



Myers – Briggs Type Indicator® Career Report

DR. M. QAMAR-UL-HASSAN
knowyourcareer.pk



Report prepared for
ENTJ
June 23, 2022

Edited by
Dr. M. Qamar-ul-Hassan



MBTI, Myers-Briggs Type Indicator, Myers-Briggs, and the MBTI logo are trademarks or registered trademarks of the MBTI Trust, Inc., in the United States and other countries.

 +92 321 8944246

Visit at: knowyourcareer.pk

Introduction

This report is prepared to help you understand your results on the **Myers-Briggs Type Indicator®** (MBTI®) instrument and how they can be applied in the organizational settings.

The MBTI assessment is a self awareness tool based on the theories of Swiss psychologist **Carl Gustav Jung** and the work of an American mother-and-daughter team, **Katherine Briggs** and **Isabel Myers**. With more than sixty years of research and development supporting its reliability and validity, the MBTI tool has helped millions worldwide develop a deeper understanding of themselves and others.

The MBTI Assessment is nonjudgmental and helps people learn about themselves through an investigation of what they prefer, or their preferences. The MBTI assessment sorts individuals in terms of four pairs of preferences, or dichotomies, that reflect

Source of Energy

Mode of Taking in Information

Mode of Evaluating Information

Lifestyle

Extraversion-Introversion (E-I)

Sensing – iNtuition (S-N)

Thinking – Feeling (T-F)

Judging – Perceiving (J-P)

In understanding your MBTI results, remember that the MBTI tool

- Describes rather than prescribes, and therefore is used to open possibilities, not to limit options
- Identifies preferences, not skills, abilities, or competencies
- Assumes that all preferences are equally important and can be used by every person
- Is well documented with thousands of scientific studies conducted during a sixty-year period
- Is supported by ongoing research

How Your MBTI® Career Report for Students is Organized

- Summary of your MBTI® Results
- Overview
- Learning
- Writing
- Procrastination
- Work Related Strengths
- Work Related Weaknesses
- Career Satisfaction
- Career Exploration
- Job Search
- Conclusion

Summary of Your MBTI® Results

This report is based on your results (best fit type) you have mentioned in the self scorable MBTI answer sheets after type verification process during the feedback session.

Best Fit Type				
Where you focus their attention	E	Extraversion Preferences for drawing energy from the outside world of people, activities, and things	I	Introversion Preferences for drawing energy from one's inner world of ideas, emotions, and impressions
The way you take in information	S	Sensing Preferences for taking in information through the five senses and noticing what is actual	N	Intuition Preferences for taking in information through a "sixth sense" and noticing what might be
The way you make decisions	T	Thinking Preferences for organizing and structuring information to decide in a logical, objective	F	Feeling Preferences for organizing and structuring information to decide in a personal, values-based way
How you deal with the outer world	J	Judging Preferences for living a planned and organized life	P	Perceiving Preferences for living a spontaneous and flexible life

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

ENTJ Snapshot

ENTJs are logical, organized, structured, objective, and decisive about what they view as conceptually valid. They enjoy working with others, especially when they can take charge and add a strategic plan. Although the descriptors below generally describe ENTJs, some may not fit you exactly due to individual differences within each type.

Challenging	Methodical	Factual
Logical	Straightforward	Practical
Planned	Decisive	Reserved
Controlled	Steadfast	Thorough

ENTJ Overview

ENTJs are generally organized, decisive, direct, innovative, and driven to succeed. They maintain a focus on the future and are inclined to see the big picture. They are interested in new ideas and are able to understand difficult or complex information. The ENTJ also tends to intuitively identify and internally evaluate a wide range of possibilities. They are able to see what is not currently apparent and use their insight to create connections, identify solutions, or solve problems. ENTJs often enjoy interacting with others and usually know a large number of people. They tend to be energetic, confident, and exhibit a strong or intense personality that may overwhelm others. They place an importance on honesty and value being perceived as competent. Some ENTJs may be distant and unfriendly while others are approachable and sensitive. The difference in disposition is often due to the time they take to reflect on their inner thoughts and ideas.

The ENTJ often has a natural inclination towards leadership. They typically want to feel in control or be in a position of influence. They are generally hard working, embrace a challenge, and have high standards. They tend to see the flaws of an inefficient system and will identify a more effective way to complete a task or handle a situation. The ENTJ is often able to take complex ideas or future possibilities and create a vision and corresponding plan. They will then organize and direct people, situations, and resources to meet these goals. ENTJs are often focused on the task and may neglect to consider the needs of the people they are organizing. They may also struggle when working with people who do not have similar strengths.

ENTJs typically use a logical and objective approach to analyze information and ideas. They are not overly interested in specific facts or details and would rather focus on the big picture. They desire to create closure by making quick judgments and decisions. They often base their decisions on logic and rarely consider their values, feelings, or the potential impact on others. Some ENTJs should be cautious that they have gathered sufficient information to make their decision. The ENTJ may struggle with judging others or being critical. They should be cautious that they separate their criticism from the person and focus on the issue or action. They may feel emotionally connected to people or ideas but will usually suppress or hide these feelings. The ENTJ will often care a lot for others but may create the perception that they are distant and hardhearted because of their rational and logical decisions.

LEARNING

The ENTJ student will often...

- Strive to be knowledgeable
- Be interested in theoretical or abstract data
- Prefer to learn challenging or difficult material
- Require the most recent and up-to-date information
- Need time to evaluate information
- Desire competent instructors that use direct communication
- Create and follow a study schedule
- Initiate and lead study groups

WRITING

The ENTJ is often able to write about complex issues or theory and often focuses on the message that they are conveying. They have high expectations and generally prefer the outcome of their writing to have a purpose. They tend to enjoy composing technical reports and often choose to omit any personal references in their writing. ENTJs do not typically consider their reader and benefit from having someone suggest ways for softening their approach and message. If writing in a group, it is often best for the ENTJ to take the lead role. They also tend to excel at mentoring other writers because of their ability to identify and solve problems.

In the writing process, the ENTJ will often...

- Begin by creating an organized writing plan
- Break down a topic into sensible sections
- Use a clear and logical writing style
- Reluctantly request feedback or not use the feedback they receive
- Neglect to consider their audience
- Quickly complete their initial drafts and benefit from revising and building on their original ideas

PROCRASTINATION

ENTJs are often motivated to complete their work on time and may not experience significant procrastination. They tend to limit their procrastination to a particular situation or project. These situations often occur when the ENTJ feels that they do not have adequate control or perceive a lack of ability to complete a task. When feeling powerless, the ENTJ may have trouble reaching out to others and expressing their feelings. This can lead to frustration and further delays in their work.

To help reduce procrastination, the ENTJ often benefits from developing their skills or restructuring the situation to acquire a greater sense of control. ENTJs may also benefit from addressing a particular issue and the aspects of a task that are daunting. This is often accomplished by discussing their concerns with others.

WORK RELATED STRENGTHS

- Ability to see possibilities and implications
- Aptitude for creative problem solving; ability to examine issues objectively
- Understanding of complex issues
- Drive and ambition to succeed
- Confidence and natural leadership ability
- Strong motivation to be competent and to excel
- High standards and strong work ethic
- Ability to create systems and models to achieve your objectives
- Courage to take bold steps and the drive to reach goals
- Logical and analytical decision making skills
- Decisiveness and strong organizational skills
- Comfort with technology; quick learners

WORK RELATED WEAKNESSES

- Impatience with others who are not as quick as you are
- Brusqueness and lack of tact and diplomacy
- Tendency toward hasty decision making
- Lack of interest in mundane details
- Tendency to want to improve something that doesn't need improving
- Tendency to intimidate or overpower others
- Tendency to not take the time to adequately appreciate and praise employees, colleagues, and others
- Reluctance to reexamine issues already decided
- Propensity to overemphasize work life to the detriment of home life

CAREER SATISFACTION FOR ENTJ

Doing work that

- 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
- Lets me engage in long range strategic planning, creative problem solving, and the generation of innovative and logical approaches to a variety of problems
- Is done in a well organized environment where I, and others, work within a clear and definite set of guidelines
- Challenges and stimulates my intellectual curiosity and lets me work with complex and often difficult problems
- Gives me opportunities to meet and interact with a variety of other capable, interesting, and powerful people
- Gives me the opportunity to advance within the organization and to increase and demonstrate my competence
- Is exciting, challenging, and competitive; where I am in the public eye and where my accomplishments are seen, recognized, and fairly compensated
- Lets me work with other intelligent, creative, ambitious, and goal oriented individuals whose competencies I respect
- 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
- 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.

CAREER EXPLORATION

An ENTJ tends to find career satisfaction with careers that have the following characteristics:

- Involves opportunities for organizing tasks and leading people
- Requires logically analyzing issues and creatively solving problems
- Encourages assessing and improving the current organizational processes
- Involves interacting with competent people to complete tasks
- Requires completing intellectually challenging projects
- Rewards individuals based on their knowledge and achievements
- Encourages long-term planning that further enhance organizational efficiency
- Promotes an organized environment with clear directions
- Provides an opportunity for development, promotion, and advancement

When exploring career options, an ENTJ will often...

- Create many long-term goals with corresponding action plans
- Gather information by contacting people through networking
- Anticipate future career trends
- Logically evaluate their career options
- Benefit from incorporating their values into a final career decision
- Desire to make a quick decision and should be cautious not to miss important information

JOB SEARCH

During their job search, an ENTJ will often...

- Prepare an organized job search plan
- Consider future employment and employer needs
- Acquire significant knowledge of the potential employer
- Need to be tolerant of the job search details
- Network with a large group of people
- Use their creativity to overcome obstacles
- Benefit from considering options they perceive to be beneath their abilities
- Need to ensure they have gathered all necessary facts before making a decision

During an interview, an ENTJ will often...

- Confidently respond to questions
- Assume they know enough about the job and benefit from asking additional questions
- Need to be cautious not to appear too aggressive
- Benefit from limiting their discussion on possibilities or potentials and promote their current contributions to the company

For more than 60 years, the MBTI tool has helped millions of people throughout the world gain a deeper understanding of themselves and how they interact with others, helping them improve how they communicate, work, and learn.

REFERENCES

Tieger, P. D., & Barron, B. (2007). *Do What You Are "Discover the Perfect Career for You Through the Secrets of Personality Type"* (4th ed.). Park Avenue, New York: Hachete Book Group, USA.

Students Employment & Career Centre. (n.d.). Retrieved 12 1, 2012, from University of Saskatchewan: <http://www.usask.ca/secc/>

POPULAR OCCUPATIONS FOR ENTJ'S

People with ENTJ preferences are often attracted to and may find satisfaction in careers and occupations in the following areas:

- Administrator: Education
- Administrator: Health
- Computer Professional
- Consultant
- Credit Investigator
- Human resources
- Manager Executive
- Manager: Sales
- Marketing Professional
- Mortgage Broker
- Physician: Family
- Management

(ALLEN L. HAMMER - INTRODUCTION TO TYPE AND CAREERS)

- Business and finance
- Computing :Analyst, Systems Administrator
- Engineering: electrical and chemical
- Executive and management: Education, Health and Community Services
- Executive and manager
- Executive and manager legal
- Executive and manager sciences
- Executive and manager: Business , Finance and Operations
- Management and educational consulting
- Human Resources
- Law : Attorney and Judge
- Teaching
- Executive and Manager: Marketing and Sales
- Marketing and sales
- Production and manufacturing
- Skilled trades
- Life , physical and Social Sciences: Biology, Geology, Chemistry
- Urban planning

(CHARLES R. MARTIN. PHD - LOOKING AT YOUR TYPE "YOUR CAREER")

- Actor
- Architect
- Biologist
- Business
- Chemist
- Consultant
- Corporate trainer
- Designer
- Economic Analyst
- Electronics Expert
- Executive
- Financial Planner
- Fine Artist
- Franchise Owner
- Human Resources
- Marketing Professional
- Mortgage Broker
- Photographer
- Psychiatrist
- Researcher
- Sales Manager
- Scientist
- Stock Broker
- Teacher

(DONNA DUNNING - WHAT'S YOUR TYPE OF CAREER)

- Executive
- Administrator
- Advertising Account Manager
- Attorney
- Biomedical Engineer
- Business Consultant
- Chemical Engineer
- Computer and IT System Manager
- Credit Investigator
- Economic Analyst
- Economist
- Educational Consultant
- Employment Development Specialist
- Engagement manager
- Environmental engineer
- Franchise Owner
- Health Care Administrator
- Human Resource Manager
- Political Consultant
- International Banker
- Restaurant and Food Service
- Judge
- Labor Relations Manager
- Legislative Assistant
- Logistics Consultant
- Management Consultant
- Network Administrator
- International Sales and Marketing
- Managing Editor
- Marketing Executive
- Media Planner
- Mortgage broker
- Management Consultant: Marketing, Reorganization etc
- Network Integration Specialist
- Office Manager
- Pathologist
- Personal Financial Advisor
- Personnel Manager
- Pilot
- Venture Capitalist
- Political scientist
- Psychologist
- Professional
- Program designer
- Program director
- Project manager
- Psychiatrist
- Police and Detective Supervisor
- Real Estate Manager
- Management trainer
- Retail Manager
- Senior Manager
- Science/Social Sciences Teacher
- Stock Broker
- Technical Trainer
- Technical Trainer
- Theater Producer
- Treasurer
- Intellectual Property Attorney

[\(PAUL D. TIEGER AND BARBARA BARRON - DO WHAT YOU ARE\)](#)

However, there are successful people of all types in all occupations. The key to getting where one wants to go involves firstly identifying what one really wants, something that comes from a more individual place than type. Individuals with ENTJ preferences then need to use knowledge of their type to gain insight into how they might approach the different activities in planning a career. In other words, ENTJs need to build on the strengths of their type and address potential obstacles that may come along with their style as they explore options, connect with others, make decisions, and manage their careers.

LESS POPULAR CAREERS FOR ENTJ

Every type is in virtually every career, and clearly, people are drawn to careers for many reasons other than their type. People with ENTJ preferences are, however, less often attracted to careers and occupations that require ongoing attention to spiritual, emotional, or personal needs of others or that require high level of pragmatic nurturance, including for example religious professions, nursing health-care support, or teaching young people. They are also found much less often in careers in the protective services and careers that require a fair amount of routine hands-on detail - oriented work, such as in building and grounds work and office and administrative support.