Exploring Your Personality and Major

Learning Objectives

Read to answer these key questions:

• What are the different personality types?

• What is my personality type?

• What are my personal strengths?

• How is personality type related to choice of a major and career?

• What are the characteristics of my ideal career?

• What careers and majors should I consider based on my personality type?

• What are some other factors in choosing a major?
To assure your success in college, it is important to choose the major that is best for you. If you choose a major and career that match your personality, interests, aptitudes, and values, you will enjoy your studies and excel in your work. It was Picasso who said that you know you enjoy your work when you do not notice the time passing by. If you can become interested in your work and studies, you are on your way to developing passion and joy in your life. If you can get up each morning and enjoy the work that you do (at least on most days), you will surely have one of the keys to happiness.

Choose a Major That Matches Your Gifts and Talents

The first step in choosing the major that is right for you is to understand your personality type. Psychologists have developed useful theories of personality that can help you understand how personality type relates to the choice of major and career. The personality theory used in this textbook is derived from the work of Swiss psychologist Carl Jung (1875–1961). Jung believed that we are born with a predisposition for certain personality preferences and that healthy development is based on the lifelong nurturing of inborn preferences rather than trying to change a person to become something different. Each personality type has gifts and talents that can be nurtured over a lifetime.

While assessments are not exact predictors of your future major and career, they provide useful information that will get you started on the path of career exploration and finding the college major that is best suited to you. Knowledge of your personality and the personalities of others is not only valuable in understanding yourself, but also in appreciating how others are different. This understanding of self and others will empower you to communicate and work effectively with others. Complete the Do What You Are personality assessment that is included with this textbook before you begin this chapter. (See the inside front cover for further information.)

Understanding Personality Types

Just as no two fingerprints or snowflakes are exactly alike, each person is a different and unique individual. Even with this uniqueness, however, we can make some general statements about personality. When we make generalizations, we are talking about averages. These averages can provide useful information about ourselves and other people, but it is
important to remember that no individual is exactly described by the average. As you read through the following descriptions of personality types, keep in mind that we are talking about generalizations or beginning points for discussion and thoughtful analysis.

As you read through your personality description from Do What You Are and the information in this text, focus on your personal strengths and talents. Building on these personal strengths has several important benefits. It increases self-esteem and self-confidence, which contribute to your success and enjoyment of life. Building on your strengths provides the energy and motivation required to put in the effort needed to accomplish any worthwhile task. The assessment also identifies some of your possible weaknesses or “blind spots.” Just be aware of these blind spots so that they do not interfere with your success. Being aware of your blind spots can even be used to your advantage. For example, some personality types thrive by working with people. A career that involves much public contact is a good match for this personality type, whereas choosing a career where public contact is limited can lead to job dissatisfaction. Knowing about your personality type can help you make the right decisions to maximize your potential.

Personality type has four dimensions:

1. Extraversion or Introversion
2. Sensing or Intuition
3. Thinking or Feeling
4. Judging or Perceiving

These dimensions of personality will be defined and examined in more depth in the sections that follow.

**Extraversion or Introversion**

The dimension of extraversion or introversion defines how we interact with the world and how our energy flows. In the general school population, 75 percent of students are usually extraverts and 25 percent are introverts.

*Extraverts (E)* focus their energy on the world outside themselves. They enjoy interaction with others and get to know a lot of different people. They enjoy and are usually good at communication. They are energized by social interaction and prefer being active. These types are often described as talkative and social.

*Introverts (I)* focus their energy on the world inside of themselves. They enjoy spending time alone to think about the world in order to understand it. Introverts prefer more limited social contacts, choosing smaller groups or one-on-one relationships. These types are often described as quiet or reserved.

We all use the introvert and extravert modes while functioning in our daily lives. Whether a person is an extravert or an introvert is a matter of preference, like being left- or right-handed. We can use our nondominant hand, but it is not as comfortable as using our dominant hand. We are usually more skillful in using the dominant hand. For example, introverts can learn to function well in social situations, but later may need some peace and quiet to recharge. On the other hand, social contact energizes the extravert.

*One personality type is not better than the other: it is just different.* Being an extravert is not better than being an introvert. Each type has unique gifts and talents that can be used in different occupations. An extravert might enjoy working in an occupation with lots of public contact, such as being a receptionist or handling public relations. An introvert might enjoy being an accountant or writer. However, as with all of the personality dimensions, a person may have traits of both types.
**Introverts and Extraverts**

The list below describes some qualities of introverts and extraverts. For each pair of items, quickly choose the phrase that describes you best and place a checkmark next to it. Remember that one type is not better than another. You may also find that you are a combination type and act like an introvert in some situations and an extravert in others. Each type has gifts and talents that can be used in choosing the best major and career for you. To get an estimate of your preference, notice which column has the most checkmarks.

**Introvert (I)**
- Energized by having quiet time alone
- Tend to think first and talk later
- Tend to think things through quietly
- Tend to respond slowly, after thinking
- Avoid being the center of attention
- Difficult to get to know, private
- Have a few close friends
- Prefer quiet for concentration
- Listen more than talk
- View telephone calls as a distraction
- Talk to a few people at parties
- Share special occasions with one or a few people
- Prefer to study alone
- Prefer the library to be quiet
- Described as quiet or reserved
- Work systematically

**Extravert (E)**
- Energized by social interaction
- Tend to talk first and think later
- Tend to think out loud
- Tend to respond quickly, before thinking
- Like to be the center of attention
- Easy to get to know, outgoing
- Have many friends, know lots of people
- Can read or talk with background noise
- Talk more than listen
- View telephone calls as a welcome break
- Talk to many different people at parties
- Share special occasions with large groups
- Prefer to study with others in a group
- Talk with others in the library
- Described as talkative or friendly
- Work through trial and error

Here are some qualities that describe the ideal work environment. Again, as you read through each pair of items, place a checkmark next to the work environment that you prefer.

**Introvert (I)**
- Work alone or with individuals
- Quiet for concentration
- Communication one-on-one
- Work in small groups
- Focus on one project until complete
- Work without interruption
- **Total** (from both charts above)

**Extravert (E)**
- Much public contact
- High-energy environment
- Present ideas to a group
- Work as part of a team
- Variety and action
- Talk to others
- **Total** (from both charts above)
Do these results agree with your personality assessment on the Do What You Are? If your results are the same, this is a good indication that your results are useful and accurate. Are there some differences with the results obtained from your personality assessment? If your results are different, this provides an opportunity for further reflection about your personality type. Here are a couple of reasons why your results may be different.

1. You may be a combination type with varying degrees of preference for each type.
2. You may have chosen your personality type on the Do What You Are based on what you think is best rather than what you truly are. Students sometimes do this because of the myth that there are good and bad personality types. It is important to remember that each personality type has strengths and weaknesses. By identifying strengths, you can build on them by choosing the right major and career. By being aware of weaknesses, you can come up with strategies to compensate for them to be successful.

Look at the total number of checkmarks for extravert and introvert on the two above charts. Do you lean toward being an introvert or an extravert? Remember that one type is not better than the other and each has unique gifts and talents. On the chart below, place an X on the line to indicate how much you prefer introversion or extraversion. If you selected most of the introvert traits, place your X somewhere on the left side. If you selected most of the extravert traits, place your X somewhere on the right side. If you are equally introverted and extraverted, place your X in the middle.

Introvert ________________________________ Extravert

Do you generally prefer introversion or extraversion? In the box below, write I for introversion or E for extraversion. If there is a tie between E and I, write I.

Notice that it is possible to be a combination type. At times you might prefer to act like an introvert, and at other times you might prefer to act like an extravert. It is beneficial to be able to balance these traits. However, for combination types, it is more difficult to select specific occupations that match this type.

Journal Entry #1

Look at the results from Do What You Are and your own self-assessment above. Are you an introvert or an extravert or a combination of these two types? Can you give examples of how it affects your social life, school, or work? Write a paragraph about this preference.
Sensing or Intuition

The dimension of sensing or intuition describes how we take in information. In the general school population, 70 percent of students are usually sensing types and 30 percent are intuitive types.

**Sensing (S)** persons prefer to use the senses to take in information (what they see, hear, taste, touch, smell). They focus on “what is” and trust information that is concrete and observable. They learn through experience.

**Intuitive (N)** persons rely on instincts and focus on “what could be.” While we all use our five senses to perceive the world, intuitive people are interested in relationships, possibilities, meanings, and implications. They value inspiration and trust their “sixth sense” or hunches. (Intuitive is designated as N so it is not confused with I for Introvert.)

We all use both of these modes in our daily lives, but we usually have a preference for one mode or the other. Again, there is no best preference. Each type has special skills that can be applied to the job market. For example, you would probably want your tax preparer to be a sensing type who focuses on concrete information and fills out your tax form correctly. An inventor or artist would probably be an intuitive type.

### Sensing and Intuitive

Here are some qualities of sensing and intuitive persons. As you read through each pair of items, quickly place a checkmark next to the item that usually describes yourself.

<table>
<thead>
<tr>
<th>Sensing (S)</th>
<th>Intuitive (N)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trust what is certain and concrete</td>
<td>Trust inspiration and inference</td>
</tr>
<tr>
<td>Prefer specific answers to questions</td>
<td>Prefer general answers that leave room for interpretation</td>
</tr>
<tr>
<td>Like new ideas if they have practical applications (if you can use them)</td>
<td>Like new ideas for their own sake (you don’t need a practical use for them)</td>
</tr>
<tr>
<td>Value realism and common sense</td>
<td>Value imagination and innovation</td>
</tr>
<tr>
<td>Think about things one at a time and step by step</td>
<td>Think about many ideas at once as they come to you</td>
</tr>
<tr>
<td>Like to improve and use skills learned before</td>
<td>Like to learn new skills and get bored using the same skills</td>
</tr>
<tr>
<td>More focused on the present</td>
<td>More focused on the future</td>
</tr>
<tr>
<td>Concentrate on what you are doing</td>
<td>Wonder what is next</td>
</tr>
<tr>
<td>Do something</td>
<td>Think about doing something</td>
</tr>
<tr>
<td>See tangible results</td>
<td>Focus on possibilities</td>
</tr>
<tr>
<td>If it isn’t broken, don’t fix it</td>
<td>There is always a better way to do it</td>
</tr>
</tbody>
</table>
Exploring Your Personality and Major

Sensing (S)

Prefer working with facts and figures
Focus on reality
Seeing is believing
Tend to be specific and literal (say what you mean)
See what is here and now

INtuitive (N)

Prefer working with ideas and theories
Use fantasy
Anything is possible
Tend to be general and figurative (use comparisons and analogies)
See the big picture

Here are some qualities that describe the ideal work environment. Again, as you read through each pair of items, place a checkmark next to the work environment that you prefer.

Sensing (S)

Use and practice skills
Work with known facts
See measurable results
Focus on practical benefits
Learn through experience
Pleasant environment
Use standard procedures
Work step-by-step
Do accurate work

INtuitive (N)

Learn new skills
Explore new ideas and approaches
Work with theories
Use imagination and be original
Freedom to follow your inspiration
Challenging environment
Invent new products and procedures
Work in bursts of energy
Find creative solutions

Total (from both charts above)

Total (from both charts above)

Look at the two charts above and see whether you tend to be more sensing or intuitive. One preference is not better than another: it is just different. On the chart below, place an X on the line to indicate your preference for sensing or intuitive. Again, notice that it is possible to be a combination type with both sensing and intuitive preferences.

Sensing______________________________________________________Intuitive

Do you generally prefer sensing or intuition? In the box below, write S for sensing or N for intuitive. If there is a tie between S and N, write N.

Journal Entry #2

Look at the results from Do What You Are and your own self-assessment above. Are you a sensing, intuitive, or combination type? Can you give examples of how it affects your social life, school, or work? Write a paragraph about this preference.
**Thinking or Feeling**

The dimension of thinking or feeling defines how we prefer to make decisions. In the general school population, 60 percent of males are thinking types and 40 percent are feeling types. For females, 60 percent are feeling types and 40 percent are thinking types.

**Thinking (T)** individuals make decisions based on logic. They are objective and analytical. They look at all the evidence and reach an impersonal conclusion. They are concerned with what they think is right.

**Feeling (F)** individuals make decisions based on what is important to them and matches their personal values. They are concerned about what they feel is right.

We all use logic and have feelings and emotions that play a part in decision making. However, the thinking person prefers to make decisions based on logic, and the feeling person prefers to make decisions according to what is important to self and others. This is one category in which men and women often differ. Most women are feeling types, and most men are logical types. When men and women are arguing, you might hear the following:

Man: “I think that . . .”

Woman: “I feel that . . .”

By understanding these differences, it is possible to improve communication and understanding. Be careful with generalizations, since 40 percent of men and women would not fit this pattern.

When thinking about careers, a thinking type would make a good judge or computer programmer. A feeling type would probably make a good social worker or kindergarten teacher.

---

**Activity**

**Thinking and Feeling**

The following chart shows some qualities of thinking and feeling types. As you read through each pair of items, quickly place a checkmark next to the items that usually describe yourself.

<table>
<thead>
<tr>
<th>Thinking (T)</th>
<th>Feeling (F)</th>
</tr>
</thead>
<tbody>
<tr>
<td>_____ Apply impersonal analysis to problems</td>
<td>_____ Consider the effect on others</td>
</tr>
<tr>
<td>_____ Value logic and justice</td>
<td>_____ Value empathy and harmony</td>
</tr>
<tr>
<td>_____ Fairness is important</td>
<td>_____ There are exceptions to every rule</td>
</tr>
<tr>
<td>_____ Truth is more important than tact</td>
<td>_____ Tact is more important than truth</td>
</tr>
<tr>
<td>_____ Motivated by achievement and</td>
<td>_____ Motivated by being appreciated by</td>
</tr>
<tr>
<td>accomplishment</td>
<td>others</td>
</tr>
<tr>
<td>_____ Feelings are valid if they are logical</td>
<td>_____ Feelings are valid whether they make</td>
</tr>
<tr>
<td>or not</td>
<td>sense</td>
</tr>
<tr>
<td>_____ Good decisions are logical</td>
<td>_____ Good decisions take others’ feelings</td>
</tr>
<tr>
<td></td>
<td>into account</td>
</tr>
</tbody>
</table>
Thinking (T)

- Described as cool, calm, and objective
- Love can be analyzed
- Firm-minded
- More important to be right
- Remember numbers and figures
- Prefer clarity
- Find flaws and critique
- Prefer firmness

Feeling (F)

- Described as caring and emotional
- Love cannot be analyzed
- Gentle-hearted
- More important to be liked
- Remember faces and names
- Prefer harmony
- Look for the good and compliment
- Prefer persuasion

Here are some qualities that describe the ideal work environment. As you read through each pair of items, place a checkmark next to the items that usually describe the work environment that you prefer.

Thinking (T)

- Maintain business environment
- Work with people I respect
- Be treated fairly
- Fair evaluations
- Solve problems
- Challenging work
- Use logic and analysis
- \textbf{Total} (from both charts above)

Feeling (F)

- Maintain close personal relationships
- Work in a friendly, relaxed environment
- Be able to express personal values
- Appreciation for good work
- Make a personal contribution
- Harmonious work situation
- Help others
- \textbf{Total} (from both charts above)

While we all use thinking and feeling, what is your preferred type? Look at the charts above and notice whether you are more the thinking or feeling type. One is not better than the other. On the chart below, place an X on the line to indicate how much you prefer thinking or feeling.

Thinking \hspace{2cm} \textbf{Feeling}

Do you generally prefer thinking or feeling? In the box below, write T for thinking or F for feeling. If there is a tie between T and F, write F.

\[ \square \]

\textbf{Journal Entry #3}

Look at the results from Do What You Are and your own self-assessment above. Are you a thinking, feeling, or combination type? Can you give examples of how it affects your social life, school, or work? Write a paragraph about this preference.
Judging or Perceiving

The dimension of judging or perceiving refers to how we deal with the external world. In other words, do we prefer the world to be structured or unstructured? In the general school population, the percentage of each of these types is approximately equal.

**Judging (J)** types like to live in a structured, orderly, and planned way. They are happy when their lives are structured and matters are settled. They like to have control over their lives. **Judging does not mean to judge others.** Think of this type as being orderly and organized.

**Perceptive (P)** types like to live in a spontaneous and flexible way. They are happy when their lives are open to possibilities. They try to understand life rather than control it. **Think of this type as spontaneous and flexible.**

Since these types have very opposite ways of looking at the world, there is a great deal of potential for conflict between them unless there is an appreciation for the gifts and talents of both. In any situation, we can benefit from people who represent these very different points of view. For example, in a business situation, the judging type would be good at managing the money, while the perceptive type would be good at helping the business to adapt to a changing marketplace. It is good to be open to all the possibilities and to be flexible, as well as to have some structure and organization.

### Judging and Perceptive

As you **read through each pair of items**, quickly place a checkmark next to the items that generally describe yourself.

<table>
<thead>
<tr>
<th>Judging (J)</th>
<th>Perceptive (P)</th>
</tr>
</thead>
<tbody>
<tr>
<td>____ Happy when the decisions are made and finished</td>
<td>____ Happy when the options are left open; something better may come along</td>
</tr>
<tr>
<td>____ Work first, play later</td>
<td>____ Play first, do the work later</td>
</tr>
<tr>
<td>____ It is important to be on time</td>
<td>____ Time is relative</td>
</tr>
<tr>
<td>____ Time flies</td>
<td>____ Time is elastic</td>
</tr>
<tr>
<td>____ Feel comfortable with routine</td>
<td>____ Dislike routine</td>
</tr>
<tr>
<td>____ Generally keep things in order</td>
<td>____ Prefer creative disorder</td>
</tr>
<tr>
<td>____ Set goals and work toward them</td>
<td>____ Change goals as new opportunities arise</td>
</tr>
<tr>
<td>____ Emphasize completing the task</td>
<td>____ Emphasize how the task is done</td>
</tr>
<tr>
<td>____ Like to finish projects</td>
<td>____ Like to start projects</td>
</tr>
<tr>
<td>____ Meet deadlines</td>
<td>____ What deadline?</td>
</tr>
<tr>
<td>____ Like to know what I am getting into</td>
<td>____ Like new possibilities and situations</td>
</tr>
<tr>
<td>____ Relax when things are organized</td>
<td>____ Relax when necessary</td>
</tr>
<tr>
<td>____ Follow a routine</td>
<td>____ Explore the unknown</td>
</tr>
<tr>
<td>____ Focused</td>
<td>____ Easily distracted</td>
</tr>
<tr>
<td>____ Work steadily</td>
<td>____ Work in spurts of energy</td>
</tr>
</tbody>
</table>
Here are some qualities that describe the ideal work environment. Again, as you **read through each pair of items**, place a checkmark next to the work environment that you prefer.

**Judging (J)**
- Follow a schedule
- Clear directions
- Organized work
- Logical order
- Control my job
- Stability and security
- Work on one project until done
- Steady work
- Satisfying work
- Like having high responsibility
- Accomplish goals on time
- Clear and concrete assignments
- **Total** (from both charts above)

**Perceptive (P)**
- Be spontaneous
- Minimal rules and structure
- Flexibility
- Many changes
- Respond to emergencies
- Take risks and be adventurous
- Juggle many projects
- Variety and action
- Fun and excitement
- Like having interesting work
- Work at my own pace
- Minimal supervision
- **Total** (from both charts above)

Look at the charts above and notice whether you are more the judging type (orderly and organized) or the perceptive type (spontaneous and flexible). We need the qualities of both types to be successful and deal with the rapid changes in today's world. On the chart below, place an X on the line to indicate how much you prefer judging or perceiving.

Judging ________________________________  Perceptive

Do you generally have judging or perceptive traits? In the box below, write J for judging or P for perceptive. If there is a tie between J and P, write P.

---

**Journal Entry #4**

Look at the results from Do What You Are and your own self-assessment above. Are you a judging, perceptive, or combination type? Can you give examples of how it affects your social life, school, or work? Write a paragraph about this preference.

"Knowing thyself is the height of wisdom."

Socrates
Summarize Your Results

Look at your results above and summarize them on this composite chart. Notice that we are all unique, according to where the Xs fall on the scale.

Extravert (E) _____________________________________________________________ Introvert (I)

Sensing (S) ______________________________________________________________ Intuitive (N)

Thinking (T) _____________________________________________________________ Feeling (F)

Judging (J) ______________________________________________________________ Perceptive (P)

Write the letters representing each of your preferences.

The above letters represent your estimated personality type based on your understanding and knowledge of self. It is a good idea to confirm that this type is correct for you by completing the online personality assessment, Do What You Are.
Personality Types

Test what you have learned by selecting the correct answer to the following questions.

1. A person who is energized by social interaction is a/an:
   a. introvert
   b. extravert
   c. feeling type

2. A person who is quiet and reserved is a/an:
   a. introvert
   b. extravert
   c. perceptive type

3. A person who relies on experience and trusts information that is concrete and observable is a/an:
   a. judging type
   b. sensing type
   c. perceptive type

4. A person who focuses on “what could be” is a/an:
   a. perceptive type
   b. thinking type
   c. intuitive type

5. A person who makes decisions based on logic is a/an:
   a. thinker
   b. perceiver
   c. sensor

6. A person who makes decisions based on personal values is a/an:
   a. feeling type
   b. thinking type
   c. judging type

7. The perceptive type:
   a. has extrasensory perception
   b. likes to live life in a spontaneous and flexible way
   c. always considers feelings before making a decision

8. The judging type likes to:
   a. judge others
   b. use logic
   c. live in a structured and orderly way

9. Personality assessments are an exact predictor of your best major and career.
   a. true
   b. false

10. Some personality types are better than others.
    a. true
    b. false

How did you do on the quiz? Check your answers: 1. b, 2. a, 3. b, 4. c, 5. a, 6. a, 7. b, 8. c, 9. b, 10. b
Personality and Preferred Work Environment

Knowing your personality type will help you to understand your preferred work environment and provide some insights into selecting the major and career that you would enjoy. Selecting the work environment that matches your personal preferences helps you to be energized on the job and to minimize stress. Understanding other types will help you to work effectively with co-workers. As you read this section, think about your ideal work environment and how others are different.

**Extraverts** are career generalists who use their skills in a variety of ways. They like variety and action in a work environment that provides the opportunity for social interaction. Extraverts communicate well and meet people easily. They like to talk while working and are interested in other people and what they are doing. They enjoy variety on the job and like to perform their work in different settings. They learn new tasks by talking with others and trying out new ideas. Extraverts are energized by working as part of a team, leading others in achieving goals, and having opportunities to communicate with others.

**Introverts** are career specialists who develop in-depth skills. The introvert likes quiet for concentration and likes to focus on a work task until it is completed. They need time to think before taking action. This type often chooses to work alone or with one other person and prefers written communication such as emails to oral communication or presentations. They learn new tasks by reading and reflecting and using mental practice. Introverts are energized when they can work in a quiet environment with few interruptions. They are stressed when they have to work in a noisy environment and do not have time alone to concentrate on a project.

The **sensing** type is realistic and practical and likes to develop standard ways of doing the job and following a routine. They are observant and interested in facts and finding the truth. They keep accurate track of details, make lists, and are good at doing precise work. This type learns from personal experience and the experience of others. They use their experience to move up the job ladder. Sensing types are energized when they are doing practical work with tangible outcomes where they are required to organize facts and details, use common sense, and focus on one project at a time. They are stressed when they have to deal with frequent or unexpected change.

The **intuitive** type likes to work on challenging and complex problems where they can follow their inspirations to find creative solutions. They like change and finding new ways of doing work. This type focuses on the whole picture rather than the details. The intuitive type is an initiator, promoter, and inventor of ideas. They enjoy learning a new skill more than using it. They often change careers to follow their creative inspirations. Intuitive types are energized by working in an environment where they can use creative insight, imagination, originality, and individual initiative. They are stressed when they have to deal with too many details or have little opportunity for creativity.

The **thinking** type likes to use logical analysis in making decisions. They are objective and rational and treat others fairly. They want logical reasons before accepting any new ideas. They follow policy and are often firm-minded and critical, especially when dealing with illogical in others. They easily learn facts, theories, and principles. They are interested in careers with money, prestige, or influence. Thinking types are energized when they are respected for their expertise and recognized for a job well done. They enjoy working with others who are competent and efficient. They become stressed when they work with people they consider to be illogical, unfair, incompetent, or overly emotional.

The **feeling** type likes harmony and the support of co-workers. They are personal, enjoy warm relationships, and relate well to most people. Feeling types know their personal values and apply them consistently. They enjoy doing work that provides a service to people and often do work that requires them to understand and analyze their own emotions and those of others. They prefer a friendly work environment and like to learn with others. They enjoy careers in which they can make a contribution to humanity. Feeling types are energized by working in a friendly, congenial, and supportive work environment. They are stressed when there is conflict in the work environment, especially when working with controlling or demanding people.

The **judging** type likes a work environment that is structured, settled, and organized. They prefer work assignments that are clear and definite. The judging type makes lists and plans to get the job done on time. They make quick decisions and like to have the
work finished. They are good at doing purposeful and exacting work. They prefer to learn only the essentials that are necessary to do the job. This type carefully plans their career path. Judging types are energized by working in a predictable and orderly environment with clear responsibilities and deadlines. They become stressed when the work environment becomes disorganized or unpredictable.

The **perceptive** type likes to be spontaneous and go with the flow. They are comfortable in handling the unplanned or unexpected in the work environment. They prefer to be flexible in their work and feel restricted by structures and schedules. They are good at handling work which requires change and adaptation. They are tolerant and have a “live and let live” attitude toward others. Decisions are often postponed because this type wants to know all there is to know and explore all the options before making a decision. This type is often a career changer who takes advantage of new job openings and opportunities for change. Perceptive types are energized when the work environment is flexible and they can relax and control their own time. They are stressed when they have to meet deadlines or work under excessive rules and regulations.

**Personality and Decision Making**

Your personality type affects how you think and how you make decisions. Knowing your decision-making style will help you make good decisions about your career and personal life as well as work with others in creative problem solving. Each personality type views the decision-making process in a different way. Ideally, a variety of types would be involved in making a decision so that the strengths of each type could be utilized. As you read through the following descriptions, think about your personality type and how you make decisions as well as how others are different.

The **introvert** thinks up ideas and reflects on the problem before acting. The **extravert** acts as the communicator in the decision-making process. Once the decision is made, they take action and implement the decision. The **intuitive** type develops theories and uses intuition to come up with ingenious solutions to the problem. The **sensing** type applies personal experience to the decision-making process and focuses on solutions that are practical and realistic.

The thinking and feeling dimensions of personality are the most important factors in determining how a decision is made. Of course, people use both thinking and feeling in the decision-making process, but tend to prefer or trust either thinking or feeling. Those who prefer **thinking** use cause-and-effect reasoning and solve problems with logic. They use objective and impersonal criteria and include all the consequences of alternative solutions in the decision-making process. They are interested in finding out what is true and what is false. They use laws and principles to treat everyone fairly. Once a decision is made, they are firm-minded, since the decision was based on logic. This type is often critical of those who do not use logic in the decision-making process. The **feeling** type considers human values and motives in the decision-making process (whether they are logical or not) and values harmony and maintaining good relationships. They consider carefully how much they care about each of the alternatives and how they will affect other people. They are interested in making a decision that is agreeable to all parties. Feeling types are tactful and skillful in dealing with people.

It is often asked if thinking types have feelings. They do have feelings, but use them as a criterion to be factored into the decision-making process. Thinking types are more comfortable when feelings are controlled and often think that feeling types are too emotional. Thinking types may have difficulties when they apply logic in a situation where a feeling response is needed, such as in dealing with a spouse. Thinking types need to know that people are important in making decisions. Feeling types need to know that behavior will have logical consequences and that they may need to keep emotions more controlled to work effectively with thinking types.

**Judging** and **perceptive** types have opposite decision-making strategies. The judging type is very methodical and cautious in making decisions. Once they have gone through the decision-making steps, they like to make decisions quickly so that they can have closure and finish the project. The perceptive type is an adventurer who wants to look at all the possibilities before making a decision. They are open-minded and curious and often resist closure to look at more options.
If a combination of types collaborates on a decision, it is more likely that the decision will be a good one that takes into account creative possibilities, practicality, logical consequences, and human values.

**Personality and Time Management**

How we manage our time is not just a result of personal habits; it is also a reflection of our personality type. Probably the dimension of personality type most connected to time management is the judging or perceptive trait. **Judging** types like to have things under control and live in a planned and orderly manner. **Perceptive** types prefer more spontaneity and flexibility. Understanding the differences between these two types will help you to better understand yourself and others.

Judging types are naturally good at time management. They often use schedules as a tool for time management and organization. Judging types plan their time and work steadily to accomplish goals. They are good at meeting deadlines and often put off relaxation, recreation, and fun. They relax after projects are completed. If they have too many projects, they find it difficult to find time for recreation. Since judging types like to have projects under control, there is a danger that projects will be completed too quickly and that quality will suffer. Judging types may need to slow down and take the time to do quality work. They may also need to make relaxation and recreation a priority.

Perceptive types are more open-ended and prefer to be spontaneous. They take time to relax, have fun, and participate in recreation. In working on a project, perceptive types want to brainstorm all the possibilities and are not too concerned about finishing projects. This type procrastinates when the time comes to make a final decision and finish a project. There is always more information to gather and more possibilities to explore. Perceptive types are easily distracted and may move from project to project. They may have several jobs going at once. These types need to try to focus on a few projects at a time in order to complete them. Perceptive types need to work on becoming more organized so that projects can be completed on time.

Research has shown that students who are judging types are more likely to have a higher grade point average in the first semester. It has also been found that the greater the preference for intuition, introversion, and judgment, the better the grade point average. Why is this true? Many college professors are intuitive types that use intuition and creative ideas. The college environment requires quiet time for reading and studying, which is one of the preferences of introverts. Academic environments require structure, organization, and completion of assignments. To be successful in an academic environment requires adaptation by some personality types. Extroverts need to spend more quiet time reading and studying. Sensing types need to gain an understanding of intuitive types. Perceptive types need to use organization to complete assignments on time.
**Personality and Money**

Does your personality type affect how you deal with money? Otto Kroeger and Janet Thuesen make some interesting observations about how different personality types deal with money.

- **Judging types (orderly and organized).** These types excel at financial planning and money management. They file their tax forms early and pay their bills on time.
- **Perceptive types (spontaneous and flexible).** These types adapt to change and are more creative. Perceivers, especially intuitive perceivers, tend to freak out as the April 15 tax deadline approaches and as bills become due.
- **Feeling types (make decisions based on feelings).** These types are not very money-conscious. They believe that money should be used to serve humanity. They are often attracted to low-paying jobs that serve others.

In studying stockbrokers, these same authors note that ISTJs (introvert, sensing, thinking, and judging types) are the most conservative investors, earning a small but reliable return on investments. The ESTPs (extravert, sensing, thinking, perceptive types) and ENTPs (extravert, intuitive, thinking, perceptive types) take the biggest risks and earn the greatest returns.

**Journal Entry #5**

Write a paragraph about how being a judging, perceptive, or combination type influences any of the following: how you manage your time, how you budget your money, or your preferred work environment. Remember that judging means orderly and organized, not judging other people; perceptive means spontaneous and flexible. How is this information useful in choosing your career or being successful in college?

**Personality and Career Choice**

While it is not possible to predict exactly your career and college major by knowing your personality type, it can be helpful in providing opportunities for exploration. Here are some general descriptions of personality types and preferred careers. Included are general occupational fields, frequently chosen occupations, and suggested majors. These suggestions about career selections are based on the general characteristics of each type and research that correlates personality type with choice of a satisfying career. Read the descriptions, careers and majors that match your personality type and then continue your career exploration with the online database in the Do What You Are personality assessment included with your textbook.

**ISTJ**

ISTJs are responsible, loyal, stable, practical, down-to-earth, hardworking, and reliable. They can be depended upon to follow through with tasks. They value tradition, family, and security. They are natural leaders who prefer to work alone, but can adapt to working with teams if needed. They like to be independent and have time to think things through. They are able to remember and use concrete facts and information. They make decisions by applying logic and rational thinking. They appreciate structured and orderly environments and deliver products and services in an efficient and orderly way.
General occupations to consider

- Business
- Education
- Health care
- Service
- Technical
- Military
- Law and law enforcement
- Engineering
- Management

Specific job titles

- Business executive
- Administrator
- Manager
- Real estate agent
- Accountant
- Bank employee
- Stockbroker
- Auditor
- Hairdresser
- Cosmetologist
- Legal secretary

- Lawyer
- Judge
- Police officer
- Detective
- Corrections officer
- Teacher (math, trade, technical)
- Educational administrator
- Coach
- Engineer
- Electrician

College majors

- Business
- Engineering
- Chemistry
- Education
- Computers
- Biology
- Mathematics
- Health occupations
- Vocational training

ISTP

ISTPs are independent, practical, and easygoing. They prefer to work individually and frequently like to work outdoors. These types like working with objects and often are good at working with their hands and mastering tools. They are interested in how and why things work and are able to apply technical knowledge to solving practical problems. Their logical thinking makes them good troubleshooters and problem solvers. They enjoy variety, new experiences, and taking risks. They prefer environments with little structure and have a talent for managing crises. The ISTP is happy with occupations that involve challenge, change, and variety.

General occupations to consider

- Sales
- Technical
- Business and finance
- Service
- Health care
- Vocational training
- Corrections
**Specific job titles**

<table>
<thead>
<tr>
<th>Sales manager</th>
<th>Engineer</th>
<th>Office manager</th>
</tr>
</thead>
<tbody>
<tr>
<td>Insurance agent</td>
<td>Electronics technician</td>
<td>Small business manager</td>
</tr>
<tr>
<td>Cook</td>
<td>Software developer</td>
<td>Banker</td>
</tr>
<tr>
<td>Firefighter</td>
<td>Computer programmer</td>
<td>Economist</td>
</tr>
<tr>
<td>Pilot</td>
<td>Radiologic technician</td>
<td>Legal secretary</td>
</tr>
<tr>
<td>Race car driver</td>
<td>Exercise physiologist</td>
<td>Paralegal</td>
</tr>
<tr>
<td>Police officer</td>
<td>Coach</td>
<td>Computer repair</td>
</tr>
<tr>
<td>Corrections officer</td>
<td>Athlete</td>
<td>Airline mechanic</td>
</tr>
<tr>
<td>Judge</td>
<td>Dental assistant/hygienist</td>
<td>Carpenter</td>
</tr>
<tr>
<td>Attorney</td>
<td>Physician</td>
<td>Construction worker</td>
</tr>
<tr>
<td>Intelligence agent</td>
<td>Optometrist</td>
<td>Farmer</td>
</tr>
<tr>
<td>Detective</td>
<td>Physical therapist</td>
<td>Military officer or enlistee</td>
</tr>
</tbody>
</table>

**College majors**

<table>
<thead>
<tr>
<th>Business</th>
<th>Computers</th>
<th>Health occupations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vocational training</td>
<td>Biology</td>
<td>Physical education</td>
</tr>
<tr>
<td>Law</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**ISFJ**

ISFJs are quiet, friendly, responsible, hardworking, productive, devoted, accurate, thorough, and careful. They value security, stability, and harmony. They like to focus on one person or project at a time. ISFJs prefer to work with individuals and are very skillful in understanding people and their needs. They often provide service to others in a very structured way. They are careful observers, remember facts, and work on projects requiring accuracy and attention to detail. They have a sense of space and function that leads to artistic endeavors such as interior decorating or landscaping. ISFJs are most comfortable working in environments that are orderly, structured, and traditional. While they often work quietly behind the scenes, they like their contributions to be recognized and appreciated.

**General occupations to consider**

<table>
<thead>
<tr>
<th>Health care</th>
<th>Education</th>
<th>Artistic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Social service</td>
<td>Business</td>
<td>Religious occupations</td>
</tr>
<tr>
<td>Corrections</td>
<td>Technical</td>
<td>Vocational training</td>
</tr>
</tbody>
</table>

**Specific job titles**

<table>
<thead>
<tr>
<th>Nurse</th>
<th>Social worker</th>
<th>Counselor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Physician</td>
<td>Social services</td>
<td>Secretary</td>
</tr>
<tr>
<td>Medical technologist</td>
<td>Administrator</td>
<td>Cashier</td>
</tr>
<tr>
<td>Dental hygienist</td>
<td>Child care worker</td>
<td>Accountant</td>
</tr>
<tr>
<td>Health education</td>
<td>Speech pathologist</td>
<td>Personnel administrator</td>
</tr>
<tr>
<td>Practitioner</td>
<td>Librarian</td>
<td>Credit counselor</td>
</tr>
<tr>
<td>Dietician</td>
<td>Curator</td>
<td>Business manager</td>
</tr>
<tr>
<td>Physical therapist</td>
<td>Genealogist</td>
<td>Paralegal</td>
</tr>
<tr>
<td>Nursing educator</td>
<td>Corrections worker</td>
<td>Computer occupations</td>
</tr>
<tr>
<td>Health administrator</td>
<td>Probation officer</td>
<td>Engineer</td>
</tr>
<tr>
<td>Medical secretary</td>
<td>Teacher (preschool, grades 1–12)</td>
<td>Interior decorator</td>
</tr>
<tr>
<td>Dentist</td>
<td>Guidance counselor</td>
<td>Home economist</td>
</tr>
<tr>
<td>Medical assistant</td>
<td>Educational administrator</td>
<td>Religious educator</td>
</tr>
<tr>
<td>Optometrist</td>
<td></td>
<td>Clergy</td>
</tr>
</tbody>
</table>
**College majors**
- Health occupations
- Biology
- Psychology
- Sociology
- Education
- Business
- Engineering
- Art
- Graphics
- Religious studies
- Vocational training

**ISFP**

*ISFPs* are quiet, reserved, trusting, loyal, committed, sensitive, kind, creative, and artistic. They have an appreciation for life and value serenity and aesthetic beauty. These types are individualistic and generally have no desire to lead or follow; they prefer to work independently. They have a keen awareness of their environment and often have a special bond with children and animals. ISFPs are service-oriented and like to help others. They like to be original and unconventional. They dislike rules and structure and need space and freedom to do things in their own way.

**General occupations to consider**
- Artists
- Technical service
- Business
- Vocational training

**Specific job titles**
- Artist
- Designer
- Fashion designer
- Jeweler
- Gardener
- Potter
- Painter
- Dancer
- Landscape designer
- Carpenter
- Electrician
- Engineer
- Chef
- Nurse
- Counselor
- Recreation services
- Physical therapist
- Radiologic technician
- Medical assistant
- Dental assistant/hygienist
- Veterinary assistant
- Veterinarian
- Animal groomer/trainer
- Dietician
- Optician/optometrist
- Exercise physiologist
- Occupational therapist
- Art therapist
- Pharmacy technician
- Respiratory therapist
- Forester
- Botanist
- Geologist
- Mechanic
- Marine biologist
- Teacher (science, art)
- Police officer
- Beautician
- Merchandise planner
- Stock clerk
- Store keeper
- Counselor
- Social worker
- Legal secretary
- Paralegal

**College majors**
- Art
- Health occupations
- Engineering
- Physical education
- Biology
- Forestry
- Geology
- Education
- Business
- Psychology
- Counseling
- Social work
- Vocational training

**INFJ**

*INFJs* are idealistic, complex, compassionate, authentic, creative, and visionary. They have strong value systems and search for meaning and purpose to life. Because of their strong value systems, INFJs are natural leaders or at least follow those with similar ideas. They intuitively understand people and ideas and come up with new ideas to provide service to others. These types like to organize their time and be in control of their work.
**INFP**

INFPs are loyal, devoted, sensitive, creative, inspirational, flexible, easygoing, complex, and authentic. They are original and individualistic and prefer to work alone or with other caring and supportive individuals. These types are service-oriented and interested in personal growth. They develop deep relationships because they understand people and are genuinely interested in them. They dislike dealing with details and routine work. They prefer a flexible working environment with a minimum of rules and regulations.

**General occupations to consider**
counseling  religious occupations  health care
education  creative occupations  social services
science  arts  business

**Specific job titles**
career counselor  director of religious education
psychologist  fine artist
teacher (high school or college English, art, music, social sciences, drama, foreign languages, health)  playwright
librarian  novelist
director  poet
derigner  architect
art director  designer
health care administrator  physician
physician  biologist
dental hygienist  speech pathologist
nursing educator  medical secretary
psychologist  pharmacist
occupational therapist  human resources
manager  marketer
employee assistance program
merchandise planner  environmental lawyer

**College majors**
psychology  drama  architecture
education  foreign languages
art  English
music  health occupations
social work

**INFP**

INFPs are loyal, devoted, sensitive, creative, inspirational, flexible, easygoing, complex, and authentic. They are original and individualistic and prefer to work alone or with other caring and supportive individuals. These types are service-oriented and interested in personal growth. They develop deep relationships because they understand people and are genuinely interested in them. They dislike dealing with details and routine work. They prefer a flexible working environment with a minimum of rules and regulations.

**General occupations to consider**
counseling  religious occupations  health care
education  creative occupations  social services
science  arts  business

**Specific job titles**
career counselor  director of religious education
psychologist  fine artist
teacher (high school or college English, art, music, social sciences, drama, foreign languages, health)  playwright
librarian  novelist
director  poet
derigner  architect
art director  designer
health care administrator  physician
physician  biologist
dental hygienist  speech pathologist
nursing educator  medical secretary
psychologist  pharmacist
occupational therapist  human resources
manager  marketer
employee assistance program
merchandise planner  environmental lawyer
## College majors

<table>
<thead>
<tr>
<th>Art</th>
<th>Foreign languages</th>
<th>Medicine</th>
</tr>
</thead>
<tbody>
<tr>
<td>Music</td>
<td>Architecture</td>
<td>Health occupations</td>
</tr>
<tr>
<td>Graphic Design</td>
<td>Education</td>
<td>Social Work</td>
</tr>
<tr>
<td>Journalism</td>
<td>Religious Studies</td>
<td>Counseling</td>
</tr>
<tr>
<td>English</td>
<td>Psychology</td>
<td>Business</td>
</tr>
</tbody>
</table>

## INTJ

**INTJs** are reserved, detached, analytical, logical, rational, original, independent, creative, ingenious, innovative, and resourceful. They prefer to work alone and work best alone. They can work with others if their ideas and competence are respected. They value knowledge and efficiency. They enjoy creative and intellectual challenges and understand complex theories. They create order and structure. They prefer to work with autonomy and control over their work. They dislike factual and routine kinds of work.

## General occupations to consider

<table>
<thead>
<tr>
<th>Business and Finance</th>
<th>Education</th>
<th>Law</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Occupations</td>
<td>Health Care and Medicine</td>
<td>Creative Occupations</td>
</tr>
<tr>
<td>Science</td>
<td>Architecture</td>
<td>Engineering</td>
</tr>
</tbody>
</table>

## Specific job titles

<table>
<thead>
<tr>
<th>Management Consultant</th>
<th>Astronomer</th>
<th>Dentist</th>
</tr>
</thead>
<tbody>
<tr>
<td>Human Resources Planner</td>
<td>Computer Programmer</td>
<td>Biomedical Engineer</td>
</tr>
<tr>
<td>Economist</td>
<td>Biomedical Researcher</td>
<td>Attorney</td>
</tr>
<tr>
<td>International Banker</td>
<td>Software Developer</td>
<td>Manager</td>
</tr>
<tr>
<td>Financial Planner</td>
<td>Network Integration</td>
<td>Judge</td>
</tr>
<tr>
<td>Investment Banker</td>
<td>Specialist</td>
<td>Electrical Engineer</td>
</tr>
<tr>
<td>Scientist</td>
<td>Teacher (University)</td>
<td>Writer</td>
</tr>
<tr>
<td>Scientific Researcher</td>
<td>School Principal</td>
<td>Journalist</td>
</tr>
<tr>
<td>Chemist</td>
<td>Mathematician</td>
<td>Artist</td>
</tr>
<tr>
<td>Biologist</td>
<td>Psychiatrist</td>
<td>Inventor</td>
</tr>
<tr>
<td>Computer Systems Analyst</td>
<td>Psychologist</td>
<td>Architect</td>
</tr>
<tr>
<td>Electronic Technician</td>
<td>Neurologist</td>
<td>Actor</td>
</tr>
<tr>
<td>Design Engineer</td>
<td>Physician</td>
<td>Musician</td>
</tr>
<tr>
<td>Architect</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

## College majors

<table>
<thead>
<tr>
<th>Business</th>
<th>Physics</th>
<th>Journalism</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance</td>
<td>Education</td>
<td>Art</td>
</tr>
<tr>
<td>Chemistry</td>
<td>Mathematics</td>
<td>Architecture</td>
</tr>
<tr>
<td>Biology</td>
<td>Medicine</td>
<td>Drama</td>
</tr>
<tr>
<td>Computers</td>
<td>Psychology</td>
<td>Music</td>
</tr>
<tr>
<td>Engineering</td>
<td>Law</td>
<td>Vocational Training</td>
</tr>
<tr>
<td>Astronomy</td>
<td>English</td>
<td></td>
</tr>
</tbody>
</table>

INTP

INTPs are logical, analytical, independent, original, creative, and insightful. They are often brilliant and ingenious. They work best alone and need quiet time to concentrate. They focus their attention on ideas and are frequently detached from other people. They love theory and abstract ideas and value knowledge and competency. INTPs are creative thinkers who are not too interested in practical application. They dislike detail and routine and need freedom to develop, analyze, and critique new ideas. These types maintain high standards in their work.

**General occupations to consider**

- planning and development
- technical
- academic
- professional
- creative occupations
- health care

**Specific job titles**

- computer software designer
- computer programmer
- research and development systems analyst
- financial planner
- investment banker
- physicist
- plastic surgeon
- psychiatrist
- chemist
- biologist
- pharmaceutical researcher
- pharmacist
- engineer
- electrician
- dentist
- veterinarian
- lawyer
- economist
- psychologist
- architect
- psychiatrist
- mathematician
- archaeologist
- historian
- philosopher
- college teacher
- researcher
- logician
- photographer
- creative writer
- artist
- actor
- entertainer
- musician
- inventor

**College majors**

- computers
- business
- physics
- chemistry
- biology
- astronomy
- medicine
- philosophy
- music
- art
- drama
- engineering
- psychology
- architecture
- mathematics
- archaeology
- history
- English
- drama
- music
- vocational training

ESTP

ESTPs have great people skills and are action-oriented, fun, flexible, adaptable, and resourceful. They enjoy new experiences and dealing with people. They remember facts easily and have excellent powers of observation that they use to analyze other people. They are good problem solvers and can react quickly in an emergency. They like adventure and risk and are alert to new opportunities. They start new projects but do not necessarily follow through to completion. They prefer environments without too many rules and restrictions.

**General occupations to consider**

- sales
- service
- active careers
- finance
- entertainment
- sports
- health care
- technical
- trade
- business
Specific job titles
marketing professional  insurance agent  dentist
firefighter  sportscaster  carpenter
police officer  news reporter  farmer
corrections officer  journalist  construction worker
paramedic  tour agent  electrician
detective  dancer  teacher (trade, industrial, technical)
pilot  bartender  chef
investigator  auctioneer  engineer
real estate agent  professional athlete or coach  surveyor
exercise physiologist  fitness instructor  radiologic technician
flight attendant  recreation leader  entrepreneur
sports merchandise sales  optometrist  land developer
stockbroker  pharmacist  retail sales
financial planner  critical care nurse  car sales
investor

College majors
business  vocational training  English
physical education  education  journalism
health occupations

ESTJ
ESTJs are loyal, hardworking, dependable, thorough, practical, realistic, and energetic. They value security and tradition. Because they enjoy working with people and are orderly and organized, these types like to take charge and be the leader. This personality type is often found in administrative and management positions. ESTJs work systematically and efficiently to get the job done. These types are fair, logical, and consistent. They prefer a stable and predictable environment filled with action and a variety of people.

General occupations to consider
managerial  professional
sales  military leaders
business
service
technical

Specific job titles
retail store manager  military officer or enlistee  physician
fire department manager  office manager  chemical engineer
small business manager  purchasing agent  auditor
restaurant manager  police officer  coach
government  factory supervisor  public relations worker
financial or bank officer  corrections  cook
school principal  insurance agent  personnel or labor
sales manager  detective  relations worker
top-level manager in city/county/state  judge  teacher (trade, industrial, technical)
government  accountant  mortgage banker
management consultant  nursing administrator  corporate executive  mechanical engineer
**College majors**

<table>
<thead>
<tr>
<th>Business</th>
<th>Small Business</th>
<th>Law</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business management</td>
<td>Management</td>
<td>Education</td>
</tr>
<tr>
<td>Accounting</td>
<td>Engineering</td>
<td>Vocational Training</td>
</tr>
<tr>
<td>Finance</td>
<td>Agriculture</td>
<td></td>
</tr>
</tbody>
</table>

**ESFP**

ESFPs are practical, realistic, independent, fun, social, spontaneous, and flexible. They have great people skills and enjoy working in environments that are friendly, relaxed, and varied. They know how to have a good time and make an environment fun for others. ESFPs have a strong sense of aesthetics and are sometimes artistic and creative. They often have a special bond with people or animals. They dislike structure and routine. These types can handle many activities or projects at once.

**General occupations to consider**

<table>
<thead>
<tr>
<th>Education</th>
<th>Health Care</th>
<th>Business and Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Social Service</td>
<td>Entertainment</td>
<td>Service</td>
</tr>
<tr>
<td>Food Preparation</td>
<td>Child Care</td>
<td></td>
</tr>
</tbody>
</table>

**Specific job titles**

- Child care worker
- Medical assistant
- Physical therapist
- Respiratory therapist
- Athletic coach
- Dog obedience trainer
- Pet tech
- Dental hygienist
- Injury prevention coordinator
- Food preparation
- Culinary arts
- Child development
- Child care worker
- Teacher (preschool, elementary school, foreign languages, mathematics)
- Librarian
- Library assistant
- Recreation leader or programmer
- Physical therapist
- Physician
- Emergency medical technician
- Dental hygienist
- Chef
- Photographer
- Film producer
- Musician
- Performer
- Actor
- Promoter
- Special events coordinator
- Editor or reporter
- Retail merchandiser
- Fund raiser
- Receptionist
- Real estate agent
- Insurance agent
- Sporting equipment sales
- Retail sales
- Retail management
- Waiter or waitress
- Cashier
- Cosmetologist
- Hairdresser
- Religious worker

**College majors**

<table>
<thead>
<tr>
<th>Education</th>
<th>Health Occupations</th>
<th>Journalism</th>
</tr>
</thead>
<tbody>
<tr>
<td>Psychology</td>
<td>Art</td>
<td>Drama</td>
</tr>
<tr>
<td>Foreign languages</td>
<td>Design</td>
<td>Music</td>
</tr>
<tr>
<td>Mathematics</td>
<td>Photography</td>
<td>Business</td>
</tr>
<tr>
<td>Physical Education</td>
<td>English</td>
<td>Vocational Training</td>
</tr>
<tr>
<td>Culinary Arts</td>
<td>Child Development</td>
<td></td>
</tr>
</tbody>
</table>
ESFJ
ESFJs are friendly, organized, hardworking, productive, conscientious, loyal, dependable, and practical. These types value harmony, stability, and security. They enjoy interacting with people and receive satisfaction from giving to others. ESFJs enjoy working in a cooperative environment in which people get along well with each other. They create order, structure, and schedules and can be depended on to complete the task at hand. They prefer to organize and control their work.

General occupations to consider
health care  social service  business
education  counseling  human resources
child care

Specific job titles
medical or dental assistant  coach  sales representative
nurse  administrator of  hairdresser
radiologic technician  elementary  cosmetologist
dental hygienist  or secondary school  restaurant worker
speech pathologist  administrator of student  recreation or amusement
occupational therapist  personnel  site worker
dentist  child care provider  receptionist
optometrist  home economist  office manager
dietician  social worker  cashier
pharmacist  administrator of social  bank employee
physician  services  bookkeeper
physical therapist  police officer  accountant
health education  counselor  sales
practitioner  community welfare  insurance agent
medical secretary  worker  credit counselor
teacher (grades 1–12,  religious educator  merchandise planner
foreign languages,  clergy
reading)

College majors
health occupations  education  religious studies
biology  psychology  business
foreign languages  counseling  vocational training
English  sociology  child development

ENFP
ENFPs are friendly, creative, energetic, enthusiastic, innovative, adventurous, and fun. They have great people skills and enjoy providing service to others. They are intuitive and perceptive about people. ENFPs are good at anything that interests them and can enter a variety of fields. These types dislike routine and detailed tasks and may have difficulty following through and completing tasks. They enjoy occupations in which they can be creative and interact with people. They like a friendly and relaxed environment in which they are free to follow their inspiration and participate in adventures.
Exploring Your Personality and Major

**General occupations to consider**

- creative occupations
- marketing
- education
- environmental science
- counseling
- health care
- social service
- entrepreneurial business
- arts

**Specific job titles**

- journalist
- musician
- actor
- artist
- playwright
- newscaster
- reporter
- interior decorator
- cartoonist
- graphic designer
- marketing
- advertising
- public relations
- counselor
- clergy
- psychologist
- teacher (health, special education, English, art, drama, music)
- social worker
- dental hygienist
- nurse
- dietician
- holistic health practitioner
- environmentalist
- physical therapist
- consultant
- inventor
- sales
- human resources
- manager
- conference planner
- employment development specialist
- restaurateur
- merchandise planner
- environmental attorney
- lawyer

**College majors**

- journalism
- English
- drama
- art
- graphic design
- business (advertising, marketing, public relations)
- counseling
- psychology
- religious studies
- health occupations
- law
- vocational training

**ENFJ**

**ENFJs** are friendly, sociable, empathetic, loyal, creative, imaginative, and responsible. They have great people skills and are interested in working with people and providing service to them. They are good at building harmony and cooperation and respect other people’s opinions. These types can find creative solutions to problems. They are natural leaders who can make good decisions. They prefer an environment that is organized and structured and enjoy working as part of a team with other creative and caring people.

**General occupations to consider**

- religious occupations
- creative occupations
- communications
- counseling
- education
- human services
- health care
- business
- administration

**Specific job titles**

- director of religious education
- minister
- clergy
- public relations
- marketing
- writer
- librarian
- journalist
- fine artist
- newscaster
- politician
- editor
- crisis counselor
- school counselor
- vocational or career counselor
- psychologist
- alcohol and drug counselor
- social worker
- home economist
- nutritionist
- speech pathologist
- occupational therapist
- physical therapist
- optometrist
- dental hygienist
- family practice physician
- psychiatrist
designer
actor
musician or composer
fundraiser
recreational director
TV producer
teacher (health, art, drama, English, foreign languages)
child care worker
college humanities professor
nursing educator
pharmacist
human resources trainer
travel agent
small business executive
sales manager

College majors
religious studies
business (public relations, marketing)
art
graphic design
drama
music
journalism
English
foreign languages
humanities
psychology
counseling
sociology
health occupations
business
vocational training

ENTP

ENTPs are creative, ingenious, flexible, diverse, energetic, fun, motivating, logical, and outspoken. They have excellent people skills and are natural leaders, although they dislike controlling other people. They value knowledge and competence. They are lively and energetic and make good debaters and motivational speakers. They are logical and rational thinkers who can grasp complex ideas and theories. They dislike environments that are structured and rigid. These types prefer environments that allow them to engage in creative problem solving and the creation of new ideas.

General occupations to consider
creative occupations
law
health care
politics
business
architecture
engineering
science
education

Specific job titles
photographer
marketing professional
journalist
actor
writer
musician or composer
editor
reporter
advertising director
radio/TV talk show host
producer
art director
new business developer
architect

ENTPs are creative, ingenious, flexible, diverse, energetic, fun, motivating, logical, and outspoken. They have excellent people skills and are natural leaders, although they dislike controlling other people. They value knowledge and competence. They are lively and energetic and make good debaters and motivational speakers. They are logical and rational thinkers who can grasp complex ideas and theories. They dislike environments that are structured and rigid. These types prefer environments that allow them to engage in creative problem solving and the creation of new ideas.

General occupations to consider
creative occupations
law
health care
politics
business
architecture
engineering
science
education

Specific job titles
photographer
marketing professional
journalist
actor
writer
musician or composer
editor
reporter
advertising director
radio/TV talk show host
producer
art director
new business developer
architect

College majors
art
photography
journalism
drama
English
engineering
science
music
business (advertising, marketing, management, human resources)
architecture
political science
psychology
health occupations
computers
vocational training
education
ENTJ

**ENTJs** are independent, original, visionary, logical, organized, ambitious, competitive, hardworking, and direct. They are natural leaders and organizers who identify problems and create solutions for organizations. ENTJs are often in management positions. They are good planners and accomplish goals in a timely manner. These types are logical thinkers who enjoy a structured work environment where they have opportunity for advancement. They enjoy a challenging, competitive, and exciting environment in which accomplishments are recognized.

**General occupations to consider**

- Business management
- Science
- Finance
- Health care
- Law

**Specific job titles**

- Executive manager in city/county/ state government accountant
- Manager management trainer auditor
- Supervisor school principal financial manager
- Personnel manager real estate agent
- Sales manager bank officer lawyer, judge
- Marketing manager computer systems analyst consultant
- Human resources planner computer professional engineer
- Corporate executive credit investigator corrections, probation
- College administrator mortgage broker officer
- Health administrator stockbroker psychologist
- Small business owner investment banker physician
- Retail store manager economist

**College majors**

- Business management computers engineering
- Finance law psychology
- Economics medicine vocational training

**Other Factors in Choosing a Major**

Choosing your college major is one of the most difficult and important decisions you will make during your college years. After assessing their personality types, students often come up with many different options for a major and career. Future chapters will help you to think about your interests, values, and preferred lifestyle. This information will help you to narrow down your choices.

Once you have completed a thorough self-assessment, you may still have several majors to consider. At this point, it is important to do some research on the outlook for a selected career in the future and the pay you would receive. Sometimes students are disappointed after graduation when they find there are few job opportunities in their chosen career field. Sometimes students graduate and cannot find jobs with the salary they had hoped to earn. It is important to think about the opportunities you will have in the future. If you have several options for a career you would enjoy, you may want to consider seriously the career that has the best outlook and pay.

According to the Bureau of Labor Statistics, fields with the best outlook include health care, computers, and new “green jobs” related to preserving the environment. The top-paying careers all require math skills and include the science, engineering, computer science, health care, and business fields. Only four percent of college graduates choose the engineering and computer science fields. Since there are fewer students in these majors, the salaries are higher. If you have a talent or interest in math, you can develop this skill and use it in high-paying careers.
### Majors with Highest Earnings 2014*

<table>
<thead>
<tr>
<th>College Major</th>
<th>Beginning Median Salary</th>
<th>Mid-Career Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Petroleum Engineering</td>
<td>103,000</td>
<td>160,000</td>
</tr>
<tr>
<td>Actuarial Mathematics</td>
<td>58,700</td>
<td>120,000</td>
</tr>
<tr>
<td>Nuclear Engineering</td>
<td>67,600</td>
<td>117,000</td>
</tr>
<tr>
<td>Chemical Engineering</td>
<td>68,200</td>
<td>115,000</td>
</tr>
<tr>
<td>Aerospace Engineering</td>
<td>62,800</td>
<td>109,000</td>
</tr>
<tr>
<td>Electrical/Computer Engineering</td>
<td>64,300</td>
<td>106,000</td>
</tr>
<tr>
<td>Computer Science</td>
<td>59,800</td>
<td>102,000</td>
</tr>
<tr>
<td>Physics</td>
<td>53,100</td>
<td>101,000</td>
</tr>
<tr>
<td>Mechanical Engineering</td>
<td>60,900</td>
<td>99,700</td>
</tr>
<tr>
<td>Materials Science &amp; Engineering</td>
<td>62,700</td>
<td>99,500</td>
</tr>
<tr>
<td>Software Engineering</td>
<td>62,500</td>
<td>99,300</td>
</tr>
<tr>
<td>Statistics</td>
<td>52,500</td>
<td>98,900</td>
</tr>
<tr>
<td>Government</td>
<td>43,200</td>
<td>97,100</td>
</tr>
<tr>
<td>Economics</td>
<td>50,100</td>
<td>96,700</td>
</tr>
<tr>
<td>Applied Mathematics</td>
<td>52,800</td>
<td>96,200</td>
</tr>
<tr>
<td>Industrial Engineering</td>
<td>61,100</td>
<td>94,400</td>
</tr>
<tr>
<td>Management Information Systems</td>
<td>53,800</td>
<td>92,200</td>
</tr>
<tr>
<td>Biomedical Engineering</td>
<td>59,000</td>
<td>91,700</td>
</tr>
<tr>
<td>Civil Engineering</td>
<td>54,300</td>
<td>91,100</td>
</tr>
<tr>
<td>Environmental Engineering</td>
<td>49,400</td>
<td>89,800</td>
</tr>
<tr>
<td>Construction Management</td>
<td>51,500</td>
<td>88,800</td>
</tr>
<tr>
<td>Mathematics</td>
<td>49,400</td>
<td>88,800</td>
</tr>
<tr>
<td>Information Systems</td>
<td>51,900</td>
<td>87,200</td>
</tr>
<tr>
<td>Finance</td>
<td>49,200</td>
<td>87,100</td>
</tr>
<tr>
<td>Chemistry</td>
<td>44,100</td>
<td>84,100</td>
</tr>
</tbody>
</table>

*Includes bachelor’s degrees only. Excludes medicine, law, and careers requiring advanced degrees.
## Other Common Majors and Earnings 2014

<table>
<thead>
<tr>
<th>College Major</th>
<th>Beginning Median Salary</th>
<th>Mid-Career Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing and Communications</td>
<td>40,200</td>
<td>77,600</td>
</tr>
<tr>
<td>Political Science</td>
<td>41,700</td>
<td>77,000</td>
</tr>
<tr>
<td>Architecture</td>
<td>41,900</td>
<td>75,800</td>
</tr>
<tr>
<td>Accounting</td>
<td>45,300</td>
<td>74,900</td>
</tr>
<tr>
<td>Business Administration</td>
<td>43,500</td>
<td>71,000</td>
</tr>
<tr>
<td>History</td>
<td>39,700</td>
<td>71,000</td>
</tr>
<tr>
<td>Biology</td>
<td>40,200</td>
<td>70,800</td>
</tr>
<tr>
<td>Health Sciences</td>
<td>38,400</td>
<td>70,500</td>
</tr>
<tr>
<td>Forestry</td>
<td>40,000</td>
<td>69,400</td>
</tr>
<tr>
<td>Journalism</td>
<td>38,100</td>
<td>67,700</td>
</tr>
<tr>
<td>Geography</td>
<td>40,800</td>
<td>67,200</td>
</tr>
<tr>
<td>Public Administration</td>
<td>40,600</td>
<td>66,900</td>
</tr>
<tr>
<td>English</td>
<td>38,700</td>
<td>65,200</td>
</tr>
<tr>
<td>Humanities</td>
<td>37,900</td>
<td>61,800</td>
</tr>
<tr>
<td>Psychology</td>
<td>36,300</td>
<td>60,700</td>
</tr>
<tr>
<td>Liberal Arts</td>
<td>36,600</td>
<td>60,500</td>
</tr>
<tr>
<td>Fashion Merchandising</td>
<td>39,100</td>
<td>59,100</td>
</tr>
<tr>
<td>Art History</td>
<td>36,900</td>
<td>59,000</td>
</tr>
<tr>
<td>Sociology</td>
<td>37,400</td>
<td>58,800</td>
</tr>
<tr>
<td>Criminal Justice</td>
<td>35,300</td>
<td>58,400</td>
</tr>
<tr>
<td>Fine Arts</td>
<td>37,400</td>
<td>58,200</td>
</tr>
<tr>
<td>Religious Studies</td>
<td>34,900</td>
<td>57,900</td>
</tr>
<tr>
<td>Education</td>
<td>37,400</td>
<td>55,200</td>
</tr>
<tr>
<td>Music</td>
<td>35,700</td>
<td>51,400</td>
</tr>
</tbody>
</table>
### Top 15 Majors That Change the World*

<table>
<thead>
<tr>
<th>College Major</th>
<th>Beginning Median Salary</th>
<th>Mid-Career Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nursing</td>
<td>55,400</td>
<td>71,700</td>
</tr>
<tr>
<td>Special Education</td>
<td>33,800</td>
<td>49,600</td>
</tr>
<tr>
<td>Medical Technology</td>
<td>48,900</td>
<td>60,500</td>
</tr>
<tr>
<td>Sports Medicine</td>
<td>39,300</td>
<td>57,400</td>
</tr>
<tr>
<td>Biomedical Engineering</td>
<td>59,000</td>
<td>91,700</td>
</tr>
<tr>
<td>Athletic Training</td>
<td>34,800</td>
<td>46,900</td>
</tr>
<tr>
<td>Social Work</td>
<td>33,000</td>
<td>46,600</td>
</tr>
<tr>
<td>Child and Family Studies</td>
<td>30,300</td>
<td>37,200</td>
</tr>
<tr>
<td>Biblical Studies</td>
<td>35,400</td>
<td>50,800</td>
</tr>
<tr>
<td>Dietetics</td>
<td>44,200</td>
<td>56,600</td>
</tr>
<tr>
<td>Molecular Biology</td>
<td>40,400</td>
<td>76,400</td>
</tr>
<tr>
<td>Health Care Administration</td>
<td>39,300</td>
<td>58,600</td>
</tr>
<tr>
<td>Elementary Education</td>
<td>32,200</td>
<td>45,300</td>
</tr>
<tr>
<td>Exercise Science</td>
<td>32,600</td>
<td>51,000</td>
</tr>
<tr>
<td>Public Health</td>
<td>35,900</td>
<td>56,500</td>
</tr>
</tbody>
</table>

*Based on an extensive survey by Payscale.com by asking college graduates, “Does your work make the world a better place to live?”

---

“Every career counselor can tell stories about students who ask, “What is the career that makes the most money? That’s the career I want!” However, if you choose a career based on money alone, you might find it difficult and uninteresting for a lifetime of work. You might even find yourself retraining later in life for a job that you really enjoy. Remember that the first step is to figure out who you are and what you like. Then look at career outlook and opportunity. If you find your passion in a career that is in demand and pays well, you will probably be very happy with your career choice. If you find your passion in a career that offers few jobs and does not pay well, you will have to use your ingenuity to find a job and make a living. Many students happily make this informed choice and find a way to make it work.”

---

“We act as though comfort and luxury were the chief requirements of life, when all that we need to make us really happy is something to be enthusiastic about.” — Charles Kingsley

“Only passions, great passions, can elevate the soul to great things.” — Denis Diderot
Mark Twain said, “The secret of success is making your vocation your vacation.” Find what you like to do. Better yet, find your passion. If you can find your passion, it is easy to invest the time and effort necessary to be successful. Aviator Charles Lindbergh said, “It is the greatest shot of adrenaline to be doing what you’ve wanted to do so badly. You almost feel like you could fly without the plane.” We may not be as excited about our careers as Charles Lindbergh, but we can find careers that match our personalities and talents and provide meaning to our lives.

How do you know when you have found your passion? You have found your passion when you are doing an activity and you do not notice that the time is passing. The great painter Picasso often talked about how quickly time passed while he was painting. He said, “When I work, I relax; doing nothing or entertaining visitors makes me tired.” Whether you are an artist, an athlete, a scientist, or a business entrepreneur, passion provides the energy needed to be successful. It helps you to grow and create. When you are using your talents to grow and create, you can find meaning and happiness in your life.

Psychologist Martin Seligman has written a book entitled Authentic Happiness, in which he writes about three types of work orientation: a job, a career, and a calling. A job is what you do for the paycheck at the end of the week. Many college students have jobs to earn money for college. A career has deeper personal meaning. It involves achievement, prestige, and power. A calling is defined as “a passionate commitment to work for its own sake.” When you have found your calling, the job itself is the reward. He notes that people who have found their calling are consistently happier than those who have a job or even a career. One of the ways that you know you have found your calling is when you are in the state of “flow.” The state of “flow” is defined as “complete absorption in an activity whose challenges mesh perfectly with your abilities.” People who experience “flow” are happier and more productive. They do not spend their days looking forward to Friday. Understanding your personal strengths is the beginning step to finding your calling.

Seligman adds that any job can become a calling if you use your personal strengths to do the best possible job. He cited a study of hospital cleaners. Although some viewed their job as drudgery, others viewed the job as a calling. They believed that they helped patients get better by working efficiently and anticipating the needs of doctors and nurses. They rearranged furniture and decorated walls to help patients feel better. They found their calling by applying their personal talents to their jobs. As a result, their jobs became a calling.

Sometimes we wait around for passion to find us. That probably won’t happen. The first step in finding your passion is to know yourself. Then find an occupation in which you can use your talents. You may be able to find your passion by looking at your present job and finding a creative way to do it based on your special talents. It has been said...
that there are no dead-end jobs, just people who cannot see the possibilities. Begin your search for passion by looking at your personal strengths and how you can apply them in the job market. If the job that you have now is not your passion, see what you can learn from it and then use your skills to find a career where you are more likely to find your passion.

“Success is not the key to happiness; happiness is the key to success. If you love what you are doing, you will be successful.”

Anonymous

JOURNAL ENTRIES

Exploring Your Personality and Major


Success over the Internet

Visit the College Success Website at http://www.collegesuccess1.com/

The College Success Website is continually updated with new topics and links to the material presented in this chapter. Topics include:

• Personality profiles
• Online personality assessments
• Personality types of famous people in history
• Personality types and relationships
• Personality types and marriage
• Personality and careers
• Personality and communication
• Choosing your major
• Topics just for fun

Contact your instructor if you have any problems in accessing the College Success Website.
Notes


2. Ibid., 49.


4. Ibid.


7. Ibid.

8. Ibid.

9. Ibid.


12. Ibid.
Use the textbook and personality assessment to think about your personality type. Place an X on the scale to show your degree of preference for each dimension of personality.

Introvert ___________________________________________ Extravert
Sensing _____________________________________________ INtuitive
Thinking ___________________________________________ Feeling
Judging ____________________________________________ Perceptive

Write a key word or phrase to describe each preference.

Introvert
Extravert
Sensing
INtuitive
Thinking
Feeling
Judging
Perceptive

What careers are suggested by your personality assessment?

Was the personality assessment accurate and useful to you?
Exploring Your Personality and Major

Personality Scenarios

Name ____________________________ Date ____________

Read the chapter on personality before commenting on these scenarios. Keep in mind the theory that we are all born with certain personality types and there are no good or bad types. Each type has gifts and talents that can be used to be a successful and happy person. Relate your comments to the concepts in this chapter. Your instructor may have you do this exercise as a group activity in class.

Scenario 1 (Sensing vs. Intuitive): Julie is a preschool teacher. She assigns her class to draw a picture of a bicycle. Students share their pictures with the class. One of the students has drawn a bicycle with wings. Another student laughs at the drawing and says, “Bicycles don’t have wings!” How should the teacher handle this situation?

Scenario 2 (Thinking vs. Feeling): John has the almost perfect girlfriend. She is beautiful, intelligent, and fun to be with. She only has one flaw: John thinks that she is too emotional and wishes she could be a little more rational. When his girlfriend tries to talk to him about emotional issues, he analyzes her problems and proposes a logical solution. His girlfriend doesn’t like the solutions that John proposes. Should John find a new girlfriend?
Scenario 3 (Introvert vs. Extravert): Mary is the mother of two children, ages five (daughter) and eight (son). The five-year-old is very social and especially enjoys birthday parties. At the last party, she invited 24 girls and they all showed up at the party. Everyone had a great time. The eight-year-old is very quiet and spends his time reading, doing artwork, building models, and hanging out with his one best friend. Mary is concerned that her son does not have very many friends. She decides to have a birthday party for her son also. The only problem is that he cannot come up with a list of children to invite to the party. What should Mary do?

Scenario 4 (Judging vs. Perceptive): Jerry and Jennifer have just been married, and they love each other very much. Jennifer likes to keep the house neat and orderly and likes to plan out activities so that there are no surprises. Jerry likes creative disorder. He leaves his things all over the house. He often comes up with creative ideas for having fun. How can Jerry and Jennifer keep their good relationship going?