



© Copyright 2013, 2018 The Myers-Briggs Company. The MBTI logo is a trademark or registered trademark of The Myers & Briggs Foundation in the United States and other countries.

ACTION ORIENTED fair
innovative theorizers
PLANFUL straightforward
self-confidence **CLEAR**
ENTJ MANAGE DIRECTLY
tough
NATURAL CRITICS **assertive**
PROVIDE STRUCTURE
CHALLENGING logical
PLANNERS tough when
THEORETICAL necessary
DECISIVE objective
value intelligence
TAKE CHARGE
strategic critical
controlled stimulating **THINK**
GLOBAL THINKERS **AHEAD**
PREFER NEW CHALLENGES



Source: Introduction to Myers-Briggs Type® in Organizations (4rd ed.) by Sandra Krebs Hirsh and Jean M. Kummerow



ENTJ

Decisive Strategist

Work Style

- **Develop well-thought-out plans**
- **Provide structure to the organization**
- **Design strategies that work toward broad goals**
- **Take charge quickly and do what it takes**
- **Deal directly with problems caused by confusion and inefficiency**

Leadership Style

- **Initiate an action-oriented, energetic approach**
- **Provide long-range plans to the organization**
- **Manage directly and are tough when necessary**
- **Enjoy complex problems and managing them resourcefully**
- **Run as much of the organization as possible**

Potential Pitfalls

- **May overlook people's needs and contributions in their focus on the task**
- **May discount pragmatic considerations and constraints**
- **May decide too quickly and appear impatient and domineering**
- **May ignore and suppress their own and others' feelings**

Suggestions for Development

- **May need to factor in the human element and appreciate others' contributions**
 - **May need to check the practical, personal, and situational resources available before plunging ahead**
 - **May need to take time to reflect and consider all sides before deciding**
 - **May need to learn to identify and value feelings in both themselves and others**
-