

ENTJ ***Extraverted - Intuitive - Thinking - Judging***
“Everything’s Fine – I’m in Charge”

As an ENTJ, 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 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.

Work-related strengths and weaknesses of ENTJs include:

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.

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.

Popular Occupations for ENTJs

BUSINESS

- Executive
- Senior manager
- Office manager
- Administrator
- Personnel manager
- Sales manager
- Marketing manager

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

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

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 consulting
- Management consulting
- Educational consulting
- Program designer
- Management trainer

- Employment development specialist
- Labor relations

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

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 appeals to many ENTJs, as does the complex field of chemical 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.

Excerpt from Do What You Are: Discover the Perfect Career For You Through The Secrets of Personality Type; Paul D. Tiger & Barbara Barron-Tieger.