

# ENTJ

*ENTJs are life's natural leaders*



## EXTRAVERTED INTUITIVE THINKING JUDGING

ENTJs take charge quickly and deal directly with problems, especially in situations that involve confusion and inefficiency. They provide structure to the organizations to which they belong and design strategies to accomplish their personal and organizational goals. ENTJs develop broad, action-oriented plans, and supply the necessary energy and momentum to see that these plans are accomplished. ENTJs are “take charge” people who organize their own and others’ external environments. They do not take “no” for an answer; instead, they use their resources to find a way to meet the challenge. They are at their best in using their analytical and strategic thinking. ENTJs make decisions based upon logic and impersonal analysis.

- ENTJs are very logical, analytical, and organized
- They are great leaders and decision makers
- They are able to see the big picture and possibilities for the future
- ENTJs strive to perfect systems rather than simply accept them as they are

### **Choosing a Major**

- Tend to decide early and remain confident of choice
- Enjoy competitive challenges
- Often found in management positions, whether in schools, business, science, or health professions

### **Learning Style**

- Want instructors to present material clearly
- Interested in models of how systems work
- Stimulated by complex material
- See possibilities beyond their present studies
- Use knowledge to make things happen

### **Reading, Writing, Studying**

- Like to establish a study schedule and follow it rigorously
- Will organize study groups and keep everyone on task
- Read practical material to learn how to be more efficient or productive
- Write first drafts expediently from a brief outline
- Need to revise final drafts by expanding on ideas presented too hastily, and qualifying overly blunt statements

### **Playing**

- Like to attend athletic events and take charge of campus groups
- Prefer an organized, responsible, hard-working roommate
- Have trouble fitting dating into their busy schedule
- Are hard driving, even at play; like competition

### **Possible Causes of Stress**

- Are frustrated by others who don't meet deadlines
- Impatient with those not willing to follow their well-made plans
- May put excessive pressure on self and others to perform
- May make quick decisions without enough information
- May not notice early signs of stress

### **Dealing with Stress**

- Naturally one of the most assertive of the types in college
- Good at staying organized and feeling in control
- Need to be willing to rethink decisions and gather more information
- Need to listen to others instead of pointing out flaws
- Plan some time for recreational activity

**Work Related Strengths:**

- Can be visionary leaders
- Work best in organizations where opportunity exists to rise to the top
- Ambitious and hardworking; honest and direct
- Good complex and creative problem solvers, able to make logical decisions
- Able to keep long- and short-term goals in mind

**Work Related Weaknesses:**

- May be demanding, critical, and intimidating
- May place work above other areas of life
- May overlook relevant facts and important details in haste to make decision
- May not express encouragement or praise
- May not invite or permit input and contributions from others

**CAREER SATISFACTION** means doing work that:

1. 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
2. Lets me engage in long-range strategic planning, creative problem solving, and the generation of innovative and logical approaches to a variety of problems
3. Is done in a well-organized environment where I, and others, work within a clear and definite set of guidelines
4. Challenges and stimulates my intellectual curiosity and lets me work with complex and often difficult problems
5. Gives me opportunities to meet and interact with a variety of other capable, interesting, and powerful people
6. Gives me the opportunity to advance within the organization and to increase and to demonstrate my competence
7. Is exciting, challenging, and competitive; where I am in the public eye and where my accomplishments are seen, recognized, and fairly compensated
8. Lets me work with other intelligent, creative, ambitious, and goal-oriented individuals whose competencies I respect
9. 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
10. 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

## Popular Occupations for ENTJs

In listing occupations that are popular among ENTJs, it is important to note that there are successful people of all types in all occupations. However, the following are careers ENTJs may find particularly satisfying and some of the reasons why. This is by no means a comprehensive listing but is included to suggest possibilities you may not have previously considered. Although all of these occupations offer the potential for career satisfaction, the future demand for some careers is anticipated to be greater than for others. Remember, these are only some areas that provide satisfying expression for the unique natural talents of the ENTJ.

### **Business**

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

The world of business is often enjoyed by ENTJs. They prefer to be in positions of authority, control, and leadership. As business executives, they are able to use their long-range thinking to develop contingency plans and map out the best course to meet their goals. ENTJs use a style of direct management, able to make tough, yet fair, decisions and set policies for employees. They like to surround themselves with other independent, results-oriented people who can work without a lot of supervision or intervention. ENTJs usually rise to the top of organizations by using their ability to influence people and their ease at meeting and networking with people.

### **Finance**

Personal financial planner	Economic analyst
Mortgage broker	Credit investigator
Stockbroker	Investment banker
Corporate finance attorney	International banker
Economist	Treasurer, controller, and chief financial officer
Venture capitalist	

ENTJs often excel in the field of finance. They enjoy making money and enjoy working with other people's money, too! They enjoy the competition of the field and take charge quickly and easily. These careers enable ENTJs to use their ability to forecast trends and design ingenious ways to take full advantage of opportunities for themselves and their clients. They do best when they have little

work that involves details and follow-up, but instead can delegate to a competent support staff.

### **Consulting/Training**

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

The variety and independence offered in careers in consulting appeals to ENTJs. The field has grown tremendously in recent years, giving ENTJs the chance to satisfy their entrepreneurial spirit, work with a variety of people in a variety of business settings, and be compensated in proportion to the work they put in. ENTJs often excel in business or management consulting and can be excellent and stimulating trainers. They usually create a structured and challenging environment with creative designs and active sessions. They almost always prefer to take on new projects, and enjoy teaching other ambitious people ways to increase their competence.

### **Professional**

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

These professions offer the degree of status and level of influence ENTJs strive for in their careers. ENTJs often enjoy the field of law and have success as practicing and administrative attorneys and judges. The intellectual challenge of psychology and psychiatry appeals to many ENTJs, as do the complex field of chemical engineering and the growing fields of environmental and biomedical engineering. In education, ENTJs usually prefer teaching in the upper grades, especially secondary education, adult education, and at the college level. They enjoy applying their knowledge in the world around them and often have careers that let them expand their teaching responsibilities into other areas – like politics or political consulting.

### **Technology**

Network administrator	Systems administrator
Local area network (LAN) administrator	Robotics network manager
Database administrator	Systems analyst
Project manager	Engagement manager

Many ENTJs are ideally suited to a whole raft of new computer-related careers that have evolved from the explosion of personal computers and the use of the Internet. These jobs require several qualities that come naturally to most ENTJs: the ability to understand and process complex information, an extremely logical mind, the ability to grasp the big picture, and superior organizational skills.