

MYERS-BRIGGS TYPE INDICATOR GENERAL PROFILE

ENTJ

Personality

If one word were used to capture ENTJ's style, it would be commandant. The basic driving force and need of ENTJ's is to lead, and from an early age they can be observed taking over groups. This type is found in approximately 5 percent of the total population. ENTJ's have a strong urge to give structure wherever they are – to harness people to distinct goals. Their empirical, objective, and extraverted thinking maybe highly developed; if this is the case, they use classification, generalization, summarization, adduction of evidence, and demonstration with ease. They resemble ESTJ's in their tendency to establish plans for a task, enterprise, or organization, but ENTJ's search more for policy and goals than for regulations and procedures. An ENTJ's introverted thinking (analysis and conservation) may be less well developed than the extraverted thinking processes, and the ENTJ leader may turn to an ENTP or INTP to provide his kind of input. ENTJ's are similar to INTJ's except that the former places greater trust in empirical thought than in intuition; it is the ENTJ's own intuitive sense of coherence, however, that augments and supports their empirical thinking.

Career

Although ENTJ's are tolerant of established procedures, they can abandon any procedure when it can be shown to be indifferent to the goal it seemingly serves. Inefficiency is especially rejected by the ENTJ's, and repetition of error causes them to become impatient. For the ENTJ, there must always be a reason for doing anything, and people's feelings usually are not sufficient reason. When in charge of an organization, ENTJ's more than any other type desire (and generally have the ability) to visualize where the organization is going and seem able to communicate that vision to others. They are the natural organization builders, and they cannot not lead. They find themselves in command and sometimes are mystified as to how this happened. As administrators, ENTJ's organize their units into a smooth functioning system, planning in advance, keeping both short-term and long-range objectives well in mind. They seek and can see efficiency and effectiveness in personnel. They prefer decisions to be based on impersonal data, want to work from well thought-out plans, and like to use engineered operations – and they prefer that others follow suit. ENTJ's will support the policy of the organization and will expect others to do so.

ENTJ's will usually rise to positions of responsibility and enjoy being executives. They are tireless in their devotion to their jobs and can easily block out other areas of life for the sake of work. They will be able to reduce inefficiency, ineffectiveness, and aimless confusion, being willing to dismiss employees who perpetuate such behaviors. ENTJ's tend to work in organizational structures of some sort, tend to be in charge administratively, and rise to top levels of responsibility, whether in the military, business, education, or government.

Home

ENTJ's take charge of the home. When an ENTJ is present, there will be little doubt as to who is in command. Because their work is so important to them, however, they can become increasingly absent, especially if male. Male or female, ENTJ's expect a great deal of their mates, who need to possess a strong personality of their own, a healthy self-esteem. A career wife, however, may not be appealing to an ENTJ male, who is apt to view his home and family as a part of his professional background, a resource, and adjunct to his own career development.

As a parent, an ENTJ will be thoroughly in charge, and the children will know what is expected of them and will be expected to obey. When this does not occur, an ENTJ parent is not apt to make a scene; rather, there is more likely to be a low-key, firm issuance of reprimand and a taking-for-granted of immediate obedience. While both mating and parenting are roles of importance to the ENTJ's, they are

to some degree preempted by the ENTJ's strong career interest. The romantic dream and the quest for the ideal mate is usually not a characteristic of this type. ENTJ's generally do, however, expect a home to be attractive, well-ordered, with meals served punctually and maintenance accomplished on schedule – all these in the service of the larger goal of creating a family system where children can be reared to be productive and healthy and establishing a devoted, harmonious relationship between man and woman. An ENTJ male might expect his mate to be active in civic and community affairs, to be socially sophisticated, and as well education has he. The ENTJ female may find it difficult to select a mate who is not overwhelmed by her strong personality and will.

Midlife

At midlife the ENTJ's tendency to be somewhat unaware of the feelings of others, including those close, may be an area that could be given attention. But perhaps the most important midlife task of the ENTJ is to begin to allocate time and energy to pursuits which are not work-connected and to begin to develop a larger repertoire of play skills. Putting off vacations, travel, hobbies, and family should be avoided.

MYERS-BRIGGS TYPE INDICATOR MATING PROFILE

ENTJ

Mates

The ENTJ is a natural “fieldmarshal,” that is, he’s itching to get his hands on several “armies” so that he can marshal his forces and conduct the “war” as it should be conducted. If our ENTJ is in charge of any kind of enterprise, however small, his temperament dictates that he run it as he would his armies – with an eye to long-term strategies and their derivative tactics, logistics, and consequences. In startling contrast to this, the fieldmarshal is enamored by the “flower child,” the bucolic artist ISFP, tranquilly ensconced next to Walden Pond! Perhaps the ENTJ wishes a spouse who will share with him or her the quiet of the forest and field far from the madding crowd, thus separating home from work by a great, insulating distance.

The ENTJ is attracted also to his opposite in the Apollonian camp: the monastic and questing INFP. What in the saintly or knightly (St. Joan of Arc, Sir Galahad) INFP calls the ENTJ fieldmarshal? First not the outward similarity of the INFP and the ISFP. Perhaps it is this, the underlying missionary outlook of the INFP. In a sense, both INFP and ISFP have great missionary zeal, the former enlisting the spouse in the quest, the latter in the tranquil respite of nature.

Courting

The mate of Promethean NT may well believe that the NT is quite oblivious to his welfare, and may see him as unaware of daily events which make up the stream of homely family life. The mate of an NT may long for more frequently verbalized expressions of affection and concern on the part of the NT. The NT, on the other hand, would probably be amazed that his or her way of relating and loving is experienced by the mate as being aloof and uncaring.

NT’s do seem rather cold and unemotional to other temperaments. They tend to control and hide their emotions behind an immobile facial stance, with only the eyes transmitting depth of reaction. A public display of emotion or affection is particularly repugnant to an NT.

Because of the NT’s distaste for stating the obvious or being redundant, the NT is apt to verbalize expressions of affection rather infrequently. To other types this seems cold and miserly, and they often are hurt by the withholding. To the NT, stating what is already established is raising doubt where there is none. The commitment has been made; the position has been taken. And this commitment stands until notified. Therefore, clearly, it is unnecessary and inappropriate to restate the established and obvious.

In establishing sexual relationships NT’s are not likely to give in to impulses, getting involved on a spur-of-the-moment basis. Rather they are likely to think through relationships carefully, giving prolonged consideration to projections. Once the matter is thought through, the NT is ready to proceed with investing in the relationship. If it does not work out, the NT is likely to shrug his or her shoulders and turn away, perhaps with only mild regrets. Once an NT has made a decision; however, a change of heart is not likely to occur on his or her part, provided, of course, that a response has been forthcoming from the recipient. And, in all likelihood, the NT will develop the relationship as he or she has conceived it. If the situation calls for a long-term commitment, this fact is not likely verbalized, since for the NT, this intent is obvious. But if the relationship is to be a short-term commitment, a short-term investment is made. A peculiar dynamic is here likely to occur: When the NT’s intent is a long-term commitment, this fact is not likely verbalized, since for the NT, this intent is obvious. But if the relationship is to be short-term, this fact is likely to be verbalized, just in case it is not obvious. NTs are likely to honor a personal commitment once made, even though the relationship was not consummated as satisfactorily as anticipated. Nor is the NT likely to verbalize any disappointment or dissatisfaction if such is the case.

The NT mate is not apt to hold mates responsible for discord; usually the burden of doing whatever needs to be done will be seen by NTs as their own responsibility. The NTs, as a group, do not thrive on

conflict at a personal level. They do enjoy intellectual dispute, but quarreling on an emotional level is something NTs find destructive; generally an NT will walk away from this kind of interaction.

Sex

NTs often have a curious amorality related to the generally accepted standards of sexual behaviors. The rules of society have little pressure for NTs, but their own idiosyncratic standards of conduct do. These usually have been carefully considered, and are followed with or without society's approval. The sexual ethics of an NT are generally his own; they may or may not conform to the general morals of sexual behavior current in any given time.

Establishing a sexual or social relationship with an NT, especially introverted NTs, usually requires more investment of time and energy than with other types. This is especially in contrast with SPs, who are more ready to establish relationships. Often, types who are not NTs are unwilling to invest the time and energy required to relate to an NT. Even the extraverted NTs, although apparently easy to get to know, are actually fairly difficult to understand, for the personality structure of an NT is characteristically complex and, at times, even convoluted. Friends and mates of NTs repeatedly express surprise at a facet of character they find in the NT, one that had not been apparent previously.

Female NTs, in particular, are apt to have their sexuality overlaid with intellectualism. Their preference for the logical can obscure expressions of their feelings, which may or may not be well developed. If not, the NT female may have difficulty with orgasmic responses unless her partner takes the time, makes the effort, and understands the necessity of making a sexual approach through mutual exploration of intellectual concepts. It is unlikely that an NT female will be sexually stimulated by a partner who is not her intellectual equal. Male NTs have a somewhat different expectation concerning intellectual equality. The preference here is for equality at most and some – but not too much – inferiority at best. Obviously, this places the intellectually gifted female in a position of limited appropriate NT choices.

In any event, both female and male NTs can bring to a sexual relationship a willingness to explore possibilities of erotic arousal. If they have so marked it out as one of their areas of competency, NTs can be quite expert in sexual intercourse, and to understand well the necessity for this relationship to be based on a wide variety of common interest outside the bedroom. Unlike the NF, who might consider it unromantic to study carefully scientific treatises on sexuality (e.g., Masters and Johnson, 1966), NTs would be likely to do so, finding it relatively easy to translate these objective findings into creative sexual, sensual behavior.

Interpersonal

Outside the bedroom, NTs seem to have more difficulty than other types in engaging in play. They are, on the whole, apt to be rather serious, finding it amusing to dialogue at what they might call “seventh plane of irreality,” a pastime which other types are apt to find rather dull. For the NT, the amusing and humorous is usually subtle and more often than not, based on a play on words. They especially enjoy humor, which contains an unexpected double meaning, but – unlike the SPs and, at times, the SJs – they do not enjoy ribald sexual stories or practical joke and find the recounting of both somewhat offensive, especially in mixed company.

A few deep relationships are the usual pattern of an NT's emotional history; promiscuity is typically regarded with distaste. The experience of partner swapping is apt to repel an NT, who would, in all probability, find this experience psychologically scarring. The NT mate is not likely to discuss past personal involvements with a mate or with others and almost never discusses a mate with friends.

Sensuality begins for an NT in the imagination, as it does for a NF; both types are capable of nuances of appreciation of the erotic which those with S preferences might find irrelevant or even unfathomable. As a sexual partner, an NT can be highly creative, imaginative, and exciting. The degree of satisfaction for an NT in a relationship will be correlated with the depth of the relationship. Still, mere sexual release is sometimes seen as necessary, particularly if sexual tensions are getting in the way of important work. In that event, the tension is cared for with dispatch and as conveniently as possible.

Social

NTs tend to be relatively uninterested in acquiring wealth and as mates, therefore, tend to be satisfied with modest comfort. Possessions as an end in itself seems not to motivate NTs; rather, enjoyment in the beauty of an object, pleasures of design and building, pleasure in elegant functioning in possessions all motivate an NT. A vintage car, a classic airplane, an elegant art object, owned or not, give pleasure to an NT. This characteristic NT trait – enjoying without needing to possess – often causes mates who do not share this detachment some impatience. The NT's usual disinterest in acquiring material wealth beyond that necessary for reasonable security and comfort can also provide some dissonance in the mating relationship. Although an NT periodically is inspired to acquire wealth, this urge seldom lasts long enough to acquire that fortune. The NT's attention quickly turns once again to the theoretical, and the momentary interest in becoming wealthy dissipates – only to return from time to time with the same result.

NTs seldom, however, lose interest in owning books and knowledge; these hold their interest year after year, and an NT's home is likely to be well-lined with books. In fact, the non-NT mate of an NT often perceives the NT as directing exclusive attention to the world of theory and techniques, at the expense of giving sufficient attention to the mate. Although NT's may seem oblivious to the home life going about them, they usually show interest when these events are brought to attention. NTs are somewhat vague about social times, especially the date, or season it is. This can lead to difficulty in the mating relationship when the mate is a type to whom anniversaries, birthdays, and the like are important.

Domestic

Both NTs and introverted NFs tend to develop intimate relationships rather slowly; intellectual development seems to proceed at a faster rate than does social development. For both NTs and NFs, communications sent through the physical relationship are apt to become more and more complex over time, with their approaches to the sexual encounter threaded with subtleties and symbolism. The sexual act is usually given meaning beyond mere release from sexual tension. Sexual contact for the introverted NT may be less frequent than for the extroverted NT. Routines of daily living, such as working – especially if these daily routines are fraught with conflict – can be quite repressive to the emotional and sexual readiness of the NT, especially the introverted NT (as well as the introverted NF). NTs may engage in the sex act as a profound expression of love, or, at the opposite extreme, as an act of self-humiliation and self-denigration, resulting in disgust for self.

NTs usually take family responsibilities seriously, particularly their own responsibility to members of their family, including their parents. They are, however, often perceived by member of the family as having more psychological distance between themselves and others than do other types. The NT tends not to “own” the behaviors (or body) of his mate as might other types. The errors of others, whether family members or not, are not the NT's errors, and are handled objectively. The NT's own errors are those which are inexcusable, and unforgivable. Parenting is usually a pleasure, therefore, for an NT, who seems to watch the growth of children (and a mate!) with joy but as somewhat of a bystander.