

## MYERS-BRIGGS TYPE INDICATOR GENERAL PROFILE

### ISTJ

#### Personality

ISTJs are characterized by decisiveness in practical affairs, are guardians of time-honored institutions, and, if only one adjective could be selected, dependable would best describe this type which represents about 6 percent of the general population. The word of ISTJ's is their bond, and they experience great uneasiness by thoughts of a bankrupt nation, state, institution, or family.

Whether at home or at work, this type is rather quiet and serious. ISTJs are extraordinarily persevering and dependable. The thought of dishonoring a contract would appall a person of this type. When they give their word, they give honor. ISTJs can be counted on to conserve the resources of the institution they serve and bring to their work a practical point of view. They perform their duties without flourish or fan fare; therefore, the dedication they bring to their work can go unnoticed and unappreciated.

#### Career

ISTJ's interest in thoroughness, details, justice, practical procedures, and smooth flow of personnel and material leads this type to occupations where these preferences are useful. For example, ISTJs make excellent bank examiners, auditors, accountants, or tax examiners. Investments in securities are likely to interest this type, particularly investments in blue-chip securities. ISTJs are not likely to take chances either with their own or others' money.

ISTJs can handle difficult, detailed figures and make sense of them. They communicate a message of reliability and stability, which often makes them excellent supervisors of, for example, a ward in a hospital, a library, or a business operation. They would be capable of handling the duties of a mortician, a legal secretary, or a low researcher. High-school teachers of business, home economics, physical education, and the physical sciences are ISTJs, as are top-ranking officers of the Women's Army Corps. Often this type seems to have ice in their veins, for people fail to see an ISTJ's vulnerability to criticism.

ISTJs are patient with their work and with procedures within an institution, although not always patient with the individual goals of people in that institution. ISTJs will see to it that resources are delivered when and where they are supposed to be; materials will be in the right place at the right time. And ISTJs would prefer that this be the case with people too.

#### Home

As a husband or wife, the ISTJ is a pillar of strength. Just as this type honors business contracts, so do they honor the marriage contract. Loyal and faithful mates, they take responsibilities to children and mate seriously, giving lifelong commitment to these. Duty is a word the ISTJ understands. The male ISTJ sees himself as the breadwinner of the family, although he can accept a working wife – as long as responsibilities to children are not shirked. The male ISTJ's concept of masculinity is patriarchal, and both female and male ISTJs make steady, dependable partners. The female ISTJ may abandon the frivolous for the sensible and may not always deepen her sensuality.

As parents, ISTJs are consistent in handling children, and the rules of the family are made clear. A rebellious, nonconforming child may have a difficult time, however, with an ISTJ parent – and vice versa. As a child, the ISTJ is apt to be obedient and a source of pleasure to parents and teachers.

Although ISTJs are outstandingly practical and sensible, they can marry people who are thoroughly irresponsible, with the marriage developing into a relationship more parent to child than adult to adult. The ISTJ fluctuates from being rescuer to reformer of the wayward mate. The marriage becomes a

life long game: on one side, there is Irresponsibility, Promise of Reform, Brief Period of Reform, and Irresponsibility again; on the ISTJ's part, the cycle is Disapproval, Rescue, Scolding, Forgiveness, Acceptance of Promise To Do Better, and on and on. This pattern often is seen when an ISTJ marries an alcoholic and enters a life of caretaking punctuated by periods of anger and rejection. Somehow, although ISTJs can accept periodic fickleness and selfishness in significant others, they do not see this kind of behavior as acceptable in themselves.

ISTJs have a distaste for and distrust of fanciness in speech, dress, or home. The ostentatious is abhorred, and a neat, orderly, and functional home and work environment is preferred. Durability of furnishings are of primary concern, aesthetics given slim consideration. The clothes of an ISTJ tend to be practical and durable rather than in the latest style or luxurious. "No nonsense" in both food and clothes seems characteristic of this type who tend not to be attracted by exotic food and beverages, or places.

The male ISTJ may enjoy stag, men only parties and use a different sort of language when only men are present. The yearly hunting or fishing trip as a male ritual is often a part of recreation for an ISTJ. More than the female, the ISTJ male is apt to be involved in community service organizations that transmit traditional values to the young, such as Boy Scouting. They understand and appreciate the contributions these groups make in preserving the national heritage. Along with the SJ's, the ISTJ takes particular delight in festive occasions held in the context of rituals, for example, weddings, holiday feasts, and birthdays. At work, the ISTJ is apt to see the holiday office party as a necessary nuisance and would be likely to participate and enjoy these events.

#### Midlife

At midlife ISTJs might develop an interest in collecting art objects and indulge themselves in using time to craft objects, which have utilitarian purpose. ISTJs might enjoy relaxing physically and psychologically from a decision-making role, perhaps even schooling themselves to allow others to wait on them. They might want to increase their capacity to engage in frivolity and, for a change, let someone else worry about the future. Continuing to put off vacations wanted luxuries, rest periods, and other long-overdue activities could well be abandoned in favor of some self-indulgence.

## MYERS-BRIGGS TYPE INDICATOR MATING PROFILE

### ISTJ

#### Mates

Here is the paragon of insurance, preparation, and consolidation – a person with a strong desire to be trusted. Small wonder that he looks upon accounting, banking and securities with a benevolent eye. Try to imagine him married to one of his own kind: Two Rocks of Gibraltar, each steadfastly tempering the other's steadfast tempering! We can safely guess that this sort of relationship wouldn't work very well.

The attraction, rather, is for the “entertainer,” for the vivacity and sparkle of ESFP, the opposite of the ISTJ. ISTJ is the ultimate saver who is fascinated by, and frequently marries, the ultimate spender! Here is complementarity to the nth degree! Just as often, ISTJ finds his or her opposite on the intuitive side: The ENFP. Perhaps he senses in the ENFP's desire to spread the word something similar to the ESFP's desire to put on a show. Certainly the vivacity and sparkle is apparent in both, an attribute which must be quite enchanting to the sober and careful ISTJ.

#### Courting

The SJ tends to express affection in standard ways, verbalizing expressions of love in ritualistic language, and bringing gifts on appropriate occasions. These gifts have usually intrinsic value as objects and are to be kept and treasured. The transactional ritual is important, not the surprise or audience impression as with an SP. The notion of discussing philosophy, religion, aesthetics, or ethics as a precursor to erotic activities does not make much sense to either the SJ male or female. Sex is sex and philosophy is philosophy. The notion of the “grand passion” is likely to mystify an SJ mate, who may enjoy the fantasy, but who soon wants to get on with the business of living. For an SJ, courting is something one does before vows are taken. Once the bargain is sealed, they are prepared to give priority to getting ahead in business, establishing a home and family, making a circle of friends and establishing social connections. Sexual routines are apt to be established early in marriage and observed throughout life. The unexpected and unusual are probably not a part of the basic sexual repertoire of the SJ. A male SJ may, perhaps, explore other relationships outside the framework of his marriage, but only if particularly dissatisfied at home.

#### Sex

Epineuric temperaments (SJs), males and females alike, tend to be more solemn about their sexual activities than do the SPs. Sex is a more serious business. While an SP could use sex to forget his or her troubles, an SJ, particularly a male SJ, would be more likely to use sex to ease fatigue, wanting to be comforted both emotionally and physically. After sexual release has been obtained, the SJ is apt to be most solicitous of the physical comfort and welfare of the other.

While other types might see sex as a mutually pleasing activity, from which both males and females benefit equally, the SJ male is apt to express gratitude to his partner for the sexual experience, communicating the message that something has been done for him, that he needs have been served, that a favor has been done. The possibility of a mate enjoying the experience equally, or needing the experience equally, is not often conceptualized by him. A female SJ is likely to go along with this position, placing the sexual needs of her mate over any she might have, perhaps seeing sex as a wifely chore rather than a pleasure.

SJs are apt to be faithful to their marriage vows. Males may have sown their wild oats before marrying, but after mating become more interested in establishing a home and a family and devoting their main energies to their jobs. Female SJs probably have had only limited sexual experience before marriage, even in an age of sexual freedom. If such is not the case, it is likely that peer pressures led the female into

sexual explorations because it was the thing to do, or because it was “embarrassing to be a 20-year-old-virgin.”

SJ males and females both may view sex as a service, which is to be delivered by the female, performed dutifully and on request, presumably in return for social and economic security. They are not likely to experiment in sexual approaches. The tried-and-true time and place is usually the sexual mode for the SJ mate. The SJ male is likely to express concern for his partner, but neither male nor female SJ may believe that female orgasm is a requisite. Always there is that unexpressed attitude that “nice girls don’t.” At the same time, when SJ males are in social contact with other males (and selected females) – for example at conventions, hunting trips, and smokers – the SJ male can equal the SP in his command of vivid language and his repertoire of sexual jokes. Female SJs are not, whether with males or females, apt to discuss their sexual experiences. Sex is clearly understood as a means of reproduction rather than mainly as a form of recreation, and both male and female SJs may reflect the attitude that having children, who will bring joy and comfort and who will continue the family line, is expected and desirable. Sex generally is something one does at night, in the bedroom, as quietly as possible. Although this is less true in our so-called sexually liberated age, the view of sex as recreation is not a perception ordinarily held by most SJs.

### Interpersonal

SJ mates may have some difficulty understanding the emotional needs of other types, particularly the NFs and NTs, where transactions outside the bedroom loom vital as precursor to sexual response. An SJ could give way to a temper tantrum, to biting sarcasm, scolding, criticizing, the works – and then expect a mate to separate these behaviors from the sexual relationship. He or she may not understand the possible impact on sex, which is clear to other types. This mate believes that, as long as he or she cares for the spouse and takes the proper responsibility for the spouse’s health and welfare, the constructive “lessons” which he or she offers to correct the mate should not inhibit the other’s affection.

### Social

Time is apt to be structured by the SJ around productive activities, which have a clearly defined task as the focal point. Wasting time in frivolity tends to be difficult for the SJ. For example, reading a newspaper is apt to have more appeal than would reading novels. SJs value time as a thing to be used, not to be wasted. They tend to be punctual and expect their mates to be also: they like to make and keep schedules for themselves and sometimes even their mates and children. The SJ mate wants social events to proceed in a preplanned, orderly manner, with pleasant but not uproarious hilarity. Generally, SJ mates do not mind members of their family (and others) making demands on their time, as long as the demand is for sensible reasons.

As mates, SJs seldom complain of boredom. They are content to live on an even keel, and are happy keeping within established routines. They may enjoy eating out at the same restaurant, say, every Friday evening. They may be willing to visit the same vacation spot year after year, performing the same recreational activities with the same people in the same place.

The SJ mate is apt to communicate an attitude of nurturance as well as an attitude of being critical. In the language of Transactional Analysis, they come from both the Critical and Nurturing parent ego states. For the SJ mate, caring for mate or children means having the responsibility to see to it that the other knows the Right thing to do and the Right Way to do it, which means the ways learned from parents and tradition. Spontaneity in the SJ tends to be suppressed, although when fatigued or under stress, the SJ can erupt into a temper tantrum, use biting sarcasm, or even, in rare instances, attempt to make a point through violence.

SJs’ need to be of service and to belong to established institutions make them faithful, steady, responsible, reliable mates who are predictable, loyal, dependable, and usually faithful. They are not likely to abandon their families at midlife or to squander lifelong savings in impulsive spending sprees. They make excellent homemakers, and belong in outstanding supportive ways in the institutions of the community – the home, the church, the government, and civic institutions – truly the pillars who hold up society.

## Domestic

SJs may be possessive about their family – often referring to “their wife,” “their children,” “their car,” – and possessions can assume large proportions, claiming much interest and attention. These possessions are to be dutifully serviced and cared for, to be held and cherished, and never wasted in frivolity. SJs tend to be careful with money and are likely to budget carefully, planning well for the future, at times at the expense of much sacrifice in the present. Insurance policies, savings accounts, bonds, and the like make sense to the SJ, who understands their value. Also understood is the utilitarian value of property, tools, cars, clothes, and the like. Possessions should be functional and without undue ostentation. Goods should be used up, worn out, and then not thrown away, but donated to a charitable agency. “Waste not, want not” is understood and honored as a motto by the SJs. Property is likely to be well tended and the expectation of SJs is that those around them will do likewise, including their neighbors and colleagues at work.

For a female SJ, especially one who is introverted, home may be a focal point, to the exclusion of all else. Devotion to husband and children, the preparation of meals, keeping a clean and orderly house may take all her time and become her reason for living. At midlife, when the children have left home, this can occasion a major crisis. For the male SJ, retirement can bring about the same trauma; his job is often to the male SJ what the home and family are to the female SJ. Both may worry about loved ones when they are away from home and will tend to make frequent contact by telephone. SJs sometimes catastrophize and suffer with worry about unlikely calamities.

Frequent or rapid changes in home environment or rituals or frequent changes in work procedures or personnel are not welcomed by the SJ. Individual deviations from the traditional, accepted ways of behaving on the part of family members are not encouraged by an SJ parent. They have a sure sense of what is Good and Right and they do not hesitate to impose this on their mates and children. In truth, the SJ sees this imposition of standards as his duty. He requires things and people, procedures and products, to be consistent and stable, appropriately in harmony with traditional ways.

The past has a strong press for SJs. They have a sense of family history, and value stories and information about their families. They tend to entertain relatives, to keep in touch with the extended family circle, to honor the traditional rituals such as the Thanksgiving turkey and Easter dinner. Church-related activities may often occupy the SJ’s free time, as might community-based, organized activities, both charitable and social. An SJ mate is likely to belong to the organized civic groups of the community, and probably be knowledgeable of the status hierarchy and pecking order in those groups.