

ENTJ



MBTI Personality Test

Dear Participant,

The **Myers-Briggs Type Indicator (MBTI)** assessment is a psychometric questionnaire designed to measure psychological preferences in how people perceive the world and make decisions. Individuals are either born with, or develop, certain preferred ways of perceiving and deciding. Their preferences in behaviour in a given situation decide the type of personality a person has. Personality is an individual's unique pattern of thoughts, feelings and behaviors that persists over time and across situations. There are various situational questions; you have to indicate how much you agree to the following statements. There is no right or wrong answers. Moreover, people differ in their choices, based on their assumptions, experiences, and priorities. That is why every individual is unique in its behaviour and may have any combinations of different characteristics.

Your responses will be kept confidential and will be shared with the respective individuals. The results of the test will be used only for development.

Name: Dr. Rakesh Kumar Singh

Gender: Male / Female

Age: 36....(years)

Education: Ph.D and Post-DOC

R Singh

Warm Regards

Prof. Swati Dhir

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*Life is nature's Leadership
visionary step
Lead responsible*

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Please circle/tick the appropriate response.

		Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
1	You find it easy to introduce yourself to other people.	1	2	3	4	5
2	A logical decision is always the best, even when it hurts someone's feelings.	1	2	3	4	5
3	You would rather improvise than have a clearly defined plan	1	2	3	4	5
4	You need to retreat and have some "alone time" after spending some time talking to other people	1	2	3	4	5
5	You enjoy spontaneous, fast-paced activities	1	2	3	4	5
6	You feel exhausted after spending two hours at a big party	1	2	3	4	5
7	You are very patient.	1	2	3	4	5
8	People often say that you are inflexible.	1	2	3	4	5
9	Emotional movies can easily make you sad.	1	2	3	4	5
10	Your home and work environments are quite tidy.	1	2	3	4	5
11	You often do something entirely altruistic.	1	2	3	4	5
12	You are often accused of being indecisive.	1	2	3	4	5
13	You do not mind being at the centre of attention.	1	2	3	4	5
14	You would rather come up with an action plan than deal with its implementation	1	2	3	4	5
15	You would rather experiment and try an untested method than play safe and pick one that definitely works.	1	2	3	4	5
16	You believe that it is always important to be in control of your environment	1	2	3	4	5
17	You find it difficult to start talking when you do not yet have a clear idea in your mind	1	2	3	4	5
18	You can easily read between the lines and "get" metaphors.	1	2	3	4	5
19	You often do things spontaneously or in a rush.	1	2	3	4	5
20	You want your work to reflect how you feel instead of just meeting some objective standards	1	2	3	4	5
21	Your work style is closer to energy spikes than to a slow but constant flow	1	2	3	4	5
22	You are more interested in what is than what might be	1	2	3	4	5
23	An interesting book or a video game are often better than a social event	1	2	3	4	5
24	Being able to develop a plan and stick to it is the most important part of every project	1	2	3	4	5

Myers-Briggs Type Indicator (MBTI) Personality Test

Introduction

The MBTI sorts the psychological differences into four opposite pairs, or *dichotomies*, with a resulting 16 possible psychological types.

1. Introversion / Extroversion (E-I): How is your general attitude toward the world?
2. Sensing / Intuition (S-N): How do you acquire information?
3. Thinking / Feeling (T-F): How is information processed?
4. Judging / Perceiving (J-P): How do you make decisions?

ISTJ	ISFJ	INFJ	INTJ
ISTP	ISFP	INFP	INTP
ESTP	ESFP	ENFP	ENTP
ESTJ	ESFJ	ENFJ	ENTJ

Personality Traits explained:

Extraverted (E)

Expressive, outgoing, prefer group activities, eager to speak their minds, more comfortable when around other people than when alone, get energized by social interaction

Introverted (I)

Reserved, listen carefully, prefer solitary activities, more comfortable when alone than when around other people, get exhausted by social interaction

Intuitive (N)

Introspective, rely on their imagination, absorbed in ideas, focus on what might happen

Sensing (S)

Observant, rely on their senses, absorbed in practical matters, focus on what has happened

Thinking (T)

Tough, follow their minds, suppress feelings, focus on objectivity and rationality

Feeling (F)

Sensitive, follow their hearts, keep feelings close to the surface, focus on harmony and cooperation

Judging (J)

Decisive, prefer clear rules and guidelines, eager to commit, see deadlines as sacred, seek closure

Prospecting (P)

Probing, prefer keeping their options open, reluctant to commit, relaxed about their work, seek freedom

MBTI Result: You are having ENTJ type of personality.



Name: Dr. Rakesh Kumar Singh

Your Personality: ENTJ

ENTJ Personality

Forming around 3% of the population, ENTJ personalities are very charismatic, rational and quick-minded. They are meant to lead and inspire other people and there is no other type that can do this with such ease. According to ENTJs, nothing is impossible if you try hard enough. Naturally, they rarely have difficulties convincing other people that the goal chosen by the ENTJ should also become one of their personal goals.

These leadership traits form the core of the ENTJ personality type. ENTJs can be unbelievably confident and charismatic – these qualities draw most other types like a magnet and this makes it quite easy for an ENTJ to achieve what they want to achieve. People belonging to this type love challenges, big and small, and firmly believe that they can accomplish everything given enough time and resources. More often than not, this confidence results in a self-fulfilling prophecy – where other types give up and move on to the next project, the ENTJ ploughs ahead and usually achieves spectacular results simply because of that sheer willpower.

That being said, no one can accuse ENTJs of narrow-mindedness or short-term thinking – ENTJ personalities are excellent strategists and have no difficulties crafting elaborate long-term plans, which are then executed with determination and precision.

These personality traits make ENTJs brilliant entrepreneurs and business strategists – their charisma and confidence can truly shine in the business world. People belonging to this type also tend to be very dominant and persuasive when it comes to arguing with others or negotiating a deal – while this can certainly turn against the ENTJ, usually it is their opponent who gives up in the face of ENTJ's willpower and unyielding belief in his or her arguments.

Further to the above, ENTJs are very energetic and tend to have excellent communication skills. They genuinely enjoy interacting with other people and respect those who stand up to them, especially in an intellectual debate. ENTJs have no trouble recognizing someone else's



talents and such encounters are actually very healthy for them as the ENTJ's self-confidence can easily turn into arrogance and condescension if it is not kept in check.

ENTJ personalities cannot tolerate inefficiency and cannot stand those who they perceive as lazy or incompetent. An ENTJ can be chillingly cold and ruthless when it comes to such situations – they have a very rational mind and could not care less about being sensitive when that mind tells them that someone has failed. People with this personality type put rationality above everything else – and this is one of the main reasons why they are so efficient in the business world, even if such a behavior gives them a reputation of cold-hearted tycoons. In all likelihood, an ENTJ would simply shrug their shoulders and say “I don't care if you call me an insensitive b*****d, as long as I remain an efficient b*****d”.

Ironically, ENTJs must have the support of other people in order to be truly efficient. They are great leaders, but even the most brilliant mind cannot do everything by itself. This is especially true for ENTJs, whose confidence partially depends on the feedback they receive from their “audience”. Consequently, ENTJs should try to pay more attention to other people's feelings or at least pretend that they do – most mature and successful ENTJs do that to some extent, even though their sensitivity may hide a cold and calculating mind.

“Your time is limited, so don't waste it living someone else's life. Don't be trapped by dogma – which is living with the results of other people's thinking. Don't let the noise of others' opinions drown out your own inner voice. And most important, have the courage to follow your heart and intuition. They somehow already know what you truly want to become. Everything else is secondary.”

Steve Jobs

All these personality traits relate to ENTJ's behavior in the professional environment. People with this personality type often believe that any expression of emotions is a display of weakness, but that does not mean that they cannot be loving and sensitive in a different environment. Feelings and emotions are definitely the Achilles' heel of most ENTJs and they are likely to find it very difficult to reveal the emotional side of their mind. Even the most confident ENTJ is likely to feel quite powerless in such situations.

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People belonging to this type should make conscious efforts to develop that aspect of their personality – this does not have to affect their behaviour in the workplace, but any ENTJ would benefit tremendously from combining a good grip on their emotions with that rare gift of extraordinary charisma and confidence.

To summarize, ENTJ personalities are very efficient and confident individuals who rarely have difficulties achieving what they have set out to achieve. However, ENTJs are likely to have difficulties when it comes to recognizing and expressing emotions – while such a trait can actually be beneficial in the business world, it may cause many problems in personal relationships if the ENTJ does not make conscious efforts to address this weakness.

ENTJ Strengths

- **High self-confidence.** ENTJ personalities trust in their abilities and do not hesitate to express their opinion. They are confident being in the center of attention.
- **Strategic thinkers.** ENTJs have no difficulties making long-term plans and approaching problems from several different angles.
- **Energetic.** People with this personality enjoy leading people and putting plans in action. This energizes and motivates them.
- **Charismatic and inspiring.** ENTJs find it easy to convince and inspire other people, mostly because of their high self-esteem and strong opinions.
- **Very efficient.** ENTJ personalities loathe inefficiency, irrationality and laziness, seeking to root out such behavior wherever they go.
- **Strong-willed.** ENTJs tend to be very determined individuals, who rarely give up and abandon their vision, regardless of the opposition.

ENTJ Weaknesses

- **Stubborn and dominant.** ENTJs can be quite inflexible and seek to win all debates and arguments, doing their best to promote their vision and ideas.
- **Arrogant.** People with this personality type are usually able to accumulate a lot of knowledge and make well-informed decisions – however, they may also look down on people who are less competent or unwilling to argue their points.



- **May be cold and ruthless.** ENTJs are obsessed with efficiency and rationality when it comes to work and professional goals. They will often ignore personal circumstances and dismiss sensitivities and emotions as irrelevant.
- **Poor handling of emotions.** ENTJs are very rational – not surprisingly, they are likely to have difficulties understanding and expressing their feelings. They may also inadvertently hurt their partners and friends in emotionally charged situations.
- **Impatient.** ENTJ personalities are quick thinkers and may lose patience very quickly when dealing with people who need more time to make a decision.
- **Intolerant.** People with this personality type see little value in ideas that are based on emotional arguments or address issues that they do not consider important – and an ENTJ will not hesitate to make that clear to those around them.

ENTJ Friends

ENTJ personalities seek two main things in their friendships – inspiration and personal growth. Unlike many other types, they do not really need much emotional support or reassurance. However, ENTJs relish the idea of engaging in deep, meaningful discussions with close friends. People with this personality type are very good at noticing opportunities for learning and development – and they always try to encourage their friends to participate as well.

Generally, ENTJs pay a lot of attention to their friendships. It is not always easy to be an ENTJ's friend as people with this personality type tend to have a very strong willpower and are also likely to be very smart, argumentative and critical. Not everyone can withstand an argument with them – and this is exactly why ENTJs respect and value friends who are able to hold their ground. That being said, ENTJ personalities do not understand nor respect emotional arguments and appeals. They are very rational individuals and can only accept a different opinion if it is supported by logic and reason.

Naturally, ENTJ friends may find it quite difficult to support other people on an emotional level. Dealing with feelings is certainly not their strongest suit and they are likely to try to avoid emotionally charged situations. ENTJs enjoy challenging their friends and questioning their conclusions, which is usually the opposite of being sensitive – and not many



personality types can cope with this. Feeling (F) types are especially vulnerable to criticism and tend to take it very personally.

As ENTJs tend to put growth and personal development above everything else when it comes to friends and friendships, it is quite doubtful that they will pursue relationships that do not offer such opportunities. ENTJ personalities are drawn towards other intuitive (N) types as such friendships give them a chance to brainstorm and theorize about things they consider important. Sensing (S) personalities, being more practical and down-to-earth, may find it difficult to understand the point of those discussions.

ENTJ Careers

Typical ENTJ careers are defined by several traits that anyone interacting with an ENTJ can easily notice – drive, determination and leadership. These traits tend to push ENTJs towards a certain set of careers and somewhat limit their choices; however, people with this personality type are unlikely to complain about that. We will discuss some of their potential roles below – hopefully, this will help some ENTJs with their job search. As usual, please feel free to leave a comment – we will do our best to include your suggestions in our articles.

Firstly, ENTJ personalities love turning their ideas into plans and this is one of their most important traits as far as typical ENTJ careers are concerned. They focus on the future and possess the level of self-confidence rarely seen among other personality types. These traits make ENTJs excellent executives, entrepreneurs and corporate strategists – they will have enough drive and determination to push a certain idea forward even if there are many obstacles in their path. There is no surprise that the aforementioned careers are seen as ideal by many ENTJs.

Secondly, people with this personality type tend to have excellent leadership skills and inborn love for knowledge. They loathe incompetence, laziness and inefficiency. This makes ENTJs very strict and demanding, but also extremely effective and objective managers. There are many careers where such traits are crucial and held in high esteem – for instance, ENTJs tend to be good lawyers, judges, business administrators or university professors. There are other potential career paths where ENTJs tend to excel, but these examples are quite relevant and telling.



Finally, ENTJs are excellent communicators (especially verbally), enjoy structure and order, but strongly dislike routine tasks. Once again, this means that ENTJs are more suited to be visionaries and leaders rather than day-to-day administrators. Typical ENTJ careers always involve at least some degree of leadership. It is quite unlikely that an ENTJ will remain happy as a low-level employee for long – they truly enjoy being in a managing position and some of their traits only come to light if they have enough power to utilise them.

ENTJ personality in the workplace

People with the ENTJ personality type are known for excellent leadership traits – this makes them ideal managers, but they can also be reasonable and efficient subordinates, or amazing colleagues. ENTJs' communication skills, confidence and rational mind are usually valued and respected in the workplace – however, every stick has two ends and the ENTJ personality type is not an exception.

ENTJ colleagues

- Sociable, willing to exchange ideas
- Dominant and strong-willed
- Find it easy to inspire and tutor other people
- May be arrogant and condescending if they believe that their colleagues are not competent enough
- Only accept rational arguments and may be insensitive
- Very good at brainstorming and critiquing ideas

ENTJ Managers

- Persuasive communicators
- Confident and charismatic
- Excellent strategists
- Do not tolerate laziness or substandard work
- Find it very easy to lead and motivate other people
- Able to easily recognize their subordinates' talents
- Loathe inefficiency

ENTJ subordinates

- High achievers, willing to work very hard if the role is interesting

- Enjoy being challenged and proving that nothing is impossible
- Accept criticism, as long as it is backed up with rational arguments
- Open-minded, enjoy learning new things
- Set very high standards for themselves
- Very good at prioritizing
- May be a bit absent-minded sometimes



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