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What does entj mean

ENTJs are motivated by achieving goals and solving complex problems, preferring logical analysis and a big-picture outlook. Known for their decisiveness and organizational skills, ENTJs value efficiency and clear structures. However, their assertive nature may sometimes be perceived as overly dominant or impatient. They value organization and structure and appreciate long-term planning and goal setting. They have strong people skills and enjoy interacting with others, but they are not necessarily attuned to their own emotions or the emotions of their loved on. ENTJ is one of the least common types in the population, and the rarest type among women. ENTJs comprise: 2% of the general population 3% of men 1% of women ENTJs are sometimes referred to as "the Commander" or "the CEO." ISFP is the opposite personality type of ENTJ. Famous ENTJs include Kamala Harris, Napoleon Bonaparte, Harrison Ford, Franklin D. Roosevelt, Bill Gates, and Carl Sagan. Strengths Weaknesses Confident Stubborn Ambitious Arrogant Optimistic Inesensitive Strong leadership skills Lack of empathy Sociable Egotistical ENTJ Characteristics People with this personality type are highly extroverted and enjoy being in the company of others. They have strong communication skills and are usually well-spoken and quick-witted. They are energized by time spent with other people and tend to have very outgoing personalities. However, while ENTJs are friendly and personable individuals, they struggle to pick up on the emotional cues of others. They are prone to hiding their own emotions as a weakness, and thus also struggle to acknowledge the emotions and feelings of others. ENTJs like to live an organized, structured life. They are planners who appreciate a sense of predictability and control. They enjoy developing long-term plans to accomplish their goals, and they typically have a clear vision for the future. ENTJs strive to be as productive and efficient as possible since they are constantly focused on results. They are able to handle numerous tasks and commitments without having to default on any of them. ENTJs are natural-born leaders. They are highly rational and assertive and are quick to conceptualize efficient solutions to overcoming obstacles. They excel at taking charge and bringing order to the world around them. ENTJs see challenges everywhere they go, and they take pride in their ability to discover and implement effective ways to prevail and overcome. They see their role as that of a leader and seek out positions of power and people of influence in all areas of life. ENTJs are charismatic and inspiring as they strive to invigorate and bring out the best in others. However, because they are typically very direct and blunt, ENTJs can seem arrogant or pretentious to some. They often lack patience and can appear critical when others do not match up to their quick wits and firm convictions. ENTJs are characteristically ambitious. They are motivated by success and appreciate hard work and dedication. They seek to gain power and influence in all areas of their life and want to put themselves in the position of decision maker. They are strong-willed individuals who are seldom swayed or outsmarted by another. They are certain of the rightness of their beliefs and logic and are not afraid to hold the minority opinion. They are not easily discouraged and tend to believe that they can achieve any goal. Cognitive Functions The MBTI suggests that the four different cognitive functions (thinking, feeling, intuition, and sensing) form a hierarchy where each function is either directed outwardly (extroverted) or inwardly (introverted). The order of these functions determines one's personality. The dominant function is the primary aspect of personality, while the auxiliary and tertiary functions play supportive roles. This function is concerned with the way ENTJs make decisions and judgments. ENTJs tend to place a greater emphasis on objective and logical information rather than personal feelings and emotions when making choices. They are focused on preserving order and control of the world around them and prioritize their goals above all else. People with the ENTJ personality type are future-focused. They play higher value on future possibilities than on the present moment and trust their gut instincts when approaching a decision. Extraverted Sensing – This function describes how ENTJs explore their surrounding environments. ENTJs enjoy novel, even thrill-seeking, experiences and have a unique appreciation for the beauty of life. ENTJs lack an understanding of internal feelings and emotions. This function tends to be weak in people with this personality type. Consequently, ENTJs often find themselves feeling uncomfortable or awkward in emotionally stimulating situations. ENTJ Hobbies, Interests, and Careers ENTJs are driven, ambitious individuals with an appetite for success. They are often very engaged in their careers and have limitless energy for their work. ENTJs are particularly drawn to leadership positions where they can achieve tremendous efficiency and productivity in their workplace. With their strong communication skills, problem-solving capabilities, and organizational prowess, ENTJs naturally fall into these managerial roles, and they tend to make admirable authority figures. They enjoy the challenge of solving difficult problems and finding opportunities to improve complex systems. They excel at supervising others and leading teams to carry out their visions with strategic planning and clear goal-setting. Because of their excellent leadership skills, hard-working attitudes, and ability to plan for the future, ENTJs make successful CEOs, human resources managers, lawyers, entrepreneurs, university professors, corporate strategists, and judges. In their free time, ENTJs enjoy maintaining leadership positions in community groups, attending social gatherings or sporting events, and playing competitive sports. Because ENTJs are often so career-focused, they may have few interests outside of work or participate in leisure activities that help to further their careers. ENTP Work Environments ENTJs prefer a work environment with a clear set of guidelines and standards and one that values competence and logical thinking. They appreciate a workplace that is formal and businesslike, where the performance of their work is evaluated objectively. They also appreciate an environment where innovation is encouraged and there is plenty of room for variation. ENTJs want to be surrounded by a wide variety of coworkers who are equally as ambitious and hardworking. While ENTJs want to be evaluated objectively, they also want to be rewarded generously and recognized for their efforts with money, recognition, and power. An ENTJ's primary goal is to simply get things done so they struggle in workplaces that tolerate incompetence, laziness or inefficiency. ENTJ Personal Relationships Because ENTJs are extroverts, they gain energy from socializing with others. They love engaging in lively conversations and sharing their ideas with others. They seek out friendships with those who share a similar passion for meaningful discussions and logical, critical debate. They get along best with individuals who can match their ability to brainstorm, theorize, and learn. They value their friendships deeply and pay a great deal of attention to their friends; however, expressing and understanding emotions can be difficult for ENTJs, so they may struggle to get along with more sensitive individuals. In romantic relationships, ENTJs can be commanding and dominating partners. They tend to take the leading role in any relationship from the start and assume personal responsibility for how smoothly things advance. They put a lot of energy into their relationships and expect that their partner will do the same. ENTJs tend to be stubborn in their relationships as they have a clear idea of how things should be done and feel that their partner should follow. They can have trouble attending to their partners' feelings and listening patiently to them because of their strong desire to problem solve. But, ENTJs are growth-oriented and will seize any opportunity to improve themselves by acting on criticisms to ensure long-lasting relationships. Tips for Interacting With ENTJs Friendships As a friend of an ENTJ, it is important to remember that part of their communication style and personality type is to be argumentative and confrontational at times. You should try not to take their criticism personally, but for the more introverted, down-to-earth personality types, a friendship with an ENTJ might not be beneficial for either party. Relationships ENTJs are typically ambitious and spend a lot of time at work or pursuing their goals. They need a partner who is independent and supportive and respects their competitiveness and ambition. It is also important to remember that an ENTJ needs to feel completely comfortable in a relationship before they show their emotions. They value honesty and communication so if you are feeling insecure or have an issue with your partner, be upfront and tell them the truth. Parenting As parents, ENTJs are in control of their children. They have clear sets of standards and expect that their rules are followed. They set logical consequences for misbehavior and expect obedience from their children. ENTJs tend to be more absent at home than other personality types because they have such a strong focus on their careers. However, when they are with their kids, they ensure that the time is well spent instilling values of hard work and achievement. Test Answer these questions below to find out if ENTJ is your personality type: Do you often find yourself naturally taking charge in group situations? Are you more energized by social interactions than by spending time alone? When making decisions, do you tend to rely more on logic and objective analysis than on personal feelings? Do you prefer focusing on the big picture and future possibilities rather than immediate details? Are you often described as ambitious, confident, or assertive by others? Do you enjoy creating and implementing structured plans to achieve your goals? Are you drawn to leadership positions in your career or personal life? Do you find it challenging to understand or express emotions, whether your own or others'? If you answer "yes" to most of these questions, you may have ENTJ personality traits. However, remember that personality is complex, and a professional assessment would be needed for a definitive personality type determination. Take the MBTI (Paper Version) References King, S. P., & Mason, B. A. (2020). Myers-Briggs Type Indicator. The Wiley Encyclopedia of Personality and Individual Differences: Measurement and Assessment, 315-319. Myers, I. B. (1962). The Myers-Briggs Type Indicator: Manual (1962). Myers, K. D., & Kirby, L. D. (2015). Introduction to type: A guide to understanding your results on the MBTI assessment. Sunnysvale, CA: CPP, Myers-Briggs Type Indicator. (2019, May 28). New World Encyclopedia. Retrieved from Myers, Isabel B.; Myers, Peter B. (1995) [1980]. Gifts Differing: Understanding Personality Type. Mountain View, CA: Davies-Black Publishing. ISBN 978-0-89106-074-1. Pittenger, D. J. (2005). Cautionary Comments Regarding the Myers-Briggs Type Indicator - Consulting Psychology Journal: Practice and Research, 57(3), 210-221. The purpose of the Myers-Briggs Type Indicator®. The Myers & Briggs Foundation: MBTI Basics. (n.d.). Retrieved from Who is the Commander personality type? ENTJ (Commander) is a personality type with the Extraverted, Intuitive, Thinking, and Judging traits. They are decisive people who love momentum and accomplishment. They gather information to construct their creative visions but rarely hesitate for long before acting on them. Your time is limited, so don't waste it living someone else's life. Steve Jobs People with the ENTJ personality type (Commanders) are natural-born leaders. Embodying the gifts of charisma and confidence, ENTJs project authority in a way that draws crowds together behind a common goal. However, these personalities are also characterized by an often ruthless level of rationality, using their drive, determination, and sharp mind to achieve whatever objectives they've set for themselves. Their intensity might sometimes rub people the wrong way, but ultimately, ENTJs take pride in both their work ethic and their impressive level of self-discipline. ENTJ personalities perceive themselves to be a strong positive influence on others. Striving for Greatness If there's anything that people with this personality type love, it's a good challenge, big or small, and they firmly believe that, given enough time and resources, they can achieve any goal. This quality makes ENTJs brilliant entrepreneurs, and their ability to think strategically and hold a long-term focus while executing each step of their plans with determination and precision makes them powerful business leaders. This determination is often a self-fulfilling prophecy, as ENTJ personalities push their goals through with sheer willpower where others might give up and move on, and they are likely to push everyone else right along with them, achieving spectacular results in the process. At the negotiating table, be it in a corporate environment or buying a car, ENTJs are dominant, unforgiving, and unyielding. This isn't because they are coldhearted or vicious per se - it's more that these personalities genuinely enjoy the challenge, the battle of wits, and the repartee that comes from this environment. If the other side can't keep up, that's no reason for them to fold on their own core tenet of ultimate victory. The underlying thought running through an ENTJ's mind might be something like "I don't care if you call me an insensitive b****d, as long as I remain an efficient b****d." ENTJs respect those who can match them intellectually and also display precision and quality in their actions, equal to their own. These personalities have a particular skill in recognizing the talents of others, and this helps in their team-building efforts (since no one, no matter how brilliant, can do everything alone). However, they also have a particular skill in calling out others' failures with a chilling degree of insensitivity, and this is where they really start to run into trouble. A Worthy Challenge Emotional expression isn't the strong suit of any Analyst (NT) type, but ENTJs' distance from their emotions is especially public and felt directly by a much broader swath of people. Especially in a professional environment, these personalities may inadvertently overlook the emotional sensitivity of individuals who they perceive as inefficient or lazy. To people with this personality type, emotional displays are generally displays of weakness, and it's easy to make enemies with this approach - ENTJs will do well to remember that they absolutely depend on having a functioning team, not just to achieve their goals but for their validation and feedback as well, something that they are, curiously, very sensitive to. ENTJ personalities are true powerhouses, and they cultivate an image of being larger than life - and often enough they are. They need to remember, though, that their stature comes not just from their own actions but from the actions of the team that props them up. It's important for them to recognize the contributions, talents, and needs of their support network - especially from an emotional standpoint. Even if they have to adopt a "fake it til you make it" mentality, if people with the ENTJ personality type are able to combine an emotionally healthy focus alongside their many strengths, they will be rewarded with deep, satisfying relationships and all the challenging victories that they can handle. This introduction to the ENTJ personality type, based on the Myers-Briggs® Step I personality assessment, can help ENTJs to understand how they interact with others, and what careers they might enjoy. ENTJs see the big picture and think strategically about the future. They are able to efficiently organise people and resources in order to accomplish long-term goals, and tend to be comfortable with taking strong leadership over others. Potential development areas for ENTJs ENTJs may overlook the contributions of others and may neglect to consider the needs of the people who implement their plans. Because they drive themselves strongly, they risk driving others as hard and may intimidate people with their take-charge attitude. Typical ENTJ characteristics ENTJs are typically structured and challenging, they also tend to be strategic and questioning. Their most common characteristics are shown here in the form of a fun Typie, which you can download and share. ENTJ careers & career ideas ENTJs aren't afraid to make tough decisions to move forward, and enjoy solving system-level problems. They work best in a fast-growing environment which fosters competition, rewards achievement and offers them continual new challenges. ENTJs are typically attracted to positions of leadership and management, where tough-minded analysis is key. More insight about ENTJ jobs can be found in our Introduction to Type and Careers. ENTJs under stress An ENTJ will typically become stressed in the situations shown in this MBTI stress head illustration. In these circumstances you will tend to become hypersensitive, emotional, domineering and inflexible. Download and share* this stress head to remind yourself and your colleagues about the things that stress ENTJs. *Terms of use apply ENTJ relationships An ENTJ is energised by stimulating interactions with people, which they really enjoy. An ENTJ is seen by their partner as decisive and fair. Read our blog post on "What if your date is not your type?!" Fun ways to share ENTJ characteristics: Explore what kind of drink, sport or shoes we think depicts an ENTJ personality Discover more ways to characterise the ENTJ personality on our Fun ways to share your type page Already have your MBTI Step II profile? Create your Personal Typie Read more on our blog about how aspects of Type dynamics are captured in each Type Personality is what makes us unique, but according to the Myers-Briggs Type Indicator (MBTI), our personalities tend to fall into one of 16 distinct "types." Each of these types is identified by a four-letter acronym describing key personality traits. For the ENTJ personality type, these letters stand for extraverted, intuitive, thinking, and judging. People with this personality type are often described as assertive, confident, and outspoken. Sometimes referred to as the "Commander," ENTJs tend to be great with people. They have a knack for envisioning the future and place a lot of emphasis on abstract ideas when they are making decisions. You might recognize them as the natural leaders who love to plan ahead. The MBTI is one of the most popular personality assessments. It was developed by Isabel Myers and her mother, Katherine Briggs, and is based on Carl Jung's theory of personality types. ENTJs are extraverts, which means they are outgoing and gain energy by spending time around others. They thrive in social situations and naturally tend to take charge when decisions need to be made. They are confident and self-assured but sometimes struggle with being a little impatient or stubborn. Understanding how these traits appear in your own life can give you insights into how your personality affects your career, relationships, and happiness. Illustration by JR Bee. Verywell According to psychologist David Keirsey, the ENTJ type is quite rare, accounting for a mere 2% of the population. They typically share a number of different strengths and weaknesses. Like other personality types, ENTJs have a number of impoant strengths: Great with people: People with this personality type enjoy spending time with other people. They have strong verbal skills, and interacting with others helps them feel energized. Future-focused: ENTJ types prefer to think about the future, and they enjoy thinking about abstract ideas. When making decisions, ENTJs place a greater emphasis on objective and logical information. Great at planning: ENTJs are planners. Making decisions and having a schedule or course of action planned out gives them a sense of predictability and control. Highly rational: They are highly rational, good at spotting problems, and excel at taking charge. These tendencies make them natural leaders who are focused on efficiently solving problems. Like other personality types, ENTJs also have traits that can be challenges at times: Trouble focusing on details: Because they are so focused on the future, they often lose sight of what's happening in the here and now. While they love abstract concepts, they tend to feel bored if they have to focus on a lot of concrete, detailed information.Tend to ignore other people's emotions: Personal feelings and the emotions of others tend not to factor much into their choices. ENTJs are not necessarily good with emotions, but that does not mean they are intentionally cruel.Tend to hide their own feelings: They are prone to hiding their own emotions and sentimentality, viewing it as a weakness that should not be made known to others. Strengths Strong leadership skills Self-assured Well-organized Good at making decisions Assertive and outspoken Strong communication skills Weaknesses Impatient Stubborn Inesensitive Aggressive Intolerant Based upon the Jungian personality theory, the MBTI suggests that personality is composed of several different cognitive functions. These functions can be focused primarily outward (extraverted) or inward (introverted). Each function relates to how people perceive the world and make decisions.: The dominant function is the most prominent aspect of personality, while the auxiliary function plays a supporting role.The tertiary function has a weaker influence but can become more apparent when a person is under stress. The inferior function is primarily unconscious and is often a point of weakness. Developing this aspect can help people form a more balanced personality. This is an ENTJ preferred function and is expressed through the way they make decisions and judgments. ENTJs tend to speak first without listening, making snap judgments before really taking in all the information about a situation. While they tend to make snap judgments, they are also very rational and objective. They are focused on imposing order and standards on the world around them. Setting measurable goals is important. The auxiliary function helps balance a person's personality. Using the dominant function all the time would lead to a one-dimensional personality. The dominant function does act as the primary driver of personality, but the auxiliary function is there to offer support. People with this personality type are future-focused and always consider the possibilities when approaching a decision. ENTJs are forward-thinking and are not afraid of change. They trust their instincts, although they tend to regret jumping to conclusions so quickly. The tertiary function in personality acts as a background support, although it is less prominent that the dominant and auxiliary functions. This cognitive function gives ENTJs an appetite for adventure. They enjoy novel experiences and may sometimes engage in thrill-seeking behaviors. Because of their outward sensory focus, they also have an appreciation for beautiful things in life. They often enjoy surrounding themselves with things that they find attractive or interesting. The inferior function is the weakest part of your personality. That means that it is frequently one of your biggest challenges. Introverted feeling is centered on internal feelings and values. Emotions can be difficult area for ENTJs, and they often lack an understanding of how this part of their personality contributes to their decision-making process. When this aspect of personality is weak, ENTJs may feel uncomfortable or awkward in settings where an emotional response is required. Franklin D. Roosevelt, U.S. PresidentBill Gates, Microsoft founderVince Lombardi, football coachCarl Sagan, astronomerLex Luthor, Superman character Since ENTJs are extraverts, they gain energy from socializing (unlike introverts, who expend energy in social situations). They love having passionate and lively conversations and debates. In some cases, other people can feel intimidated by the ENTJs confidence and strong verbal skills. When they have a good idea, people with this personality type feel compelled to share their point of view with others. Despite their verbal abilities, ENTJs are not always good at understanding other people's emotions. Expressing emotions can be difficult for them at times, and their tendency to get into debates can make them seem aggressive, argumentative, and confrontational. People can overcome this problem by making a conscious effort to think about how other people might be feeling. They may struggle to understand or get along with more sensitive personality types. While they are extroverts, they are not emotionally expressive and other people may see them as insensitive. ENTJs can be further categorized as:ENTJ-T (the turbulent commander)—Seeks validation and attention; tends toward anger and jealousy; emotionally driven; more sensitive, sentimental, and affectionate than ENTJ-AEENTJ-A (the assertive commander)—Confident; assumes others' acceptance; less emotionally reactive; handles stress and negativity well Thanks to their comfort in the spotlight, ability to communicate, and a tendency to make quick decisions, ENTJs tend to naturally fall into leadership roles. These individuals sometimes find themselves taking control of a group without really knowing how they came to be in such a position. Because of their love for structure and order, the ENTJ is also good at supervising and directing others and helping groups complete tasks and achieve goals. They can quickly see what needs to be accomplished, develop a plan of action, and assign roles to group members. ENTJs do best in careers where there is a lot of structure, but plenty of room for variety. Jobs that allow them to meet and interact with lots of different people are ideal. People with this type bring a lot of desirable skills to the table, including excellent leadership and communication skills, a hard-working attitude, and an ability to plan for the future. Human resources managerCompany CEO or managerLawyerScientistSoftware developerBusiness analystEntrepreneurUniversity professor Knowing more about how to interact with an ENTJ can help keep your relationships running smoothly with fewer conflicts. How you respond to an ENTJ can depend on the nature of your relationship. For example, you would communicate with them differently if they are your partner versus a co-worker. Here are some tips that can help you navigate different types of ENTJ relationships: ENTJ are social people and love engaging conversations. While they can seem argumentative and confrontational at times, just remember that this is part of their communication style. Try not to take it personally. They tend to have the easiest friendships with people who share their interests and views and may struggle to understand people who are very introverted, sensitive, or emotional. Parents of ENTJ children should recognize that their child is independent and intellectually curious. You can help your child by allowing them to pursue their curiosity. Understand that your child will often need your reasoning explained to understand why certain rules need to be followed. You can also help your child develop their emotional understanding by talking openly about feelings. Point out how people might feel about different experiences so that your ENTJ child can learn to better interpret both their own emotions and those of others. An ENTJ partner can often seem quite dominating in a relationship. Because dealing with emotions does not come naturally to them, they may seem insensitive to their partner's feelings. It is important to remember that this does not mean that ENTJ's don't have feelings—they just need to feel completely comfortable in order to show their emotions. They are very committed to making relationships work and are always looking for ways that they can improve their relationships. If you have an issue with your partner, be upfront and honest. Your partner would rather hear the truth than try to guess your feelings. It's important to remember that while ENTJs share many common traits, each person is unique. That means that how their personality is expressed may vary. Learning more about your own personality type can help you to better understand you strengths and weaknesses. In doing so, you'll be better prepared to maximize your strengths and cope with your challenges.

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