Insights

- Financial Manager
  - Typical Work Tasks:
    - Plan, direct and coordinate accounting, financial analysis, investing
    - Direct preparation of financial statements, budgets or reports required by management or outside groups
  - Knowledge, Skills, Abilities
    - Knowledge of economic and accounting principles, analysis of financial data, financial markets
    - Knowledge of business and mgmt. practices
- Attorney
  - Typical Work Tasks:
    - Represents clients in criminal and civil litigation
    - Draw up legal documents and manage cases
    - Advise clients on legal or business transactions
  - Knowledge, Skills, Abilities
    - Knowledge of laws, court procedures and government regulations
    - Ability to use logic and reasoning to identify the strengths and weaknesses of alternatives
    - Skill in persuading others to change their minds or behavior

## - Additional Occupations to Explore

- Computer systems analyst
- Editor
- University Professor

# Strong & Myers-Briggs Insights

## - Good Match to Start Your Career Insights

- Two good options
  - Financial Analyst
  - Attorney
- Box 1 Questions: Strong Theme and Meyers-Briggs Type
  - Is this an intellectually challenging environment that focuses on the logical analysis of long-range possibilities?
    - Financial Analyst - YES
    - Attorney - YES
  - Is this an environment in which originality and finding new approaches to problem solving are rewarded?
    - Financial Analyst - YES
    - Attorney - YES
  - Will I be required to focus on precise facts and details, or to spend more time on bottom-line practicality than I like?
    - Financial Analyst - YES
    - Attorney - YES

If you answered “yes” to the first two questions, you are probably considering a career or occupation that is a good fit for your INTJ preferences. The third question is a heads-up: Work often includes tasks that are not very appealing. But it is important that such tasks don’t take up the majority of your work time.

- Box 2 Questions: Strong Enterprising Theme
  - Is this work environment more fast paced and profit oriented than reflective and idea driven?
    - Financial Analyst - NO
    - Attorney - NO
  - Would I spend more time managing projects and selling products than solving abstract problems
    - Financial Analyst - NO
    - Attorney - NO
  - Would this job allow me to be ambitious, persuasive, and entrepreneurial?
    - Financial Analyst - YES
    - Attorney - YES

If you answered “no” to any of these questions, try to find a work environment that is a closer fit with your Enterprising Theme.

# **Strong & Myers-Briggs Insights**

- **Overall Strong & Meyers-Briggs Insights**
  - Fast paced environment
  - Work with other people
  - Learn to promote others
  - Know marketing strategy
  - Identify audiences