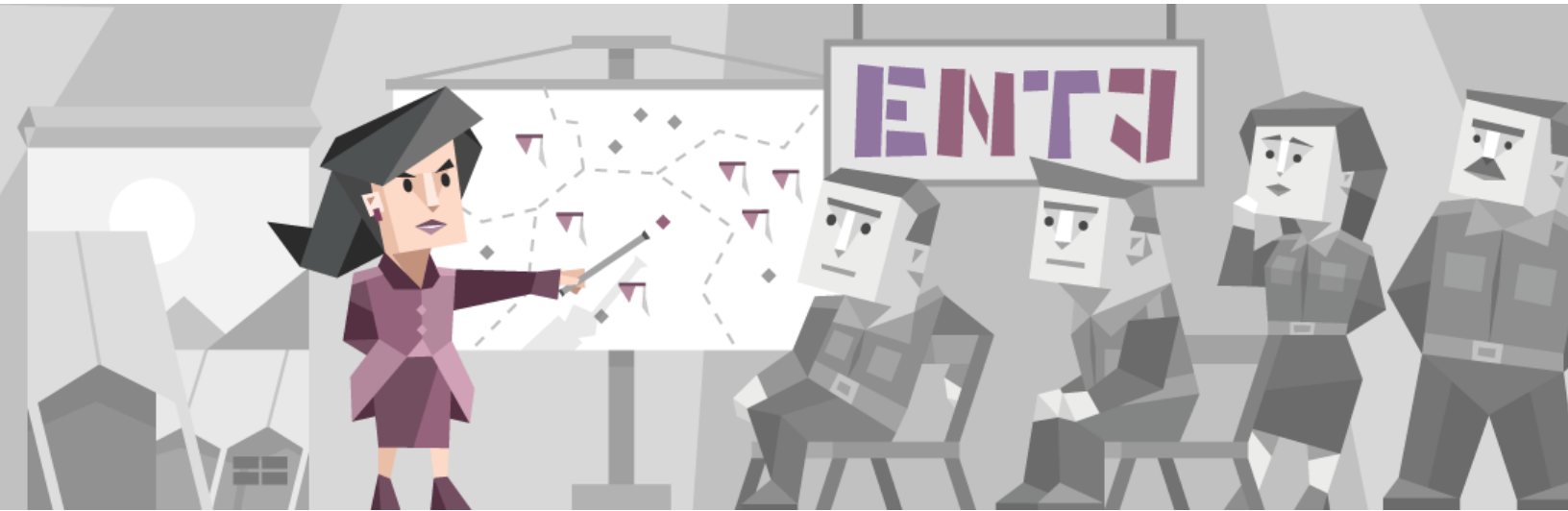


ENTJ



ENTJs are strategic leaders, motivated to organize change. They are quick to see inefficiency and conceptualize new solutions, and enjoy developing long-range plans to accomplish their vision. They excel at logical reasoning and are usually articulate and quick-witted.

ENTJs are analytical and objective, and like bringing order to the world around them. When there are flaws in a system, the ENTJ sees them, and enjoys the process of discovering and implementing a better way. ENTJs are assertive and enjoy taking charge; they see their role as that of leader and manager, organizing people and processes to achieve their goals.

What Makes the ENTJ Tick

ENTJs are often very motivated by success in their careers and enjoy hard work. They are ambitious and interested in gaining power and influence. To the ENTJ, decision-making is a vocation. They want to be in a position to make the call and put plans into motion.

ENTJs tend to be blunt and decisive. Driven to get things done, they can sometimes be critical or brusque in the pursuit of a goal. They are typically friendly and outgoing, although they may not pick up on emotional subtleties in other people. They often love working with others toward a common goal, but may not find time to attend to their feelings. They are focused on results and want to be productive, competent, and influential.

Recognizing the ENTJ

ENTJs are natural leaders, and often take charge no matter where they are. They typically have a clear vision for the future, and intuitively understand how to move people and processes towards that goal. They 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 the ENTJ, their ideas are a foregone conclusion: it's just a matter of time before they can move the players to get everything accomplished.

ENTJs are often gregarious, and seem to have an idea for how a person will fit into their grand scheme from the moment they are introduced. They are typically direct and may seem presumptuous or even arrogant; they size people and situations up very quickly, and have trouble being anything but honest about what they see. ENTJs are sensitive to issues of power, and seek positions and people of influence. They are characteristically ambitious, and often very engaged in their careers. More than any other type, ENTJs enjoy their work, and may even say that working is what they do for fun.

Popular Hobbies for the ENTJ

Popular hobbies for ENTJs include taking leadership positions in community groups, attending social gatherings or sporting events, and playing competitive sports. Because ENTJs are so often focused on their careers, they may have few interests outside of work, or they may participate in leisure activities that also help to further their careers.

Quotes About ENTJ

"ENTJs are seldom content in a job that makes no demand on intuition. They need problems to solve and are likely to be expert at finding new solutions."

- Isabel Briggs Myers, [Gifts Differing](#)

"When in charge of an organization, whether in the military, business, education, or government, ENTJs desire and have the ability to visualize where the organization is going, and they seem unusually able to communicate that vision to others."

- David Keirsey, [Please Understand Me II](#)

"They see daily life as a kind of chessboard, upon which people, things, and entities are moved, removed, altered, and engaged—constantly for the organizational good."

- Otto Kroeger, [Type Talk at Work](#)

Facts About ENTJ

Interesting [facts about the ENTJ](#):

- On personality trait measures, score as Ambitious, Forceful, Optimistic, Egotistical, Adaptable, and Energetic
- Least likely of all types to report stress resulting from work or finances
- More likely than average to suffer cardiac problems
- Among the least likely of all types to believe in a higher spiritual power
- Among top 4 types in college GPA
- Among most likely to stay in college
- Personal values include Home/Family, Achievement, Creativity, and Learning
- Overrepresented among MBA students and small business owners
- One of two types most likely to be satisfied with their work

ENTJ at Work

ENTJs are drawn to leadership positions that allow them to develop strategies to achieve greater efficiency and productivity. They prefer to be in management or supervisory roles, and want the ability to initiate and lead organizational change.

ENTJs enjoy the challenge of solving difficult problems, and enjoy understanding complex systems so that they can determine where improvement is possible. ENTJs naturally see opportunities to improve systems, and want to lead teams to carry out their vision. They appreciate an environment where innovation is encouraged, and where traditions are not held sacred.

ENTJs want structure in their work. They prefer that their work and that of their colleagues be evaluated based on a set of clear guidelines. They appreciate an environment that is businesslike and fair, where performance is evaluated objectively and rewarded generously. ENTJs are typically motivated and hardworking, and want to be recognized for their efforts with money, power, and prestige.

An ideal organization for an ENTJ values competence and logical thinking, and includes coworkers who are intelligent and ambitious. An ideal job for an ENTJ is one that challenges them to address complex problems with strategic planning and clear goal-setting.

ENTJ CAREER FACTS

- Most likely of all types to earn a [high salary](#)
- [Most likely](#) of all types to manage a large team
- Least likely of all types to report being [unemployed](#)
- [Least likely](#) of all types to report being a stay-at-home parent
- Earn more than any other type when [self-employed](#)

Top Careers for the ENTJ

Top [careers for the ENTJ](#) include:

BUSINESS AND FINANCIAL

- [Accountant or Auditor](#)
- [Budget Analyst](#)
- [Cost Estimator](#)
- [Financial Analyst](#)
- [Loan Officer](#)
- [Logistician](#)
- [Management Analyst](#)
- [Market Research Analyst](#)
- [Meeting or Convention Planner](#)
- [Personal Financial Advisor](#)

- [Purchasing Managers](#)
- [Operations Research Analyst](#)
- [Advertising and Promotions Manager](#)
- [Financial Manager](#)
- [Top Executive](#)

SALES

- [Advertising Sales Agent](#)
- [Insurance Sales Agent](#)
- [Real Estate Broker](#)
- [Sales Engineer](#)
- [Securities, Commodities, or Financial Services Sales Agent](#)
- [Sales Manager](#)

ARCHITECTURE AND ENGINEERING

- [Aerospace Engineer](#)
- [Agricultural Engineer](#)
- [Architect](#)
- [Biomedical Engineer](#)
- [Chemical Engineer](#)
- [Civil Engineer](#)
- [Computer Hardware Engineer](#)
- [Drafter](#)
- [Electrical or Electronics Engineer](#)
- [Environmental Engineer](#)
- [Health and Safety Engineer](#)
- [Industrial Engineer](#)
- [Landscape Architect](#)
- [Materials Engineer](#)
- [Mechanical Engineer](#)
- [Mining or Geological Engineer](#)
- [Nuclear Engineer](#)
- [Petroleum Engineer](#)
- [Surveyor](#)

LIFE, PHYSICAL, AND SOCIAL SCIENCE

- [Agricultural Scientist](#)
- [Atmospheric Scientist](#)
- [Biochemist or Biophysicist](#)
- [Chemist or Materials Scientist](#)
- [Conservation Scientist or Forester](#)

- [Economist](#)
- [Environmental Scientist](#)
- [Geographer](#)
- [Geoscientist](#)
- [Historian](#)
- [Hydrologist](#)
- [Microbiologist](#)
- [Political Scientist](#)
- [Urban or Regional Planner](#)
- [Statistician](#)

ARTS, DESIGN, AND LANGUAGE

- [Art Director](#)
- [Industrial Designer](#)
- [Reporter](#)
- [Professor](#)
- [Chef](#)
- [Music Director](#)
- [Producer or Director](#)

HEALTHCARE

- [Exercise Physiologist](#)
- [Dentist](#)
- [Optometrist](#)
- [Pharmacist](#)
- [Physician or Surgeon](#)

COMPUTER AND INFORMATION TECHNOLOGY

- [Computer Network Architect](#)
- [Computer Scientist](#)
- [Computer Systems Analyst](#)
- [Database Administrator](#)
- [Information Security Analyst](#)
- [Network Administrator](#)
- [Software Developer](#)
- [Computer and IS Manager](#)

CONSTRUCTION AND PRODUCTION

- [Construction Manager](#)
- [Construction or Building Inspector](#)
- [Industrial Production Manager](#)

PROTECTIVE SERVICES

- [Correctional Officer](#)
- [Fire Inspector or Investigator](#)
- [Police Officer or Detective](#)
- [Private Detective or Investigator](#)
- [Emergency Management Director](#)

LEGAL

- [Judge or Hearing Officer](#)
- [Lawyer](#)

Least Popular Careers for ENTJ

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the ENTJ, while other occupations demand modes of thinking and behavior that do not come as naturally to the ENTJ. Occupations that require the ENTJ to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to ENTJs who are choosing a career.

The following occupations have been found to be unpopular among ENTJs, based on data gathered from surveys of the general population.

[Receptionist](#)

[Medical Assistant](#)

[Teacher's Aide](#)

[Restaurant Host](#)

Preschool Teacher

[Home Health Aide](#)

[Medical Records Technician](#)

[Dental Assistant](#)

[Licensed Practical Nurse](#)

Food Preparation Worker

[Child Care Provider](#)

[Cosmetologist](#)

[Craft Artist](#)

Bill Collector

Data Entry Clerk