

~ REPORT FOR ~

E **N** **T** **J**

EXTRAVERTED • INTUITIVE • THINKING • JUDGING



YOU'RE AN ENTJ

ENTJ stands for **Extraverted, iNtuitive, Thinking, Judging**.
Each letter of your personality type describes a key aspect of who you are.



EXTRAVERSION

Your Energy Style

Dominant, Outgoing,
Energetic,
Communicative

Your energy style is Extraversion (in contrast with Introversion). This dimension describes how you manage your energy.

Extraverts are energized by engaging with other people. They approach the world enthusiastically and want to experience the excitement of life.

You enjoy:

- Interacting with people
- Being in busy surroundings
- Engaging with the outside world
- Expressing thoughts and feelings
- Being noticed by others
- Stimulation and activity

INTUITION

Your Cognitive Style

Innovative,
Forward-Thinking,
Visionary, Bold

Your cognitive style is Intuition (in contrast with Sensing). This dimension describes how you process information.

Intuitives process information in an abstract, imaginative way. They focus on ideas and concepts that cannot be directly observed.

You like to focus on:

- Observing patterns and connections
- Interpreting meaning
- Imagining potential
- Ideas and concepts
- Innovation and creativity
- Possibilities for the future

THINKING

Your Values Style

Analytical, Objective,
Rational, Blunt

Your values style is Thinking (in contrast with Feeling). This dimension describes your orientation to personal values.

Thinkers value logic, competence, and objectivity. They believe that every person has a responsibility to take care of him or herself.

You are concerned with:

- Using logical reasoning
- Being unbiased and impartial
- Considering costs and benefits
- Seeking consistency and justice
- Keeping a competitive edge
- Making objective decisions

JUDGING

Your Self-Management Style

Ambitious, Determined,
Organized, Decisive

Your self-management style is Judging (in contrast with Perceiving). This dimension describes how you organize your life.

Judgers like structure and order. They keep organized and plan ahead, resist distractions, and stay focused on their goals.

You prefer to:

- Create a plan and stick to it
- See a task through to completion
- Adhere to a schedule
- Set goals and maintain focus
- Follow rules and regulations
- Set clear expectations

KNOWING YOURSELF

You are analytical and objective, and like bringing order to the world around you.

When there are flaws in a system, you see them and enjoy the process of discovering and implementing a better way.

You are assertive and enjoy taking charge; you see your role as that of a leader and manager, organizing people and processes to achieve goals.

You excel at logical reasoning and are probably articulate and quick-witted.

You are characteristically ambitious and interested in gaining power and influence.

You are likely highly motivated by success in your career and enjoy hard work.

To you, decision-making is a vocation. You want to be in a position to make the call and put plans into motion.



CORE VALUES

- AMBITION
- INFLUENCE
- PERSISTENCE
- LOGIC



YOUR KEY MOTIVATORS

- TAKING CHARGE
- MAKING TOUGH DECISIONS
- CRITIQUING SYSTEMS AND PROCESSES
- ACHIEVING SUCCESS AND STATUS

You tend to be blunt and decisive. Driven to get things done, you can sometimes be critical or brusque in the pursuit of a goal.

You are typically friendly and outgoing, although you may not pick up on emotional subtleties in other people.

You often love working with others toward a common goal, but may not find time to attend to their feelings.

You are focused on results and want to be productive, competent, and influential.

DEALING WITH OTHERS



YOU CONNECT BY

- BEING BOLD AND DECISIVE
- ORGANIZING AND SCHEDULING
- FINDING CREATIVE AND LOGICAL SOLUTIONS
- PROVIDING FOR YOUR LOVED ONES

HOW YOU APPEAR TO OTHERS

■ You are a natural leader, and often take charge no matter where you are.

■ You have a clear vision for the future, and intuitively understand how to move people and processes towards that goal.

■ You tend to approach every situation with the attitude of an efficiency analyst, and are not shy about pointing out what could be done better.

■ For you, your ideas are a foregone conclusion: it's just a matter of time before you can move the players to get everything accomplished.

■ You are often gregarious, and seem to have an idea for how a person will fit into your grand scheme from the moment they are introduced.

■ You are typically direct and may seem presumptuous or even arrogant; you size people and situations up very quickly, and have trouble being anything but honest about what you see.

■ You are sensitive to issues of power, and seek positions and people of influence.

■ You are ambitious, and often very engaged in your career. More than any other type, you enjoy your work, and may even say that working is what you do for fun.



YOU COMMUNICATE BY

- QUESTIONING STANDARDS
 - FOCUSING ON GOAL ACHIEVEMENT
- ORGANIZING SYSTEMS
- DIRECTING PEOPLE AND RESOURCES



YOUR RELATIONSHIP STYLE

- You are a decisive, organized, over-achiever who often takes charge in relationships.
- You have high standards, and expect your friends and family to put in as much effort in your relationship as you do.
- You are not afraid to face conflict, always willing to jump in and work things out logically and rationally.
- You tend to connect best with people who are as independent and motivated as you are, so that you have plenty of freedom to focus on accomplishing your goals.

YOUR COMMUNICATION STYLE

- You are a direct and commanding communicator, often with a clear idea of what needs to be done and a take-charge attitude towards organizing people and projects.
- You communicate your vision in a logical, task-oriented way.
- You enjoy analyzing ideas, but are ultimately driven by results; you want to integrate information, create a plan, and then take action.



FINDING YOUR CALLING



YOUR IDEAL WORK ROLES

- DYNAMIC LEADER
- ANALYTICAL VISIONARY
 - POWERFUL INFLUENCER
- CREATIVE INNOVATOR

HOW YOU WORK

You are drawn to leadership positions that allow you to develop strategies to achieve greater efficiency and productivity.

You prefer to be in management or supervisory roles, and want the ability to initiate and lead organizational change.

You enjoy the challenge of solving difficult problems, and understanding complex systems so that you can determine where improvement is possible.

You naturally see opportunities to improve systems, and want to lead teams to carry out your vision.

You appreciate an environment where innovation is encouraged, and where traditions are not held sacred.

You want structure in your work. You prefer that your work and that of your colleagues be evaluated based on a set of clear guidelines.

You appreciate an environment that is businesslike and fair, where performance is evaluated objectively and rewarded generously.

You are motivated and hardworking, and want to be recognized for your efforts with money, power, and prestige.



YOUR IDEAL WORK ENVIRONMENT

- FOCUSED ON IMPROVING PROCESSES
 - STRUCTURED AND EFFICIENT
 - REWARDS EFFORT AND DEDICATION
 - DYNAMIC AND INNOVATIVE

FINDING YOUR CALLING



YOUR TEAMWORK STRENGTHS

- MAINTAINING FOCUS
- VALUING DIFFERENT PERSPECTIVES
- TAKING SWIFT ACTION
- DEVELOPING STRATEGY

YOUR TEAMWORK STYLE

- You are a commanding team member who typically wants to take charge.
- You are a strategic thinker with an intuitive sense of what needs to get done and how everyone can contribute.
- You typically have a clear vision and often see how systems can be improved.
- You may not want to take much time explaining yourself to others, and although the clarity of your ideas is often convincing, you may have power struggles with teammates who question your ability or authority to lead the team.



YOUR LEADERSHIP STRENGTHS

- DIRECTING PEOPLE AND PROJECTS EFFICIENTLY
- ACTING INDEPENDENTLY
 - ENCOURAGING ACCOUNTABILITY
 - IMPLEMENTING LONG-RANGE PLANS

YOUR LEADERSHIP STYLE

- In leadership positions, you excel at organizing and implementing long-term plans for change.
- You prefer to be in control and will take on as much responsibility and decision-making power as possible.
- You are democratic about ideas, and often willing to listen to new perspectives; however, when the time comes to make a decision, you are firm.
- Once a plan is made, you are focused on action, and carry out your goals with single-minded determination.

TOP CAREERS FOR YOUR ENTJ TYPE

ENTJs typically choose a career which allows them to use personal influence and organizational skills to effect change. They are often natural leaders and enjoy being in charge. ENTJs enjoy working with logical systems and are often found in analytical careers in business, technology, and the sciences.

Keep in mind, there are many careers that may be appropriate for you which are not listed here. However, the careers listed here give a representative sample of the top trends for ENTJs in their careers, and thus can give you an idea of where you might find satisfaction.



BUSINESS AND LEADERSHIP

- Executive
- Sales Manager
- Corporate Trainer
- Project Manager
- Sales Engineer
- Marketing Manager
- HR Manager
- Management Consultant
- Advertising Manager
- Budget Analyst
- Financial Manager
- Real Estate Manager
- Financial Planner
- Stockbroker
- Controller
- Compliance Officer
- Office Manager
- Investment Banker
- Construction Manager



LAW AND GOVERNMENT

- Urban Planner
- Public Administrator
- Architect
- Attorney
- Judge
- Political Consultant
- Police Supervisor



ENGINEERING AND TECHNOLOGY

- Civil Engineer
- Environmental Engineer
- Database Administrator
- Systems Analyst
- Biomedical Engineer
- Chemical Engineer
- Mechanical Engineer
- Airline Pilot



SCIENCES

- Economist
- Materials Scientist
- Geologist
- Science Teacher
- Political Scientist
- Market Researcher



HEALTH CARE

- Psychologist
- Medical Scientist
- Anesthesiologist
- Surgeon
- Health Care Administrator

YOUR PERSONAL STRENGTHS

INSIGHT

You are keenly perceptive about systems and processes and how to improve them.

ORGANIZATION

You know how to follow a plan in order to keep things structured and efficient.

DECISIVENESS

You quickly assess a situation, understand what needs to be done, and take action.

ADAPTABILITY

You formulate action plans that are original and forward-thinking.

YOU AT YOUR BEST

At your best, you are objective and conceptual, with a broad vision for improving organizations and systems.

You are direct and assertive, always ready to speak up when you see problems or flaws in logic.

You are focused on the future, able to see the long-term effects of plans and decisions.

You want to root out inefficiency and inconsistency and find new ways to keep things running smoothly.

To perform at your best, look for opportunities that allow you to take charge.

You are a natural leader and are inspired by projects that challenge you and require you to think creatively.

You have a talent for understanding what needs to be done to improve efficiency and effectiveness, and are most satisfied when you're in a position to implement your plans.



OPPORTUNITIES FOR EXCELLENCE

Choose roles that allow you to be conceptual and innovative, and also allow you to put your plans into action. You will be most satisfied when you can implement your vision for an organization.

Use your ability to envision future possibilities to devise more effective strategies. Make sure you understand all of the angles before you move forward.

Help others to stay efficient and effective with your organizational skills. Others will look to you to help them adhere to standards and schedules.

Share your analysis and decision-making process with others. You will encourage collaboration when others understand and support your logic.



POTENTIAL PITFALLS

Avoid environments without a measure of structure and stability. You like to stick to a schedule, and will be frustrated in a culture where deadlines are not taken seriously.

Take care to respect different work styles. There may be times when you'll get the best results by taking a step back and giving up some control.

Don't be dismissive of people who seem overly emotional. You have a preference for logic, but there are times when using some sensitivity will help you to make the best decision.

Don't be afraid to slow down once in a while. You want to take action, but there are times when you will be more effective by taking some time to reflect on your next move.