



ENTJ

CAREER REPORT

Discover your Ideal Career Path
with Personality Type

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3rd Edition

ENTJ CAREER REPORT

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MESSAGE FROM THE AUTHOR

Choosing a career can be a daunting thing for people of any age.

How are we supposed to choose a career anyway?

The way society looks at careers feels so.... Final.

As if once the career is chosen, your life path is forever set and you'll either be happy or sad for the rest of life.

Feels like the same pressure you have to marry the right person!

The truth, as with most things, is somewhere in the middle.

There are indeed people who have resigned from finding a life of passion, fulfilment and joy that comes from choosing the right career.

They've given up.

Just settling for a routine life that pays the bills.

And yet there are those who chose the wrong career at the start, but yet eventually found the right one through exploration and research.

I was the latter.

I (INFP) studied accounts in university because I happen to be good in Math, only to find out midway that I HATED numbers.

I wanted to quit halfway, but because I was on scholarship, I persisted through but vowed never do to accounts in my life.

I went on to pursue my passion for understanding Type.

So here I am today.

The journey took several years, but I think I'm beginning to find my way.

Personality Type does not explain everything in life but knowing it is a big plus. Knowing it early, because you even choose your first field of study or job is even better.

I wished I learned this earlier in my life.

I wrote this because I know it will help you make a better decision in your professional life and I hope it will bless you tremendously and give you insights into yourself.

To your success!

Best Regards,

A handwritten signature in dark grey ink that reads "Ethan Lin". The script is fluid and cursive, with the first letters of "E" and "L" being capitalized and prominent.

Ethan Lin
Founder,
Personality-Central.Com

OVERVIEW



We will begin an overview of the ENTJ personality with their natural strengths:

STRENGTHS

- **Natural Leaders**
They aspire to be in positions of authority and have take-charge demeanours.

Due to this aspect of their personality, they naturally gravitate to leadership positions.
- **Great Visionaries**
They are global thinkers; big picture planners who have the gift of foresight and can construct and analyse the big picture.
- **Creative Problem Solvers**
They readily spot loopholes in situations and will often have innovative solutions to improve and utilise them.
- **Forceful, Objective and Critical Thinkers**
They tend to use objective, impersonal analysis when looking at

situations and are therefore good at anything that requires logical reasoning.

They will challenge statements and behaviours, expecting others to defend themselves as they are firm believers that such interactions lead to mutual learning.

- **Decisive**

They relish making decisions and tend to seek closure in their lives.

ENTJs individuals are also active schedulers of their lives.

BLIND SPOTS

- **The tendency to be overbearing**

Due to their natural tendency to be critical and decisive on most issues, ENTJs may come across as overbearing.

- **May miss details**

With ENTJ's global thinking and big visions comes the likelihood of missing out on those minute details.

They may also showcase impatience with people who are overly concerned with the nitty-gritty.

- **May lack sensitivity to emotional needs of others**

ENTJs, in their decisiveness and driven nature, may overlook the feelings of other parties involved and unintentionally damage relationships.

CAREER SUGGESTIONS



I must stress that all personality types exist in all occupations.

Due to other factors involved such as interests, geography, salary and working hours, most people do not end up in occupations that ideally fit their personality.

However, if you are in a job or career that is not ideal for your type:

- You may experience difficulty communicating or agreeing with your co-workers. Because everyone else speaks a different language from you, you may find communication issues arising in the course of your work.

- What you deem to be important in a job may not be in sync with your colleagues; hence, the use of your personalities' strengths in the course of your work may not lead to promotion or reward.
- Because you do not feel your work is valued, you may experience stress, dissatisfaction, burnout and lack of productivity.

It doesn't mean you have to quit your job right now.

As you will learn later on in this guide, you can find satisfaction in your current job with some simple strategies.

With that, let's look at some possible careers for the ENTJ:

BUSINESS AND MANAGEMENT

ENTJs like to take charge and be in positions of authority.

They enjoy the ability to design and create long-term plans to deal with challenges for the firm and organising resources and people to achieve tangible, measurable results.

Any job that involves managing people and resources, organising, planning across all industries would be fulfilling for an ENTJ.

This includes occupations such as: ➤

- Senior Manager
- General Manager
- Sales Manager
- College and University Administrator
- Theatre Producer
- Program Director
- Real Estate Manager
- Restaurant Manager
- Supervisor
- Strategic Director
- Project Manager
- Managing Director
- Chairperson

- Human Resource Manager
- Logisticians

ENGINEERING / TECHNOLOGY

ENTJs enjoy design and creation and like to see their global and innovative ideas come to fruition.

The complex fields of engineering and technology would appeal to them as they create new products that benefit the world.

This could include engineering fields such as:

- Chemical Engineering
- Biomedical Engineering
- Aerospace Engineering
- Environmental Engineering
- Database Administrator
- Network and Computer Specialist
- Information Systems Manager
- Network System Analyst

CONSULTANT / TRAINER

Because ENTJs have an innate ability to spot flaws and come up with creative solutions, it makes them great business consultants.

They can engage clients from businesses or organisations to help them problem-solve effectively.

Some jobs that may appeal to them in this area are:

- Business/Management Consultant
- Management Trainer
- Security Consultant
- Education Consultant
- Political Consultant
- Training and Development Executive
- Sales Trainer
- Executive Coach
- Strategic Consultant

FINANCE

ENTJs love competitive industries such as finance, and they enjoy making money.

In the field of finance, they can apply their long-term vision and keen eye for economic trends to design financial or trading models to profit for themselves and their clients.

However, they should be kept away from work that requires them to delve into details constantly, which may be a source of frustration for them.

The following careers will appeal to ENTJs:

- Stock Broker
- Personal Financial Adviser
- Preferred Wealth Management Specialist
- Private Banker
- Investment Banker
- Financial or Economic Analyst
- Chief Financial Controller
- Chief Economist
- Stock Market Trader
- Credit Investigator
- Accountants
- Auditors

LAW

The ability to conduct an objective and impersonal analysis of the situation is crucial to being a good lawyer or judge.

The ENTJs' tough-mindedness, critical mind and their natural inclination to challenge people's statements make them suitable for this role.

It includes:

- Criminal Lawyer
- Intellectual Property Lawyer

- Estate Lawyer
- Prosecutor
- District Judge
- Legal Consultant
- Paralegal
- Corporate Finance Lawyer

LEGISLATOR / POLICY MAKING

ENTJs are suitable to for policy work, where they are required to draft constitutions and laws to be applied to an organisation or a country.

Because of their keen eye for loopholes and flaws, they can create new laws or policies that will achieve the objectives of the organisation or country.

These roles include:

- Senate or government organisations that set regulations like environmental, media, criminal, etc.
- Policymaking division in any other organisation

Remember that this list only seeks to be a guide for what you can do and is not exhaustive.

There are hundreds of career choices out there that you can consider.

What you should take away from this section is to understand why certain jobs appeal to you and apply it to possible career paths in your consideration.

ORGANISATIONAL CULTURE



Even though you're in the right job, it is the culture or environment of the organisation that will ultimately determine your job satisfaction.

There are work environments that will support your development, and there are those that simply frustrate and stress you out.

When you are applying or considering a new job, consider looking for organisations that are known to have:

- **Progressive and fore-front**

ENTJs enjoy being part of organisations that are constantly changing, innovating and pioneering, especially those that possess potential to be leaders in their field.

Through some internet research and word-of-mouth, you should be able to determine if the firm has a drive and desire to attain industry leadership.

- **Opportunities for career advancement**

ENTJs are drawn to organisations that offer clear opportunities to be promoted.

Consider management associate programs in big organisations.

It would also be good to discover how long employees stay in their current position before promotion and ensure that it is to your satisfaction.

- **Tough and competitive environment**

ENTJs enjoy being surrounded by energetic, task-oriented people who are tough-minded like them and thrive on competition.

They are energised by healthy debates that they believe lead to mutual growth.

Look out for an interviewer who will challenge your opinions and press you to justify your positions.

If they challenge you in such a manner, it is likely that the office is a competitive and challenging environment.

STRESSORS

- **Disorganised and Indecisive Manager**

ENTJs respect managers that are as competent, objective and organised as they are.

They may not respect or may even be contemptuous of the manager due to disorganisation and indecisiveness.

Thus, ENTJs will find it hard to work under such leadership.

- **Lack of ambition**

ENTJs are ambitious people and expect their organisation to be a reflection of their ambition too.

If the organisation is too rigid in its ways and has little interest in change or innovation, it will stifle the ENTJ's desire and ambition.

- **Changing procedures or poorly defined policies**

ENTJs believe strongly in working within defined policies or procedures of the organisation.

Their decision-making process involves these parameters, and if it is not properly defined or if it keeps changing, it frustrates ENTJs greatly because they have to change their positions constantly.

JOB SEEKING



The job search process is unique to each personality.

In this section, you will learn about strengths and weaknesses inherent to the ENTJ's personality during the job search process.

This includes exploring careers, choosing one, and the interview process.

STEP 1: THE CAREER EXPLORATION PROCESS

The ENTJ's career exploration process usually consists of:

- **Considering long-term idealistic goals**
ENTJs think big and think far.

You may have already designed a plan to achieve your long-term career goals before you even started exploring the possible options.

- **Talking to people about the exciting possibilities of a new job**

You will probably be talking to people about your long-term career goals, particularly to people who will get as excited about it as you.

- **Searching for growth and development opportunities**

ENTJs search for job opportunities that provide challenges, so jobs that will prove a stretch to their current abilities will appeal to them.

ENTJs may have blind spots in these areas:

- **Missing unexpected opportunities**

Because ENTJs have already designed a plan in their head, they may overlook career opportunities that are unexpected or do not fit into their mental picture.

Keep yourself fully open to any opportunity that comes by and faithfully brainstorm for entirely new positions that you would never otherwise consider.

You might stumble upon some options that are even better than the ones you are considering.

- **Not considering job realities**

ENTJs are excited about job possibilities and as a result, may not consider job realities.

Consider the work hours, work location, organisational culture and salary before you accept the job.

Imagine your daily routine as you embark on this job; this will bring your expectations closer to reality.

STEP 2: CHOOSING A CAREER

After looking at all your options, you will decide your choice.

Here are some things ENTJs will usually do when it comes to making the decision:

- **Logical Analysis of Alternatives**

ENTJs conduct a logical analysis of the alternatives with an objective cost-benefit analysis.

It's an impersonal decision-making process by looking at the pros and cons of their career options.

However, ENTJs should also consider these:

- **Personal Values**

Before they decide on their careers, ENTJs should also consider what is important to them as well, such as their personal interests, principles or relationships and how their choice of careers will affect these.

- **Take Some Time**

ENTJs are naturally decisive and aspire to conclude as soon as possible.

As a result, they might make hasty decisions even when it comes to a big decision like their careers.

Give yourself some time before you make a decision.

That extra time will help you obtain more information or consider a few other factors that did not occur to you initially.

STEP 3: GETTING THE JOB

After you choose a few possible alternatives and sending your resume, the next step is to ace the interview.

In this section, you will understand your strengths in the interview process and some blind spots you have to watch out for.

- **Impress others with your competence**

One of your greatest strengths is finding success in whatever you commit yourself to.

You should talk about your past achievements and successes to show your competence.

- **Convey energy and enthusiasm**

ENTJs naturally convey energy and enthusiasm, especially when talking about possibilities about their role in the new job.

Push the conversation toward the possibilities of what you could achieve in the organisation, and your enthusiasm will naturally come out.

- **Emphasize your potential and ability to learn quickly**

Because of their critical, big thinking nature, ENTJs can learn and adapt to new roles very quickly.

You can talk about this during your interview and give examples of how you've done so in the past.

- **Pause during interviews so that others can ask questions**

ENTJs may see a need to continually speak to get their points across without giving a chance for the interviewers to reflect or ask a new question.

Learn to pause and allow silence so that interviewers can consider and evaluate your answers before moving on to another question.

If anything, it will show the interviews that you are a good listener as well.

- **Emphasize on how you can make an immediate impact**

Because ENTJs get excited about possibilities, they miss out talking about current realities.

So as you are talking about possibilities for the organisation, also emphasise on the immediate impact you can make once you get the job.

- **Establish personal contact with the interviewers**

It may not come naturally to an ENTJ to build a personal relationship with the interviewers, but remember that a short chat or a little small talk about common interests like sports can be effective in giving the interviewers a good impression of you.

WORK RELATED STRENGTHS AND WEAKNESSES



Getting the job is only the beginning of your journey.

Along the way, you will still face challenges in your workplace.

Ultimately, the way to excel in your workplace is to take up roles that take advantage of your personality strengths and minimise the use of your weaknesses.

In this section, I have included your personality strengths, weaknesses, and some tips for professional development.

STRENGTHS

- **Quick eye for possibilities and implications**

ENTJs spot possibilities easily in situations and make unconscious connections to understand implications of events.

This makes them effective as collaborators in organisation advancement.

- **Creative problem solvers**

ENTJs often have unique and creative solutions to existing problems due to their ability to draw connections with seemingly unrelated issues.

- **Able to observe problems objectively**

While others may take a personal stand about organisational issues, ENTJs take an objective view towards most situations, making them effective evaluators for the organisation's benefit.

- **Confidence and natural leadership ability**

ENTJs have great confidence in themselves and their ability to take charge, organise and plan people and resources.

Usually, managers or superiors will spot this in ENTJs very quickly, often promoting them to positions of leadership.

- **High standards and a strong desire to be excellent**

ENTJs have a strong desire to be the best at what they do, and they set high standards for themselves in their work.

Whatever they put their hands to; ENTJs will ensure that it is done well.

- **Decisive and strong organisational skills**

In organisations where many decisions have to be made on a daily basis, ENTJs thrive.

Also, they possess an ability to organise resources effectively to achieve the organisational goal.

WEAKNESSES

- **Impatience with slower peers**

Being competent and efficient in the execution of their responsibilities, ENTJs may find it hard to comprehend more methodical and thorough approaches to work and hence develop impatience with those who do.

- **Lack of tact that might lead to relationship breakdowns**

ENTJs are critical thinkers, and their frank comments may offend colleagues in the workplace.

ENTJs intuitively expect their colleagues to challenge statements if they disagree, but colleagues may choose to avoid conflict.

This, however, can lead to a breakdown in their relationship.

- **Hastiness to make decisions**

The decisive nature of the ENTJ might work against them during work.

Consider waiting or requesting for more information before coming to a conclusion or a decision.

- **Lack of interest in details**

ENTJs, being global thinkers, tend to dislike working with details in their projects or work.

Hence, they tend to have careless errors in their reports, presentations or planning, which may reflect poorly on them.

- **Tendency not to appreciate or praise colleagues**

ENTJs are spurred by challenges and are not as motivated by encouragement.

Hence, they tend not to give that needed encouragement to their peers or subordinates.

As a result, they can come across as demanding and hard to please.

PROFESSIONAL DEVELOPMENT

- **Remind yourself there is seldom only one right answer**
Learn to accept differing views on the same matter and agree to disagree when possible.

Most decisions made for organisations are based on unspoken assumptions which may mean that there is no clear-cut answer; so while you may have a clear basis for your decisions, others may have their criteria on reaching their decisions.

Consider listening to other points of views, and you might come up with a better final solution.

- **Learn to put your global vision into concrete steps**
As mentioned before, ENTJs are global thinkers.

However, not everyone can catch your vision unless you break it down into sequential, concrete steps for others to follow.

Learn to share your big ideas, and then proceed to break it down into sequential, specific and logical steps that are easy to follow.

You will find more people will be able to understand you.

- **Learn to celebrate successes**
It may not come so natural to an ENTJ to celebrate the small successes.

They are motivated by the big goals that sometimes they miss out on the important milestones that they cross along the way.

Celebrating small successes may not motivate an ENTJ, but it will motivate many others and gives them extra push for the next phase of the journey.

- **Appreciate the difference makers in your life**

Learn to appreciate the people who are helping you in your career or your job.

Small gifts or words of affirmation once in a while can do wonders to win people over.

FINDING JOB SATISFACTION



You may not always get the job you want, or even if you do, you might find that the things you do on a daily basis do not use your personality strengths.

This is just reality; most people do not get perfect fits for their jobs.

However, by altering your job scope, you can put yourself in a position where your strengths are used, and you become a recognised and valued individual in the organisation.

Here are some tips for altering your job scope to your personality:

- **Try to get appointed in strategic or planning**
Find ways where you can be part of your organisation's planning or strategic committees.

As an ENTJ, you will be using your talents for thinking, innovating and solving problems.

- **Volunteer to chair ad hoc projects**

Speak to your supervisor about volunteering to chair projects or one-off events.

Leading these events will support your desire to lead and take charge.

- **Seek professional development opportunities regularly**

Growth is an important part of the ENTJ's career and you need development opportunities like courses or seminars that keep you learning and growing.

Most organisations have a budget for staff training, so purposefully maximise that budget and arrange suitable training for personal development.

REFLECTION EXERCISE

Describe what you want from your ideal job.

Don't list out the type of jobs that you want, but rather the nature of activities you prefer to be involved in.

e.g. Instead of writing that you would like to be a manager, write out that you would enjoy people management, organising and strategising.

List out at least three occupations or careers that will allow you to use your preferred skills as stated above.

Write out some weaknesses or blind spots you can start developing today to help you succeed in your chosen career.

LAST WORDS



Finding an ideal career is a challenging task, and even with the guidelines and advice given in this report, you still may not end up in your ideal career.

The truth is we live in a world where many other factors come into consideration: salary required to support our families, working hours, travelling time, personal interests, economic conditions, availability of jobs.

Nonetheless, this report will help you to understand more about yourself and which jobs will appeal to you.

Whichever career you are in, you can take these insights with you and use them to your advantage.

Most importantly, understand that your personality is unique.

Sometimes, we can be very discouraged and second guess ourselves on the job, especially when we are in a career that does not support our personality preferences.

Granted, to be successful in certain careers require you to act and behave in some ways, but you must come to a point where you understand the difference between who you are and what you do.

While you can adapt what you do and how you behave in certain situations, you must always live with the understanding of who you are and not be apologetic about it.

When you fully accept yourself, you will find happiness, confidence and courage to be the best you can be.

Here at Personality Central, we hope to bring out the best in you through the insights with personality type.

For more information, please visit www.personality-central.com.