

Myers-Briggs Type Indicator®

Type Description



ENTJ

Extraversion ▪ Intuition ▪ Thinking ▪ Judging

The 16 MBTI® Types

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|------|------|------|-------------|
| ISTJ | ISFJ | INFJ | INTJ |
| ISTP | ISFP | INFP | INTP |
| ESTP | ESFP | ENFP | ENTP |
| ESTJ | ESFJ | ENFJ | ENTJ |

ENTJs represent approximately 2% of the U.S. population.

ENTJs are usually ready to assume leadership of whatever project interests them. They develop and implement comprehensive systems to solve problems. They enjoy long-term planning and then organizing to achieve results and can be forceful in presenting their ideas.

They value home, family, health, financial security, achievement, and learning.

ENTJ Descriptors

- Logical
- Objective
- Analytical
- Critical
- Conceptual
- Problem solver
- Curious
- Planner
- Systematic
- Efficient
- Decisive
- Self-confident
- Assertive
- Frank
- Direct
- Clear
- Forceful
- Tough
- Fair
- Active

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Characteristics of ENTJs

- ENTJs set goals and then try to organize everything and everyone to meet those goals.
- They are logical and analytical decision makers.
- ENTJs are usually well informed and well read, and they enjoy expanding their knowledge and passing it on to others.
- They are strategic visionaries who enjoy planning for the future.
- They can make tough decisions when necessary.

ENTJs with others

- ENTJs enjoy, and are energized by, stimulating interactions with people.
- Their love of ideas can pull them into wide-ranging explorations and discussions.
- They set their own standards and are forceful in applying these to themselves and others.
- They think conduct should be ruled by logic, and they govern their behavior accordingly.
- ENTJs will often challenge others' statements and behaviors as a way to learn. Because of this, they can overpower people at times.
- They admire and seek out people who stand up to them, say what they think, and argue persuasively.

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ENTJs at work

- ENTJs are natural leaders and organization builders; they enjoy executive action and long-range planning.
- They quickly identify illogical and inefficient procedures and feel a strong urge to correct them—to organize people and situations to get them moving in the right direction.
- ENTJs use their Intuition to see possibilities and use them in making decisions and plans.
- They are likely to be conceptual, innovative theorizers and planners.
- They are action oriented and strategic—they think ahead, anticipate problems, devise broad plans and systems, and marshal the human and material resources needed to achieve goals.
- They are often found in executive jobs; the opportunity to strategize, organize, and lead is more important than the particular job or industry.
- ENTJs are seldom content in jobs that require routine maintenance activities, or in work environments in which there is confusion or inefficiency.

Potential blind spots for ENTJs

- If ENTJs have not developed their Thinking preference, they may not have a reliable way to evaluate their insights and make plans. Then their decisions will tend to be inconsistent or always changing.
- They also may make decisions too quickly, without considering alternatives or exploring possibilities.
- If their Intuition is not developed, they may not stop and listen to others; their decisiveness then may become dictatorial.
- ENTJs may not take others' values into account, relying too much on their own logical approach.
- ENTJs may not be good at expressing appreciation to others.
- Focusing so much on the big picture may lead them to overlook important details needed to accomplish their goals.