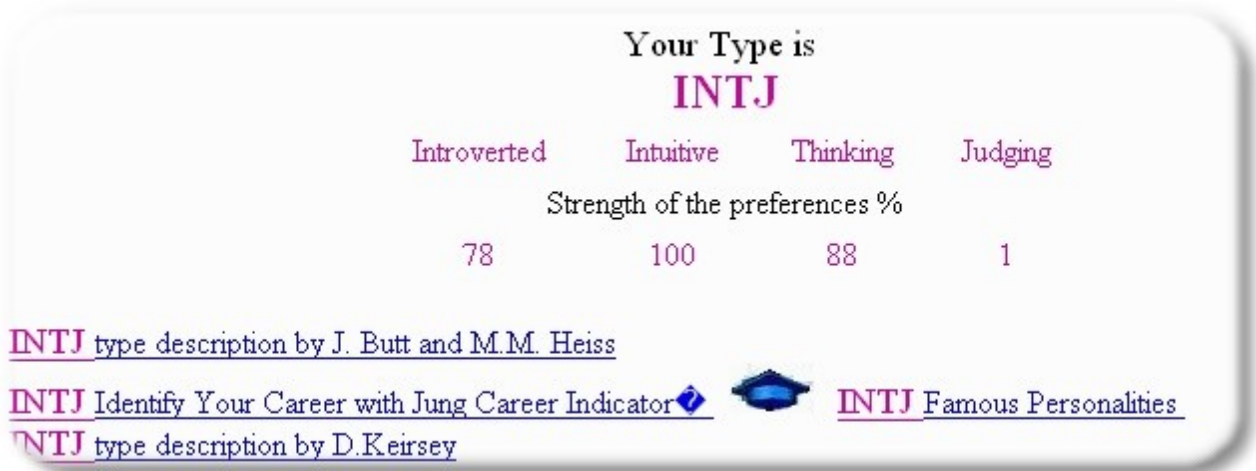


Jung Personality Type



All Rationals are good at planning operations, but **Masterminds** are head and shoulders above all the rest in contingency planning. Complex operations involve many steps or stages, one following another in a necessary progression, and Masterminds are naturally able to grasp how each one leads to the next, and to prepare alternatives for difficulties that are likely to arise any step of the way. Trying to anticipate every contingency, Masterminds never set off on their current project without a Plan A firmly in mind, but they are always prepared to switch to Plan B or C or D if need be.

Masterminds are rare, comprising no more than, say, one percent of the population, and they are rarely encountered outside their office, factory, school, or laboratory. Although they are highly capable leaders, Masterminds are not at all eager to take command, preferring to stay in the background until others demonstrate their inability to lead.

Once they take charge, however, they are thoroughgoing pragmatists. Masterminds are certain that efficiency is indispensable in a well-run organization, and if they encounter inefficiency-any waste of human and material resources-they are quick to realign operations and reassign personnel. Masterminds do not feel bound by established rules and procedures, and traditional authority does not impress them, nor do slogans or catchwords. Only ideas that make sense to them are adopted; those that don't, aren't, no matter who thought of them. Remember, their aim is always maximum efficiency.

In their careers, Masterminds usually rise to positions of responsibility, for they work long and hard and are dedicated in their pursuit of goals, sparing neither their own time and effort nor that of their colleagues and employees. Problem-solving is highly stimulating to Masterminds, who love responding to tangled systems that require careful sorting out. Ordinarily, they verbalize the positive and avoid comments of a negative nature; they are more interested in moving

an organization forward than dwelling on mistakes of the past.

Masterminds tend to be much more definite and self-confident than other Rationals, having usually developed a very strong will. Decisions come easily to them; in fact, they can hardly rest until they have things settled and decided. But before they decide anything, they must do the research. Masterminds are highly theoretical, but they insist on looking at all available data before they embrace an idea, and they are suspicious of any statement that is based on shoddy research, or that is not checked against reality.

[Alan Greenspan](#), [Ben Bernanke](#), Dwight D. Eisenhower, [General Ulysses S. Grant](#), Frideriche Nietzsche, Niels Bohr, Peter the Great, Stephen Hawking, John Maynard Keynes, C. G. Jung, Michel de Montaigne, Michel Nostradamus, Ada Lovelace, Lise Meitner, Ayn Rand and Sir Isaac Newton are examples of Rational Masterminds.

A full description of the Mastermind and Rational is in [People Patterns](#) or [Please Understand Me II](#)

The Mastermind (INTJ) is very focused as well, but more on an internal vision. They are good at solving problems and like to work on tough intellectual puzzles. They are often led into technical positions such as scientific researcher, design engineer, environmental planner.

The developing field of genetics benefits from their intensity as does the field of medicine. In education they are most often found at the college and university level. In the professions, they may be a lawyer, a business analyst, or strategic planner. Some have a strong artistic/creative bent and may become an artist, inventor, or designer.

Whatever they do, they do it with intensity. Says Kim, "I am constantly teaching myself something new in order to solve the problems that I encounter. My husband leaves me alone when he sees that I am caught in what he calls my "Thinking Time." I'm unwinding knots even in my sleep."