



**QAMAR CONSULTING**  
Discovering Potential & Optimizing Performance



**CAREER PLANNING KIT**

**ENTJ**

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## ***CHAPTER 01***

# ***Know Yourself & Understand Others***

# About Human Preferences

**EXTRAVERSION**

**INTROVERSION**

Where do you get your Energy from?

۱۔ آپ کو توانائی کہاں سے حاصل ہوتی ہے؟

**SENSING**

**INTUITION**

How do you prefer to take in information?

۲۔ آپ سیکھنے کے لئے کس طریقے کو ترجیح دیتے ہیں؟

**THINKING**

**FEELING**

What process do you use to make decision?

۳۔ آپ کس طریقے سے فیصلہ کرنے کو ترجیح دیتے ہیں؟

**JUDGING**

**PERCEIVING**

How do you interact with the outer world around you?

۴۔ آپ باہر کی دنیا کو کیسے اثر انداز کرتے ہیں؟

**LEFT**

**Right**

# Understanding Preferences Through Pictures

## EXTRAVERSION (E)

Characteristics:

- Active
- Outward
- Sociable
- Open in communication
- Expressive in nature

صفات:

- ☆ گھٹنے ملنے والے
- ☆ کام کاج میں تیزی دکھانے والے
- ☆ نئے لوگوں کو دوست بنانے والے
- ☆ بات چیت میں مہارت رکھنے والے
- ☆ کھل کر اظہار کرنے والے

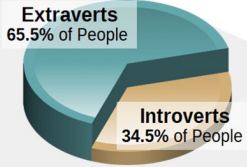
## INTROVERSION (I)

Characteristics:

- Reflective
- Inward
- Reserved
- Private in communication
- Quiet in nature

صفات:

- ☆ غور و فکر کرنے والے
- ☆ لکھ کر اظہار رائے کرنے والے
- ☆ سوچ کر بولنے والے
- ☆ خاموش رہنے والے
- ☆ تنہائی پسند



Check your response which preference you prefer the most?

## SENSING (S)

Characteristics:

- Pay attention to facts and details
- Present focused
- Practical
- Conserve
- Repetitive

صفات:

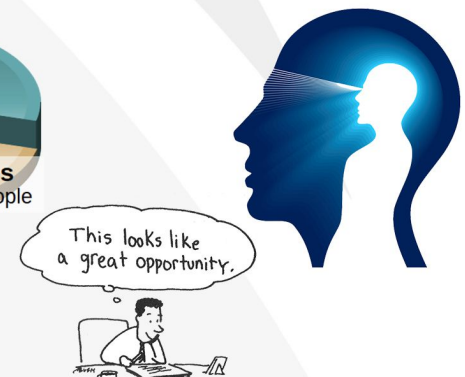
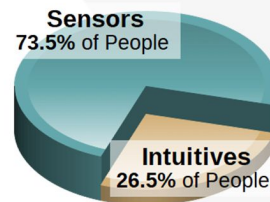
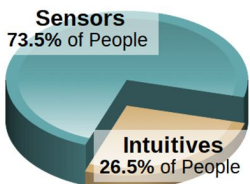
- ☆ اعداد اور تفصیل پر توجہ دینے والے
- ☆ حقیقت پسند
- ☆ حقائق اور اسکی تفصیل پر توجہ دینے والے
- ☆ ایک کام کو ایک طریقے سے بار بار کرنے والے
- ☆ عمل کرنے والے

Characteristics:

- Pay attention to patterns
- Future focused
- Imaginative
- Change oriented
- Variety focused

صفات:

- ☆ آنے والے وقت پر نظر رکھنے والے
- ☆ تبدیلی پسند کرنے والے
- ☆ خیالی سوچ رکھنے والے
- ☆ چٹھی حس پر اعتماد کر کے فیصلہ کرنے والے
- ☆ ممکنات کو سوچنے والے



Check your response which preference you prefer the most?

## THINKING (T)

Characteristics:

Decides with head

Use logic

Analyze and critique

Impersonal

Concerned with truth and justice

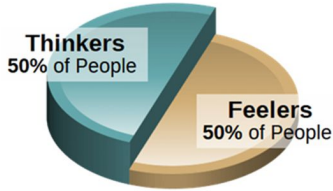
صفات:

☆ انصاف پسند کرنے والے

☆ حق اور سچ پر فیصلہ کرنے والے

☆ تنقید کرنے والے

☆ دل کے بجائے دماغ سے فیصلہ کرنے والے



## FEELING (F)

Characteristics:

Decides with heart

Use personal convictions

Empathize and appreciate personal

concerned with values,

relationships and harmony

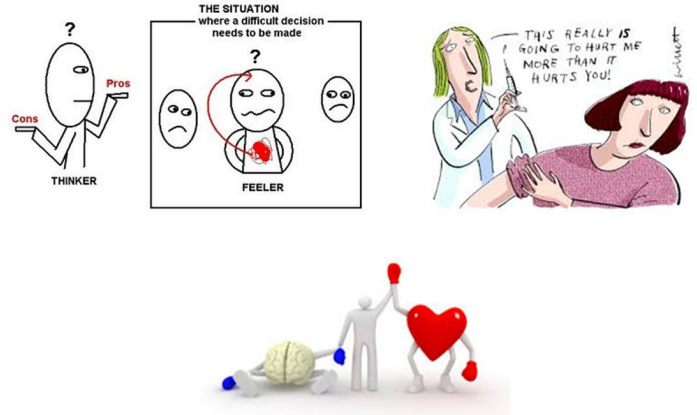
صفات:

☆ احساسات اور اتحاد کو ترجیح دینے والے

☆ دل سے فیصلہ کرنے والے

☆ رحمدلی کی کوشش کرنے والے

☆ ذہنی طور پر خود کو دوسروں کی جگہ رکھ کر سوچنے والے



Check your response which preference you prefer the most?

## JUDGING (J)

Characteristics:

Organized

Control

Decisive

Deliberate

Plan

صفات:

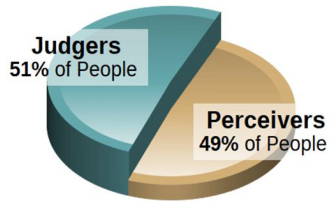
☆ وقت پر کام ختم کرنے والے

☆ وقت کی پابندی کرنے والے

☆ جلدی نتیجے پر پہنچنے والے

☆ چیزوں کو ترتیب سے رکھنے والے

☆ ہر کام کو منصوبہ بندی سے انجام دینے والے



## PERCEIVING (P)

Characteristics:

Flexible

Experience

Curious

Spontaneous

Wait

صفات:

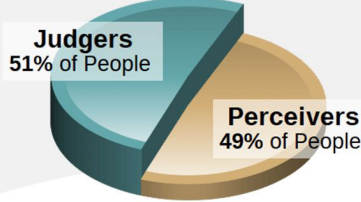
☆ نئے نئے تجربے کرنے والے

☆ آخری وقت پر کام شروع کرنے والے

☆ کام کرنے کے نئے انداز تلاش کرنے والے

☆ کام کو منصوبہ بندی کے بجائے اپنے طریقے سے کرنے والے

☆ کام کا پریشانی لینے والے



Check your response which preference you prefer the most?

# Brief Overview Of 16 Personality Types

## ISTJ



### DUTIFUL

FACTUAL  
 LOGICAL  
 ORGANIZED  
 REALISTIC  
 RESERVED

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## ISFJ



### PROTECTOR

LOYAL  
 PATIENT  
 PRACTICAL  
 QUIET  
 TRADITIONAL

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## INFJ



### GUIDE

CONCEPTUAL  
 CREATIVE  
 DEEP  
 IDEALISTIC  
 SENSITIVE

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## INTJ



### MASTERMIND

ANALYTICAL  
 INDEPENDENT  
 ORIGINAL  
 PRIVATE  
 THEORETICAL

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## ISTP



### CRAFTSMAN

ADVENTUROUS  
 PRACTICAL  
 REALISTIC  
 SPONTANEOUS  
 INDEPENDENT

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## ISFP



### ARTIST

CARING  
 LOYAL  
 SENSITIVE  
 UNDERSTANDABLE  
 TRUSTFUL

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## INFP



### HEALER

DEEP  
 EMPATHETIC  
 IDEALISTIC  
 IMAGINATIVE  
 LOYAL

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## INTP



### CONCEPTUALIZER

INDEPENDENT  
 LOGICAL  
 ORIGINAL  
 SELF-DETERMINED  
 THEORETICAL

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## ESTP



### ACTIVIST

EASYGOING  
 ENERGETIC  
 OUTGOING  
 QUICK  
 VERSATILE

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# Brief Overview Of 16 Personality Types

## ESFP



- CASUAL
- COOPERATIVE
- FRIENDLY
- SOCIABLE
- TALKATIVE

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## ENFP



- CREATIVE
- ENERGETIC
- FRIENDLY
- INDEPENDENT
- RESTLESS

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## ENTP



- CHALLENGING
- CLEVER
- ORIGINAL
- RESOURCEFUL
- PRIVATE

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## ESTJ



- LOGICAL
- OBJECTIVE
- ORGANIZED
- RESPONSIBLE
- TASK-FOCUSED

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## ESFJ



- COOPERATIVE
- LOYAL
- PERSONABLE
- TACTFUL
- SOCIABLE

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## ENFJ



- ENERGETIC
- IDEALISTIC
- LOYAL
- ORGANIZED
- RESPONSIBLE

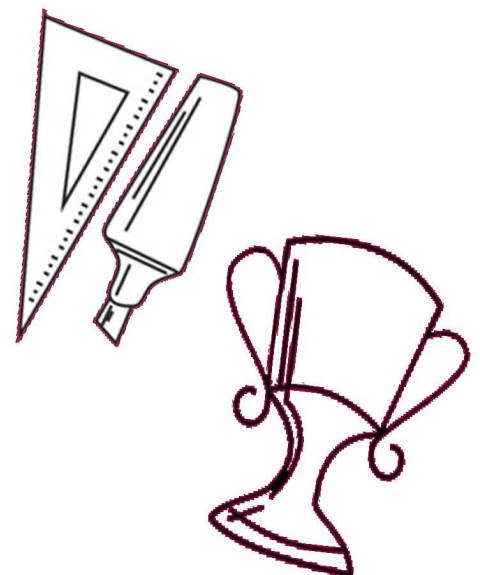
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## ENTJ



- CHALLENGING
- DECISIVE
- PLANFUL
- STRATEGIC
- LOGICAL

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## ***CHAPTER 02***

### ***Mapping Your Career Journey***

**ENTJ (Commander)**

# ENTJ Born Talents



Challenging مشکل پسند

Objective قانونی

Controlled قابو میں

Opinionated ضدی

Decisive فیصلہ کن

Planful منصوبہ بندی سے بھرپور

Energetic جوشیلہ

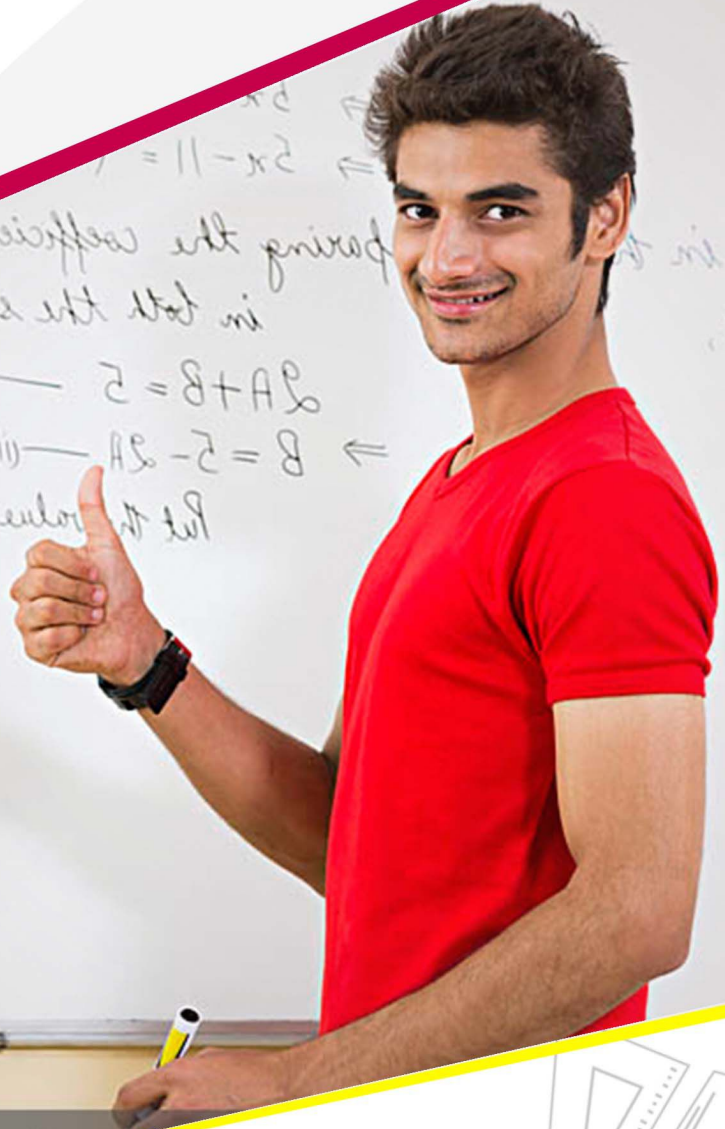
Strightforward بے باک

Logical منطقی

Strategic حکمت عملی

Methodical ترتیب وار

Tough-minded مضبوط دماغ



$$2A + B = 2$$

$$A - 2B = 8$$

$$(i) \quad 2 = 8 + 2A$$

$$(ii) \quad A - 2B = 8$$



# COMMANDER (ENTJ)

Analyze & solve complex problems; quickly create & implement a workable plan

Like to get things moving, initiate action; task completion is the ultimate goal

Critique, evaluate, & improve structures & systems; make systems more efficient

Enjoy complexity & are stimulated by analyzing ideas & possibilities



## *What I need in a Career for it to be Satisfying*

- The opportunity to be a leader while interacting with a variety of people, on a variety of projects throughout the day.
- A competitive and challenging environment where advancements are available and promotions given on the basis of demonstrated merit and competence.
- Work that lets me solve complex problems in creative yet logical ways, working with other people I respect.
- The opportunity to do long range planning and develop strategies that will perfect of improve the efficiency of system.
- An environment where I am respected for my contributions of ideas and actions and, where I am evaluated and compensated in a fair and consistent manner.

## *As an ENTJ i am Good at....*

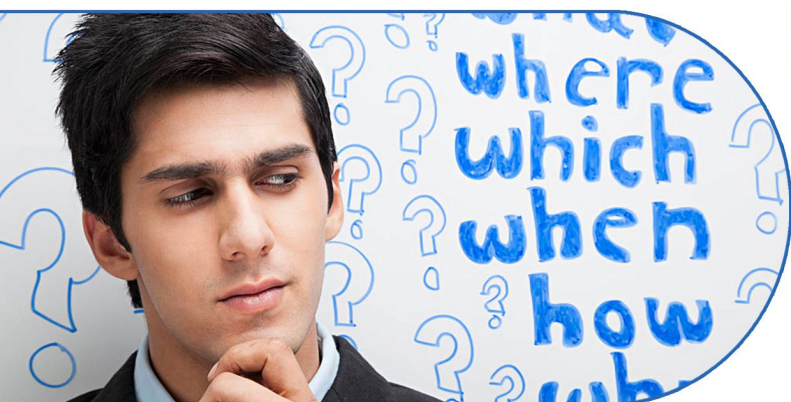
- Working towards a goal and marshaling available resources.
- Grappling with complex problems and seeing possible solutions.
- Making tough and logical decisions.
- Being productive and organized in my work.
- Looking beyond what is already known.
- Long range planning, considering many unrelated variables.

## *Work Related Strengths*

- Ability to see possibilities and implications.
- Aptitude for creative problem solving; ability to examine issues objectively.
- Understanding of complex issues.
- Drive and ambition to succeed.
- Confidence and natural leadership ability.
- Strong motivation to be competent and to excel.
- High standards and strong work ethic.
- Ability to create systems and models to achieve your objectives.
- Courage to take bold steps and the drive to reach goals.
- Logical and analytical decision making skills.
- Decisiveness and strong organizational skills.
- Comfort with technology; quick learners.

## *Work Related Blind Areas*

- Impatience with others who are not as quick as you are.
- Brusqueness and lack of tact and diplomacy.
- Tendency toward hasty decision making.
- Lack of interest in mundane details.
- Tendency to want to improve something that doesn't need improving.
- Tendency to intimidate or overpower others.
- Tendency to not take the time to adequately appreciate and praise employees, colleagues, and others.
- Reluctance to reexamine issues already decided.
- Propensity to overemphasize work life to the detriment of home life.



# ENTJ Career Trends and Potential Strengths

## Career Trends

The major occupational trend for ENTJs is their attraction to positions where they can be in charge as executives, managers, supervisors, officers or directors. It is very important for ENTJs to be in positions where they can run things, almost regardless of the other tasks involved. The other two groups of occupations that appeal to ENTJs are in the science & in medicine.

## Potential Strengths

- Can get things organized
- Problem solving at system level
- Decisive
- Analytical thinking
- Long-range vision

## کیرئیر ٹرینڈ :

وہ اہم پیشے جو ENTJs کو پسند آتے ہیں اس میں Supervisor، افسر یا Director بن کر چارج لینا ہے۔ ENTJ کے لئے بہت ضروری ہے کہ ان کے پاس ایسے اختیار ہوں جس میں وہ چیزوں کو لے کر چل سکیں۔ دوسرے کچھ پیشوں میں جو ENTJs کو پسند آتے ہیں اس میں Science اور Medicine کے شعبے شامل ہیں۔



# Popular Occupations of ENTJ

People with ENTJ preference are often attracted to and may find satisfaction in careers and occupations in the following areas:

## BUSINESS

- Executive
- Administrator
- Technical writer
- Information services
- Advertising account manager
- Marketing executive
- International sales & marketing
- College & University admin
- Managing editor
- Theater producer
- Police & detective supervisor
- Association manager & advisor
- Program director
- Project manager
- Retail manager
- Real estate develop
- Restaurant & food service manager
- Strategic planner

## FINANCE

- Mortgage broker
- Economist
- Treasurer, controller & CFO
- Venture capitalist

## CONSULTING/TRAINING

- Marketing consultant
- Management trainer
- Program designer
- Telecommunications security
- Corporate team trainer
- Legislative assistant
- Political consultant
- Educational consultant

## PROFESSIONAL

- Attorney (corporate finance)
- Attorney (estate planning)
- Attorney (intellectual property)
- Microbiologist
- College administrator
- High school principal
- Athletic director
- Military officer
- Pathologist
- Architect
- Pilot
- Political scientist
- School principal
- Neurologist

## TECHNOLOGY

- Engagement manager
- Systems administrator
- Local area network administrator
- Project manager
- Software and systems developer



## *Less Popular Occupations of ENTJ*

People with ENTJ preference are less often attracted to careers and occupations that require ongoing attention to spiritual, emotional, or personal needs of others or that require high level of pragmatic nurturance, including for example religious professions, nursing health-care support, or teaching young people. They are also found much less often in careers in the protective services and careers that require a fair amount of routine hands-on detail-oriented work, such as in building and grounds work and office and administrative support.





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**No one  
is *You*  
and that  
is your  
*Power***

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Best of Luck

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