

LOGISTICIAN

(ASSERTIVE)

ISTJ-A

ROLE: SENTINEL

Observant (S) and Judging (J) personality types, known for their focus on practicality, order, security and stability.

STRATEGY: CONFIDENT INDIVIDUALISM

Confident Individualists prefer doing things alone, choosing to rely on their own skills and instincts as opposed to seeking others' help.

TRAITS

Introverted (I) individuals prefer solitary activities and get exhausted by social interaction. They tend to be quite sensitive to external stimulation (e.g. sound) in general.

Observant (S) individuals are highly practical, pragmatic and down-to-earth. They tend to have strong habits and focus on what is happening or has already happened.

Thinking (T) individuals focus on objectivity and rationality, prioritizing logic over emotions. They tend to hide their feelings and see efficiency as more important than cooperation.

Judging (J) individuals are decisive, thorough and highly organized. They value clarity, predictability and closure, preferring structure and planning to spontaneity.

Assertive (-A) individuals are self-assured, even-tempered and resistant to stress. They refuse to worry too much and do not push themselves too hard when it comes to achieving goals.

RESEARCH INSIGHT

Assertive Logisticians are the most likely personality type to say it's more important to tell the truth, even if it hurts someone's feelings.



STRENGTHS

Honest and Direct: Integrity is the heart of this personality type. Logisticians prefer to manage any situations they encounter with plain and simple honesty.

Strong-willed: Patient and determined, Logisticians embody that integrity in their actions too, working hard and staying focused on their goals.

Calm and Practical: Logisticians keep their feet on the ground and make clear, rational decisions, with effectiveness in mind.

Create and Enforce Order: The primary goal of any Logistician is to be effective in what they've chosen to do. Unclear guidelines and people who break established rules undermine this effort, and are rarely tolerated by Logisticians.

WEAKNESSES

Stubborn: The facts are the facts, and Logisticians tend to resist any new idea that isn't supported by them. Logisticians may also find it difficult to accept that they were wrong about something – but anyone can miss a detail, even them.

Insensitive: While not intentionally harsh, Logisticians often hurt more sensitive types' feelings by the simple mantra that honesty is the best policy.

Always by the Book: Logisticians are often reluctant to bend rules or try new things. Truly unstructured environments may leave Logisticians all but paralyzed.

Often Unreasonably Blame Themselves: Logisticians sometimes heap all the work on themselves, inevitably hit a tipping point, and then believe the responsibility for failure is theirs alone to bear.



16Personalities

www.16personalities.com

LOGISTICIAN

(TURBULENT)

ISTJ-T

ROLE: SENTINEL

Observant (S) and Judging (J) personality types, known for their focus on practicality, order, security and stability.

STRATEGY: CONSTANT IMPROVEMENT

Constant Improvers are quiet, individualistic people. They tend to be success-driven and often perfectionistic, spending a lot of time and effort on their work.

TRAITS

Introverted (I) individuals prefer solitary activities and get exhausted by social interaction. They tend to be quite sensitive to external stimulation (e.g. sound) in general.

Observant (S) individuals are highly practical, pragmatic and down-to-earth. They tend to have strong habits and focus on what is happening or has already happened.

Thinking (T) individuals focus on objectivity and rationality, prioritizing logic over emotions. They tend to hide their feelings and see efficiency as more important than cooperation.

Judging (J) individuals are decisive, thorough and highly organized. They value clarity, predictability and closure, preferring structure and planning to spontaneity.

Turbulent (-T) individuals are self-conscious and sensitive to stress. They are likely to experience a wide range of emotions and to be success-driven, perfectionistic and eager to improve.

RESEARCH INSIGHT

Turbulent Logisticians are the most likely personality type to say they are private people.



STRENGTHS

Honest and Direct: Integrity is the heart of this personality type. Logisticians prefer to manage any situations they encounter with plain and simple honesty.

Strong-willed: Patient and determined, Logisticians embody that integrity in their actions too, working hard and staying focused on their goals.

Calm and Practical: Logisticians keep their feet on the ground and make clear, rational decisions, with effectiveness in mind.

Create and Enforce Order: The primary goal of any Logician is to be effective in what they've chosen to do. Unclear guidelines and people who break established rules undermine this effort, and are rarely tolerated by Logisticians.

WEAKNESSES

Stubborn: The facts are the facts, and Logisticians tend to resist any new idea that isn't supported by them. Logisticians may also find it difficult to accept that they were wrong about something – but anyone can miss a detail, even them.

Insensitive: While not intentionally harsh, Logisticians often hurt more sensitive types' feelings by the simple mantra that honesty is the best policy.

Always by the Book: Logisticians are often reluctant to bend rules or try new things. Truly unstructured environments may leave Logisticians all but paralyzed.

Often Unreasonably Blame Themselves: Logisticians sometimes heap all the work on themselves, inevitably hit a tipping point, and then believe the responsibility for failure is theirs alone to bear.



16Personalities

www.16personalities.com