

ENTJ

Extroverted thinking (Te) - Introverted intuition (Ni)

MAIN CHARACTERISTICS

PERSONALITY

ENTJs readily assume an authoritative role; they tend to take matters into their own hands where they are, in the family, in a sports club, in an association and even more so at work. This is so natural to them that they often don't even notice it and are surprised when it is pointed out to them. They enjoy exercising their authority all the more when the context is difficult and complex, which allows them to use all their faculties.

ENTJs lead by setting goals and the policies to get there. Managing details is not their talent. They first want things to make sense, and for systems to be put in place to achieve their chosen goals. ENTJs like the organization to “go well.” They prefer to focus on solving problems.

ENTJs are confident in themselves. They most often start with the assumption that they are right and it takes a lot of energy to prove them wrong, if that is the case. Moreover, ENTJs like to be challenged and have a lot of consideration for those who challenge them, which does not prevent them from defending their point of view with all their might. They believe that energetic confrontation is always useful: either they have the pleasure of proving that they were right, or they avoid the mistake they could have made. ENTJs have a clear, direct, frank way of communicating and they expect others to do the same.

ENTJs don't like pointless hobbies, where nothing happens. They prefer structured, organized activities, where they can express their taste for efficiency and competition.

ENTJs learn in a methodical and organized manner; they define the goal they want to achieve and plan the means and deadlines accordingly. ENTJs readily receive direct criticism, which they use to improve themselves.

PROFESSIONAL LIFE

ENTJs naturally transfer their taste for command into professional life; this is where they find their favorite terrain. They love their work and devote themselves to it with intensity, sometimes to the detriment of the rest.

As leaders, they are valued for their ability to develop a long-term vision, define an overall strategy and develop coherent systems. While they don't like to sort out the details themselves, they know how to put in place the means of control that will allow them to verify that everything is going according to the plan they have planned. If they are open and innovative in design, they are rigorous, even inflexible, in execution.

ENTJs decide clearly, without unnecessary qualms. They like to surround themselves with people who reflect their image, firm, autonomous, responsible. Competence is assumed to be acquired.

They are found in many fields, often at the top of the hierarchy. What interests them is not so much the activity itself as the fact of leading and organizing. We will therefore often see them in the position of managers or strategists but it is obviously possible for them to carry out any other type of activity that interests them.

REACTIONS TO STRESS

FIRST LEVEL

The decision-making capacity of ENTJs can become excessive; they then risk deciding too much and too quickly or being impatient when an obstacle gets in the way of their will. Their taste for command can turn to domination and their self-confidence to arrogance.

ENTJs are weaker in execution than design. Even if they compensate for this deficiency through control systems, they may neglect the constraints of reality or charge their colleagues to resolve the impossible. If they don't take enough time for themselves, ENTJs can also become exhausted by hyperactivity.

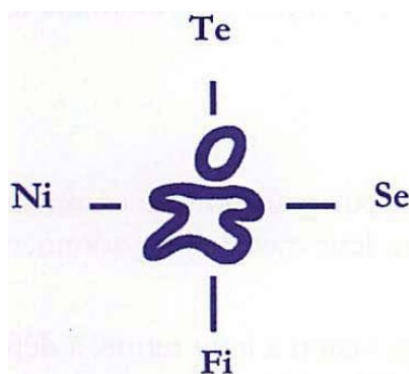
SECOND LEVEL

ENTJs are introverted feeling and tend to have difficulty considering what they are feeling; they also often have difficulty giving positive feedback, considering that working well is a duty that is its own reward. Criticism, however, comes spontaneously to them. It may be difficult for them to express the often deep feelings they have toward the people they love.

ENTJs are also attracted to feelings; an ENTJ can secretly write poetry of a sentimental nature, or maintain a romantic love without everyone knowing or strongly feel a work of art.

If stress increases, their feelings that have been repressed for too long can then manifest themselves as hypersensitivity combined with withdrawal and difficulty making decisions. They will experience it all the worse because this state will not be explainable with their rational logic.

DEVELOPMENT PATH



As they like to do useful things, ENTJs can start by taking inventory of the resources they need to carry out their projects. Taking into account reality as it presents itself will help them acquire more flexibility and joy of life. They will benefit from coming to terms with things, with facts, rather than forcing them into the framework they have decided.

They will also learn to take into account the fact that people all have particular characteristics and act based on values and feelings.

They will then be able to listen to their own desires and clarify their personal values, by sorting out what they do for the simple pleasure of organizing and leading and what they do to respond to a personal value. .

ENTJS SEEN BY THEMSELVES

“My extroversion gives me quite a lot of energy: I am tireless when it comes to dialogue, my intention can be concentrated for several hours and I am capable of making a synthesis when

others start to lose focus. But at the same time it bothers me because I feel like I'm "eating" air from others. In a meeting, I force myself not to intervene to leave space for others, and this frustrates me. In fact, I have to constantly slow down.

It's always the general idea that appeals to me. I like things to have a meaning, otherwise I lose interest... I was incapable of being interested in daily life, in the little factual things of children... nothing annoys me more than the fact that people explain to me in detail how it works. My mind is stalling. My firm's accounting gives me migraines and I don't understand anything that my accountant, who is very analytical, explains to me. Once I'm used to software that allows me to move quickly in my creations, it gives me buttons to change it. I deeply resent the engineers who keep coming up with new solutions. I feel like it's a waste of time for me. And that stresses me out.

Thought is a strength for me, because I do not allow myself to be easily destabilized by situations of conflict tension. I keep a cool head to try to resolve them and often I manage to find adequate solutions. I actually have a certain tactical sense.

I have second-degree empathy. That is to say, I need to cerebralize and before feeling. There is a path that is not direct to emotional but which still gets there. In my professional life, however, it is a handicap, particularly in my relationships with my children, who trouble me coldly and who believe that we never know what I really feel on an emotional level. When they ask me about this subject, I am uncomfortable, I don't dare to express myself. I can not find the words. I almost want to escape the situation. In this register, I express myself better through writing... I need isolation to be able to let my emotional world express itself.

ENTJ IN BRIEF

Features	Command, organization, strategy
Environment	Clear, efficient, with competent and reliable people
Communication	Direct, goal-focused, compelling
Leadership	Natural, based on the clear vision of proper functioning
Learning	Depending on the desired goal, methodically
Change	For better efficiency, by promoting it
Decision	Clear, assertive, firm, focusing on fundamental orientations
Stress 1	Authoritarianism, lack of listening, arrogance
Stress 2	Hypersensitivity, inability to decide on values or feelings