Strategist (MBTI Equivalent: INTJ) (Style: Seer first, Director second) 5.3% of Australian Population*



Introverted Spiritual Intellectual

Typical Quote: "An insight is a precious thing" – Anon

Introverted Spirituals Intellectual ("introverted SIs" for short) have the Spiritual mental function (including creativity/ originality) most conscious in their mind, and therefore they are most aware of it and in control of this function. Their Intellectual mental function (including critiquing/ analysing) is also likely to be very conscious by the time they are adult. The other two mental functions P (Physical-including details/ practicality) and E (Emotional-including harmonising/ sympathising) are mostly in their sub-conscious and therefore they may not naturally be so competent at managing these.

General Summary

To outsiders, Introverted SIs may appear to project an aura of "definiteness", of self-confidence. This self-confidence, sometimes mistaken for simple arrogance by the less decisive, is actually of a very specific nature; its source lies in the specialized knowledge systems based on conceptual and logical thinking that most Introverted SIs start building at an early age. When it comes to their own areas of expertise -- and Introverted SIs can have several -- they will be able to tell you almost immediately whether or not they can help you, and if so, how. Introverted SIs know what they know, and perhaps still more importantly, they know what they don't know.

Introverted SIs are perfectionists, with a seemingly endless capacity for improving upon anything that takes their interest. They have an unusual independence of mind, freeing the Introverted SIs from the constraints of authority, convention, or sentiment for its own sake.

Introverted SIs are known as the "Systems Builders" of the types, perhaps in part because they possess the unusual trait and gift of a combination of imagination and pragmatism. Whatever system an Introverted SIs happens to be working on is for them the equivalent of an imperative moral cause. Both perfectionism and disregard for authority may come into play, as Introverted SIs can be unsparing of both themselves and the others on the project, including superiors. So driven and confident of the reality of their vision, Introverted SIs have also been known to take it upon themselves to implement critical decisions without consulting their supervisors or co-workers.

Introverted SIs are usually extremely private people, and can often be naturally impassive as well, which makes them easy to misread and misunderstand.

Key Attributes

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Typical Strengths:

They are visionary people who are typically good strategic planners or thinkers, and are very capable at both creating and using theoretical models. They combine high intuition and creativity with a strong logic and goal achievement focus.

Typical Development Areas:

They can appear insensitive to others. They might also be too closed to others' ideas or too slow to let go of an idea, especially when they neglect appropriate data-gathering. They may also appear abrupt and seem rigid to others.

"Possible Shadow Side" (Mental Function deepest in the Sub-Conscious Mind)

The Physical function of extraverted SIs is deepest in their sub-conscious and they can handle a great deal of stress in the form of ambiguity, complexity or stress, however, they tend to be stressed more readily by noise, interruptions and senseless behaviour. This can get them to become obsessive about some physical detail or minutiae which is irrelevant in the big scheme of things.

They may also become stubborn, withdrawn and "shut down" when stressed, and find that they lose their ability to access their intuition effectively.

Famous Introverted SIs

Common Frustration for Others: They may be too stubborn.



Bill GatesBusiness magnate and inventor



Stephen HawkingTheoretical physicist and cosmologist



Hilary ClintonUS Senator and ex US Secretary of State



Sir Isaac NewtonEnglish physicist and mathematician

^{*} See MBTI® Data Archive Project: Psychological Type Research Unit – Sample over 22000 Australians 2010