

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

Managing Stress:

Appreciate your stress triggers and figure out ways to minimize them: Stress triggers for ENTJs may include inefficiencies, indecision, inflexibility, obstacles blocking progress toward a goal, and overload of detail.

Understand how your type displays stress: Under stress, ENTJs may lose control, internalize pressure, get short-tempered and insensitive to other. They may also express feeling with sarcasm and have tunnel vision.

Situations that are stressful for ENTJs:	
<p>E = Typical Work Stressors for Extraverts</p> <ul style="list-style-type: none"> ❖ Working alone ❖ Having to communicate mainly by email ❖ Lengthy work periods with no interruptions ❖ Having to reflect before taking action ❖ Having to focus in depth on one thing ❖ Getting feedback in writing only 	<p>N = Typical Work Stressors for Intuitive Types</p> <ul style="list-style-type: none"> ❖ Having to attend to realities ❖ Having to do things the proven way ❖ Having to attend to details ❖ Checking the accuracy of facts ❖ Needing to focus on past experience ❖ Being required to be practical
<p>T = Typical Work Stressors for Thinking Types</p> <ul style="list-style-type: none"> ❖ Using personal experiences to assess situations ❖ Adjusting to individual differences and needs ❖ Noticing and appreciating what is positive ❖ Focusing on processes and people ❖ Using empathy and personal values to make decisions ❖ Having others react to questioning as divisive 	<p>J = Typical Work Stressors for Judging</p> <ul style="list-style-type: none"> ❖ Waiting for structure to emerge from process ❖ Being expected to use “inner timing” ❖ Too much flexibility around time frames and deadlines ❖ Having to marshal energy at the last minute ❖ Staying open to re-evaluation of tasks ❖ Dealing with surprises

Managing Stress Tips for ENTJs:

- ❖ You enjoy leadership and value competence, efficiency, and effectiveness.
→ **TIP:** Think about this when selecting a job or assignment. Look for opportunities where you can use your leadership capabilities in an independent and logical way.
- ❖ When you are under stress, you may lose control and have an emotional outburst.
→ **TIP:** Learn to recognize when you are experiencing anxiety and becoming stressed, so you can assess your limitations and rest. Take time alone to regain control.
- ❖ When you are under pressure, you may become domineering and become inflexible.
→ **TIP:** Work to identify your feelings as useful information and look for an outlet to discuss with someone you trust before reacting.
- ❖ When your values have been violated, you may overreact.
→ **TIP:** Make sure those you interact regularly with understand what's important to you. Learn to have patience with other work and communication styles.
- ❖ Because of a natural drive to critique with precision, you may overcontrol a situation.
→ **TIP:** Learn to ask open-ended questions, such as “Tell me more about...” rather than have a checklist of yes-no items.
- ❖ To maintain a balance, regularly explore your personal values and commitments.
→ **TIP:** Find time for solitude, rest, and assess limitations. Proactively build in times for breaks to recharge.
- ❖ Document actions to help you adapt and flex outside your preferences to manage stress triggers.
→ **TIP:** Conduct a continue, start, and stop exercise that can help you simplify ways to implement actions on a regular basis. For example:

Continue	Start	Stop
<ul style="list-style-type: none">❖ <i>Taking initiative to realize your goal</i>❖ <i>Using your problem-solving capabilities to streamline systems and processes</i>	<ul style="list-style-type: none">❖ <i>Listening empathetically without offering solutions</i>❖ <i>Checking in with how others are feeling, especially when giving feedback</i>	<ul style="list-style-type: none">❖ <i>Deciding too quickly before considering all possibilities</i>❖ <i>Expecting people to have similar work and communication style as you</i>