

Improving Communication – ENTJ

ENTJ Overview

Order of Preferences	Type Dynamics
<ul style="list-style-type: none"> ❖ 1st Thinking: Dominant ❖ 2nd Intuition: Auxiliary ❖ 3rd Sensing: Tertiary ❖ 4th Feeling: Inferior 	<ul style="list-style-type: none"> ❖ Extraverted Thinking: Outwardly decisive and logical, focused on accomplishing goals ❖ Introverted Sensing: Inwardly focused on long-term systems improvements ❖ Intuition: As you mature, become more practical and realistic ❖ Introverted Feeling: Development area is considering personal impacts

ENTJ Brief Description:

- ❖ Leads by presenting a vision, then energizing and directing others to it
- ❖ Influences by objectively analyzing ideas and setting goals
- ❖ Focus is on making decisions

ENTJ Characteristics Frequently Associated:

- ❖ Frank, decisive, assume leadership, well-read, and enjoy sharing knowledge and presenting ideas
- ❖ Develop and implement systems to solve organizational problems; see illogical and inefficient processes
- ❖ Enjoy long-term planning and goal setting

Communication Styles:

Adapting/Flexing: Things to keep in mind when communicating to others.

Sharing Your Preferences: As you build relationships, share your preferences so others can meet your needs.

When presenting to, influencing, explaining to, or trying to understand:	
<p>SENSING TYPES</p> <ul style="list-style-type: none"> ❖ Be factual ❖ Document successful applications ❖ Reduce risk factors ❖ Work out details in advance ❖ Show why solutions make sense 	<p>INTUITIVE TYPES</p> <ul style="list-style-type: none"> ❖ Give the global scheme ❖ Don't let opportunities pass ❖ Be confident and enthusiastic ❖ Indicate challenges ❖ Point out future benefits
<p>THINKING TYPES</p> <ul style="list-style-type: none"> ❖ Be logical ❖ State principles involved ❖ Stress competent handling of the issues ❖ Be well organized ❖ List costs and benefits 	<p>FEELING TYPES</p> <ul style="list-style-type: none"> ❖ Mention other supporters ❖ Be personable and friendly ❖ Indicate how solutions are helpful ❖ Tell why it's valuable ❖ Show how it supports personal goals

Improving Communication – ENTJ

Communication Tips for ENTJs:

- ❖ You energetically take initiative to realize your goals. However, other people may want to accomplish tasks through cooperation and collaboration.
→ **TIP:** Slow down and let go of some control in order to enhance your working relationships.
- ❖ Being theoretical, you can sometimes be surprised when others focus on practical decisions and actions.
→ **TIP:** When explaining your ideas, provide concrete and practical links; avoid debating semantics and abstracts points at length.
- ❖ By deciding too quickly, you may move too fast in the wrong direction.
→ **TIP:** Build in time to think things over and consider all possibilities; ask people with different perspectives their opinion and listen to new information.
- ❖ When evaluating information, you tend to take an objective, strategic approach.
→ **TIP:** In addition to weighing the pros and cons, consider situational and personal factors as well.
- ❖ You tend to be competitive and like to demonstrate your knowledge and competence.
→ **TIP:** When working in a team setting, listen empathetically without offering solutions. Strive to understand personal situations rather than analyze them in an abstract manner.
- ❖ Not everyone is aware or thinks about asking others their preferences.
→ **TIP:** Help people understand what's important to you and set the example by asking others what their preferences are in relation to working together. Share yours as appropriate.