

ENTJ

(Extraverted, Intuitive, Thinking, Judging)

Everything's Fine — I'm in Charge

Career Satisfactions for ENTJs

Doing work that:

- Lets me lead, be in control, organizing and perfecting the operating systems of an organization so that it runs efficiently and reaches its goals on schedule
- Lets me engage in long-range strategic planning, creative problem solving, and the generation of innovative and logical approaches to a variety of problems
- Is done in a well-organized environment where I, and others, work within a clear and definite set of guidelines
- Challenges and stimulates my intellectual curiosity and lets me work with complex and often difficult problems
- Gives me opportunities to meet and interact with a variety of other capable, interesting, and powerful people
- Gives me the opportunity to advance within the organization and to increase and demonstrate my competence
- Is exciting, challenging, and competitive; where I am in the public eye and where my accomplishments are seen, recognized, and fairly compensated
- Lets me work with other intelligent, creative, ambitious, and goal-oriented individuals whose competencies I respect
- Lets me set and meet goals and implement my organizational skills to keep myself and others focused on the larger goal while accomplishing all my objectives in a timely and efficient manner
- Lets me manage and supervise others, using logical and objective standards and policies that utilize each person's strengths but without having to deal daily with interpersonal squabbles

Work-Related Strengths

- Ability to see possibilities and implications
- Aptitude for creative problem solving; ability to examine issues objectively
- Understanding of complex issues
- Drive and ambition to succeed
- Confidence and natural leadership ability
- Strong motivation to be competent and to excel
- High standards and strong work ethic
- Ability to create systems and models to achieve your objectives
- Courage to take bold steps and the drive to reach goals
- Logical and analytical decision-making skills
- Comfort with technology; quick learners
- Decisive and strong organizational skills

Work-Related Weaknesses

- Impatience with others who are not as quick as you are
- Brusqueness and lack of tact and diplomacy
- Tendency toward hasty decision making
- Lack of interest in mundane details
- Tendency to want to improve something that doesn't need improving
- Tendency to intimidate or overpower others
- Tendency to not take the time to adequately appreciate and praise employees, colleagues, and others
- Reluctance to reexamine issues already decided
- Propensity to overemphasize work life to the detriment of home life

Popular Occupations for ENTJs

Business

- Executive
- Senior manager
- Office manager
- Administrator
- Personnel manager
- Sales manager
- Marketing manager
- Network integration specialist
- Technical trainer
- Information services—new business developer
- Logistics consultant
- Management consultant: computer/information services, marketing, reorganization
- Advertising account manager
- Marketing executive: radio/TV/cable broadcast
- Media planner/buyer
- International sales and marketing
- Franchise owner
- Sales manager: pharmaceuticals
- Administrator: health services
- College & university administrator
- Managing editor
- Theater producer
- Police and detective supervisor
- Human resources manager
- Association manager & adviser
- Program director
- Project manager
- Retail manager
- Real estate manager
- Restaurant and food service manager

Finance

- Personal financial planner
- Economic analyst
- Mortgage broker
- Credit investigator
- Stockbroker
- Investment banker

- Corporate finance attorney
- International banker
- Economist
- Treasurer, controller, CFO
- Venture capitalist

Technology

- Network administrator
- Systems administrator
- Local area network administrator
- Robotics network manager
- Database administrator
- Systems analyst
- Project manager
- Engagement manager

Consulting/Training

- Business consultant
- Management consultant
- Educational consultant
- Program designer
- Management trainer
- Employment development specialist
- Labor relations manager
- Telecommunications security consultant
- Corporate team trainer
- Legislative assistant
- Political consultant

Professional

- Attorney
- Judge
- Psychologist
- Science/social science teacher
- Chemical engineer
- Intellectual property attorney
- Biomedical engineer
- Psychiatrist
- Environmental engineer
- Attorney (nonprofit charitable giving; estate planning)
- Political scientist
- Pathologist
- Pilot

This list is meant to give you career options and ideas, it is not a comprehensive listing of every career where you may find career success.

Portrait of an ENTJ

As an ENTJ, your primary mode of living is focused externally, where you deal with things rationally and logically. Your secondary mode is internal, where you take things in primarily via your intuition.

ENTJs are natural born leaders. They live in a world of possibilities where they see all sorts of challenges to be surmounted, and they want to be the ones responsible for surmounting them. They have a drive for leadership, which is well-served by their quickness to grasp complexities, their ability to absorb a large amount of impersonal information, and their quick and decisive judgments. They are "take charge" people.

ENTJs are very career-focused, and fit into the corporate world quite naturally. They are constantly scanning their environment for potential problems which they can turn into solutions. They generally see things from a long-range perspective, and are usually successful at identifying plans to turn problems around - especially problems of a corporate nature. ENTJs are usually successful in the business world, because they are so driven to leadership. They're tireless in their efforts on the job, and driven to visualize where an organization is headed. For these reasons, they are natural corporate leaders.

There is not much room for error in the world of the ENTJ. They dislike seeing mistakes repeated, and have no patience with inefficiency. They may become quite harsh when their patience is tried in these respects, because they are not naturally tuned in to people's feelings, and more than likely don't believe that they should tailor their judgments in consideration for people's feelings. ENTJs, like many types, have difficulty seeing things from outside their own perspective. Unlike other types, ENTJs naturally have little patience with people who do not see things the same way as the ENTJ. The ENTJ needs to consciously work on recognizing the value of other people's opinions, as well as the value of being sensitive towards people's feelings. In the absence of this awareness, the ENTJ will be a forceful, intimidating and overbearing individual. This may be a real problem for the ENTJ, who may be deprived of important information and collaboration from others. In their personal world, it can make some ENTJs overbearing as spouses or parents.

The ENTJ has a tremendous amount of personal power and presence which will work for them as a force towards achieving their goals. However, this personal power is also an agent of alienation and self-aggrandizement, which the ENTJ would do well to avoid.

ENTJs are very forceful, decisive individuals. They make decisions quickly, and are quick to verbalize their opinions and decisions to the rest of the world. The ENTJ who has not developed their Intuition will make decisions too hastily, without understanding all of the issues and possible solutions. On the other hand, an ENTJ who has not developed their Thinking side will have difficulty applying logic to their insights, and will often make poor decisions. In that case, they may have brilliant ideas and insight into situations, but they may have little skill at determining how to act upon their understanding, or their actions may be inconsistent. An ENTJ who has developed in a generally less than ideal way may become dictatorial and abrasive - intrusively giving orders and direction without a sound reason for doing so, and without consideration for the people involved.

Although ENTJs are not naturally tuned into other people's feelings, these individuals frequently have very strong sentimental streaks. Often these sentiments are very powerful to the ENTJ, although they

will likely hide it from general knowledge, believing the feelings to be a weakness. Because the world of feelings and values is not where the ENTJ naturally functions, they may sometimes make value judgments and hold onto submerged emotions which are ill-founded and inappropriate, and will cause them problems - sometimes rather serious problems.

ENTJs love to interact with people. As Extroverts, they're energized and stimulated primarily externally. There's nothing more enjoyable and satisfying to the ENTJ than having a lively, challenging conversation. They especially respect people who are able to stand up to the ENTJ, and argue persuasively for their point of view. There aren't too many people who will do so, however, because the ENTJ is a very forceful and dynamic presence who has a tremendous amount of self-confidence and excellent verbal communication skills. Even the most confident individuals may experience moments of self-doubt when debating a point with an ENTJ.

ENTJs want their home to be beautiful, well-furnished, and efficiently run. They're likely to place much emphasis on their children being well-educated and structured, to desire a congenial and devoted relationship with their spouse. At home, the ENTJ needs to be in charge as much as he or she does in their career. The ENTJ is likely best paired with someone who has a strong self-image, who is also a Thinking type. Because the ENTJ is primarily focused on their careers, some ENTJs have a problem with being constantly absent from home, physically or mentally.

The ENTJ has many gifts which make it possible for them to have a great deal of personal power, if they don't forget to remain balanced in their lives. They are assertive, innovative, long-range thinkers with an excellent ability to translate theories and possibilities into solid plans of action. They are usually tremendously forceful personalities, and have the tools to accomplish whatever goals they set out for.

Using your strengths is easy.

The secret to success for an ENTJ is learning to:

SLOW DOWN, FOCUS ON THE DETAILS, AND TUNE INTO OTHERS' NEEDS