

## **ENTJ 'HEAD CHIEF' \*'SUNFLOWER'**

\*(excerpted from *Blending Temperaments* book)

**AS AN ENTJ**, you have a basic need to lead; a driving force. Five percent of the world are ENTJs; best known for their structured vision. Without new challenges, they wither on the vine. They often finish spontaneous Intuitives' ideas and thus receive the credit.

Because their vision of possibilities never ceases, ENTJs can become slave drivers of themselves and others. Always in charge, no matter where they are, ENTJs exude positive authority, reveling in directing subordinates, family or even a spouse, to complete the job or program at hand. ENTJs have to lead. Success to them is bound up in responsible reputation and respect rather than possessions.

Like other systematic thinkers, ENTJs find inefficiency and error in themselves and others intolerable. However, for awareness of people's feelings and appreciation needs, ENTJs benefit from constant reminders from Feeling-decision friends.

As administrators, ENTJs organize their units into a smooth functioning system, planning in advance, and keeping both short-term and long-range objectives well in mind. They seek and can see efficiency and effectiveness in personnel. They prefer decisions 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.

ENTJs will support the policy of the organization and will expect others to do so as well. ENTJs may come on strong to quieter types and may intimidate others. Your type is very needed in this world... people need to be directed. Caution not to come across as hardnosed and uncaring, leaving the impression that people are 'things' is advisable. Reminding yourself that others are entitled to an opinion and individuality will ease many situations.

## **THE INDIVIDUAL LETTERS MEAN...**

**E •EXTRAVERSION**—indicates that you need a little bit of privacy and lots of people relationship; that you have no problem verbalizing your thoughts that you think while you listen to what you say. Extemporaneous style of speaking comes naturally for you. The potential for optimism and self confidence emanates from extraversion rather than being self acquired.

**N •INTUITION**—means that you share the preference for ideas and design to facts and figures with only one-fourth of the world. Your goal is to have a goal...or four; everything you do must have meaning. You love theories; dislike mundane routine or repetitive action. Improvement is a necessity. Reputation is very important. Intuitives never get enough learning, therefore, some may regard you as a "know it all" because you embrace and discuss new ideas. Solutions and ideas swirl in your mind constantly, perhaps five or six deep, and you are easily bored with chit chat.

**T •THINKING**—indicates that you make decisions based on systematic logic more quickly than on feeling or emotions. Your decisions stick. Others may accuse you of being cold hearted and uncaring, perhaps selfish, because you make impersonal cause and effect decisions.

**J •(Judging) STRUCTURED**—indicates that your favorite process is the Thinking decision making – the one you use on the world. However, in privacy, you revel in time to read, write, listen to music, etc... The structured (J) preference reveals that you prefer an organized, planned lifestyle where your greatest delight is finishing projects. College level teaching might attract you. Your motto is "Work, it must be done." You rely heavily on the clock, but you do schedule time for play.

ENTJs exude confidence and intelligence. People feel safe and secure in your presence and under your direction. Enjoy your inborn trait... a wonderful gift.

## TIPS ON TEMPERAMENT MANAGEMENT

### ENTJ "HEADCHIEF" \* ' SUNFLOWER'

Temperament does NOT label or limit a person, but rather frees one to be who they were designed to be. Discovering temperament completely changes some peoples' view of themselves and others, improving their self esteem and giving them a new lease on life. Others who have not struggled with low self worth, having never been put in a box, just appreciate knowing the legitimate differences in people, and make few immediate adjustments.

Temperament does not determine attitudes. Two people sharing the same temperament preferences may exhibit very different dispositions. Temperament can be compared to musical chords in various keys... distinctive in their own right, but enhanced when blended with tones from other keys. The more skilled the musician, the more beautiful the melody.

Occasionally people will use temperament preferences to excuse inappropriate or tactless behavior such as:

- "Don't fault me for giving you the silent treatment; I'm an Introvert."
- "I'm late, but it's OK; I'm Spontaneous".
- "You know how Extraverts are; we can't help but ask personal questions."
- "I have every right to do this job differently each time because I'm an Intuitive."
- "I've always done it this way and that's the way Sensing people are."

Temperament is a wonderful tool, but is not to be used as a hammer to beat someone over the head. Some people dislike being analyzed, categorized or discussed. Respect their privacy.

You are more than just an ENTJ. You are like a house with many rooms, acting and responding a little differently depending on which room you're in, with whom and under what circumstances.

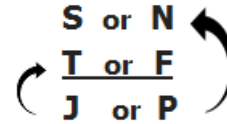
Every normal person is a blend of reserved/cautious Introversion; outgoing/confident Extraversion; fact & figures/hands-on Sensing; ideas & possibility iNtuitive; organized/closure Structure (J); open ended/crises sPontaneous (P). Temperament merely identifies our most natural or favorite way of acting or responding to people and situations

Everyone Extraverts their last letter: 'J' or 'P'. 'J' reflects the decision making preference—Thinking or Feeling; 'P' reflects information gathering preference—Sensing or iNtuition.

Introverts' last letter happens to be their second favorite preference, but because it is used on the world, it becomes their best developed function.

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 Extracted from *Self-Esteem—Gift From God*, (Smyth & Helwys).  
 Other related titles: *Coaching Kids—Practical Tips for Effective Communication* by Jim and Ruth Ward (Smyth & Helwys);

This final column explains the order which individuals access their four preferences. Although the information is beneficial, not everyone desires to digest it fully. Hopefully, a quick reading will reveal understanding for behavior. Don't miss the last paragraph's thumb-nail for your temperament.



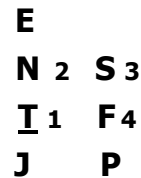
Introverts prefer to reserve use of their first and favorite preference for private use. Since Introverts are forced to use their second preference through Extraversion, they develop both the first and second functions.

Extraverts' last letter is their first and favorite preference which they easily Extravert on the world. However, since Extraverts prefer to use their favorite preference on the world, they often neglect developing their second preference.

Opposite our first preference is our fourth (least) preference.

Opposite our second preference is our third preference..

Purposely using less preferred preferences encourages healthy balance and enables better handling of different situations more wisely—produces a clearer and more beautiful melody. We can get "visas" anytime to enter the camps of our less preferred functions. Even though we will feel strange or awkward as we consult the third and fourth functions—our shadow side camps—we'll benefit from the practice and use of those helpers.



#### THUMB-NAIL:

As an ENTJ, you Extravert your first preference (Thinking decision making) which causes the world to see you as a head-chief whether you've been assigned or not. Seeing how things need to be organized, improved and finished come naturally for you as you use your second preference (iNtuition) to supply you with ideas and possibilities. Consulting your 3rd preference (Sensing) will keep you from jumping to conclusions or going too fast for those who attempt to follow your logic. Learning to use your 4th (Feeling) will be your most difficult assignment but will enable you to consider and even use others' ideas and opinions.

\*In God's flower-garden, an ENTJ is a sunflower—Strong, bright and colorful, providing strong borders; seeds have many uses; *Positive Head Chief*

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