



Extraverted	Energy Style	▶ dominant, outgoing, energetic, communicative
iNtuitive	Cognitive Style	▶ innovative, forward-thinking, visionary, bold
Thinking	Values Style	▶ analytical, objective, rational, blunt
Judging	Life Style	▶ ambitious, determined, organized, decisive

famous ENTJs include...



Bill Gates



Margaret Thatcher



Carl Sagan



Napoleon Bonaparte



Al Gore



Douglas MacArthur

In a Nutshell

ENTJs are strategic leaders, motivated to organize change. They are quick to see inefficiency and conceptualize new solutions, and enjoy developing long-range plans to accomplish their vision. They excel at logical reasoning and are usually articulate and quick-witted.

ENTJs are analytical and objective, and like bringing order to the world around them. When there are flaws in a system, the ENTJ sees them, and enjoys the process of discovering and implementing a better way.

ENTJs are assertive and enjoy taking charge; they see their role as that of leader and manager, organizing people and processes to achieve their goals. ENTJs are often very motivated by success in their careers and seek power and influence.

Core Values

- ▶ Ambition
- ▶ Influence
- ▶ Persistence
- ▶ Logic

Key Motivators

- ▶ Taking charge
- ▶ Making tough decisions
- ▶ Critiquing systems and processes
- ▶ Achieving success and status