



ENTJ CAREER GUIDANCE KIT

 **QAMAR CONSULTING**
Discovering Potential & Optimizing Performance

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TABLE OF CONTENTS

Chapter 01

Know Yourself & Understand Others	02
About Human Preferences	03
Understanding Preferences Through Pictures	04-05
Brief Overview of 16 Personality Types	06-07

Chapter 02

Mapping Your Career Journey	
ISTJ Born Talents	08
What Excites ISTJ the Most	09
ISTJ Career Trend & Potential Strength	10
Popular Occupation / Fields for ISTJ	11
Less Popular Occupation for ISTJ	12
Founder Profile	13



CHAPTER 01

Know Yourself & Understand Others

About Human Preferences

EXTRAVERSION



INTROVERSION

Where do you get your energy from?

SENSING



INTUITION

What kind of information do you prefer to use?

THINKING



FEELING

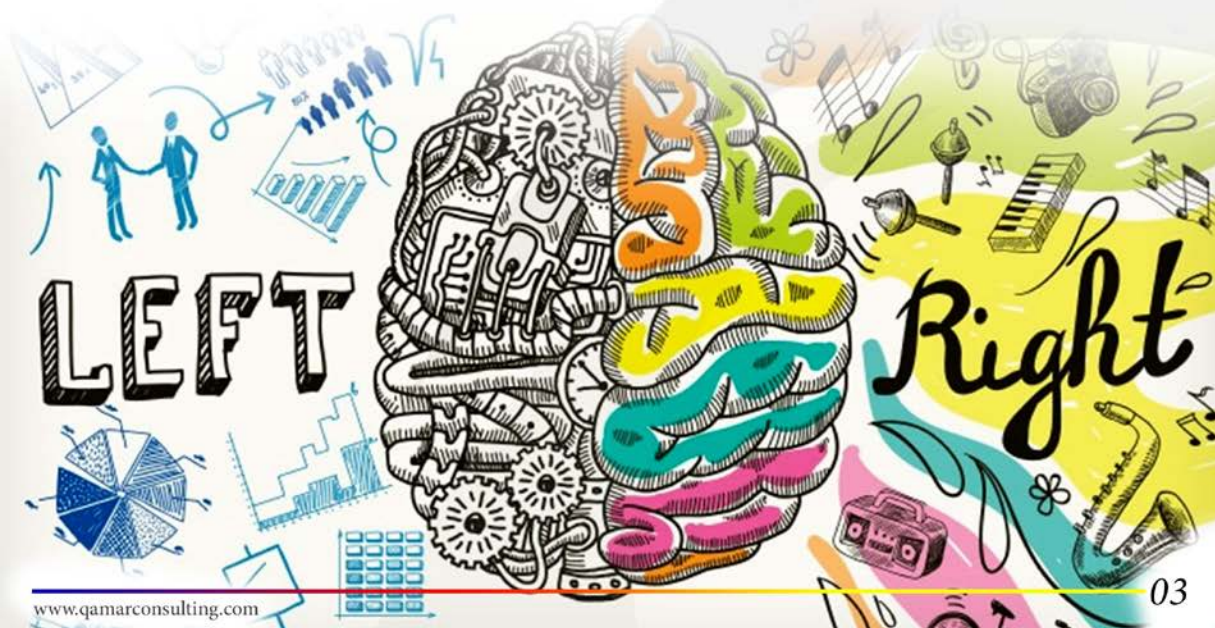
What process do you use to make decisions?

JUDGING



PERCEIVING

How do you deal with the world around you?



Understanding Preferences Through Pictures

EXTRAVERSION (E)

Keywords:
 Active
 Outward
 Sociable
 Open in communication
 Expressive in nature

INTROVERSION (I)

Keywords:
 Reflective
 Inward
 Reserved
 Private in communication
 Quiet in nature

Check your response which preference you prefer the most?

SENSING (S)

Keywords:
 Pay attention to facts and details
 Present focused
 Practical
 Conserve
 Repetition

INTUITION (N)

Keywords:
 Pay attention to patterns
 Future focused
 Imaginative
 Change
 variety

Check your response which preference you prefer the most?

THINKING (T)

Keywords:

Decides with head

Use logic

Analyze and critique

Impersonal

Concerned with truth and justice



FEELING (F)

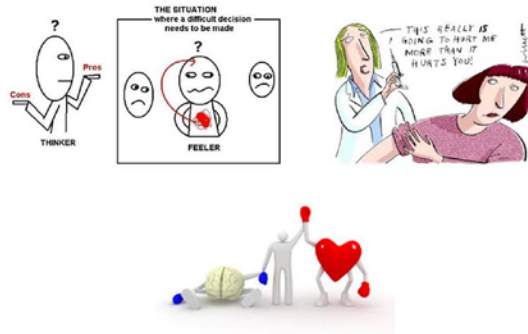
Keywords:

Decides with heart

Use personal convictions

Empathize and appreciate Personal

Concerned with values, relationships and harmony



Check your response which preference you prefer the most?

JUDGING (J)

Keywords:

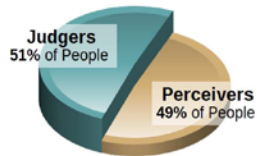
Organized

Control

Decisive

Deliberate

Plan



PERCIEIVING (P)

Keywords:

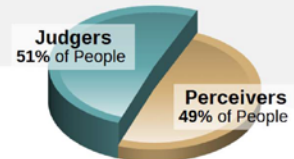
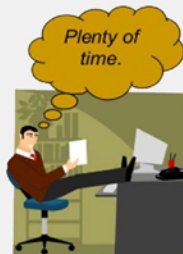
flexible

experience

Curious

Spontaneous

wait



Check your response which preference you prefer the most?

Brief Overview Of 16 Personality Types

ISTJ



DUTIFUL

- PRACTICAL
- SENSIBLE
- REALISTIC
- SYSTEMATIC
- REASONABLE

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ISFJ




PROTECTOR

- REALISTIC
- CONCRETE
- SPECIFIC
- KIND
- SENSITIVE

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INFJ



GUIDE

- INSIGHTFUL
- VISIONARY
- IDEALISTIC
- COMPLEX
- DEEP

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INTJ




MASTERMIND

- CONCEPTUAL
- CREATIVE
- INSIGHTFUL
- LONG RANGE THINKERS

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ISTP



CRAFTSMAN

- PRACTICAL
- REALISTIC
- FACTUAL
- PRAGMATIC

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ISFP



ARTIST

- TRUSTING
- KIND
- SENSITIVE
- GENTLE
- OBSERVANT

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INFP




HEALER

- CONCERNED
- CARING
- IDEALISTIC
- CURIOUS
- CREATIVE

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INTP




CONCEPTUALIZER

- LOGICAL
- ANALYTICAL
- OBJECTIVELY
- CRITICAL
- INSIGHTFUL

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ESTP




ACTIVIST

- OBSERVANT
- PROBLEM SOLVERS
- PRACTICAL
- RATIONAL
- STRAIGHTFORWARD

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Brief Overview Of 16 Personality Types

ESFP




PERFORMER

- PRACTICAL
- SPECIFIC
- ACTIVE
- OPTIMISTIC

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ENFP



CHAMPION

- PRACTICAL
- SPECIFIC
- ACTIVE
- OPTIMISTIC
- PERSUASIVE

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ENTP



INVENTOR

- CREATIVE
- IMAGINATIVE
- CONCEPTUAL
- ASSERTIVE

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ESTJ



GUARDIAN

- OBJECTIVELY
- CRITICAL
- DECISIVE
- ASSERTIVE
- SYSTEMATIC

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ESFJ



PROVIDER

- WARM
- SYMPATHETIC
- PERSONABLE
- TACTFUL

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ENFJ



MENTOR

- PERSONABLE
- LOYAL
- SUPPORTIVE
- TRUSTWORTHY
- IMAGINATIVE

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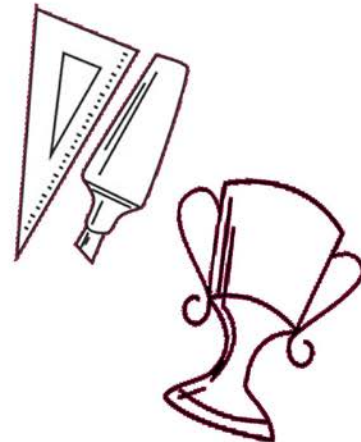
ENTJ



COMMANDER

- ANALYTICAL
- CHALLENGING
- DECISIVE
- CLEAR
- CONCEPTUAL

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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

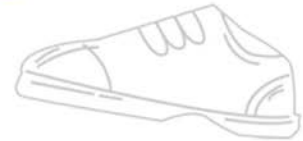
Strightforward بے باک

Logical منطقی

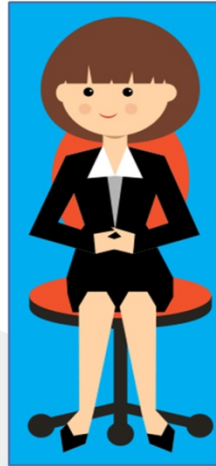
Strategic حکمت عملی

Methodical ترتیب وار

Tough-minded مضبوط دماغ



COMMANDER (ENTJ)



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

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

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

Enjoy complexity & are stimulated by analyzing ideas & possibilities

What Excites ENTJ the Most?

Doing work that

- Lets me lead, be in control, organizing and perfecting the operating systems of an organization so that it runs efficiently and reaches its goals on schedule.
- Lets me engage in long range strategic planning, creative problem solving, and the generation of innovative and logical approaches to a variety of problems.
- Is done in a well organized environment where I, and others, work within a clear and definite set of guidelines.
- Challenges and stimulates my intellectual curiosity and lets me work with complex and often difficult problems.
- Gives me opportunities to meet and interact with a variety of other capable, interesting, and powerful people.
- Gives me the opportunity to advance within the organization and to increase and demonstrate my competence.
- Is exciting, challenging, and competitive; where I am in the public eye and where my accomplishments are seen, recognized, and fairly compensated.
- Lets me work with other intelligent, creative, ambitious, and goal oriented individuals whose competencies I respect.
- Lets me set and meet goals and implement my organizational skills to keep myself and others focused on the larger goal while accomplishing all my objectives in a timely and efficient manner.
- Lets me manage and supervise others, using logical and objective standards and policies that utilize each person's strengths but without having to deal daily with interpersonal squabbles.

During an Interview an ENTJ will Often

- Confidently respond to questions.
- Assume they know enough about the job and benefit from asking additional questions.
- Need to be cautious not to appear too aggressive.
- Benefit from limiting their discussion on possibilities or potentials and promote their current contributions to the company.

ENTJ Career Trend and Potential Strength

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 Strength

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

کیریئر 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 preferences are often attracted to and may find satisfaction in careers and occupations in the following areas:

1. Engineering: electrical, chemical other
2. Executive manager: architecture, engineering
3. Law: attorney, judge
4. Executive & manager: legal
5. Life, physical & social sciences
6. Sciences, computers
7. Business & finance
8. Business, finance, operations
9. Marketing, sales
10. Human resources
11. Marketing and sale
12. Arts, entertainment, media
13. Computing: analyst, system administration
14. Education, health, community services
15. Urban planning
16. Skilled trades & supervision
17. Production & manufacturing
18. Management & educational consulting
19. Psychology: industrial
20. Medicine: surgery, research



Popular Occupations of ENTJ

However, there are successful people of all types in all occupations. The key to getting where one wants to go involves firstly identifying what one really wants, something that comes from a more individual place than type. Individuals with ENTJ preferences then need to use knowledge of their type to gain insight into how they might approach the different activities in planning a career. In other words, ENTJs need to build on the strengths of their type and address potential obstacles that may come along with their style as they explore options, connect with others, make decisions, and manage their careers.

Less Popular Occupations of ENTJ

Every type is in virtually every career, and clearly, people are drawn to careers for many reasons other than their type. People with ENTJ preferences are, however, 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.



ABOUT US

"Qamar consulting excels in generating human and organizational development solutions".

Qamar Consulting is a management consultancy firm specializes in Organization Development, Training and Development, Career & Talent Management and MBTI based counseling services. It is the leading TYPE based (using MBTI) training and consulting firm in the region that works with organizations to facilitate them in discovering their human potential and optimizing their performance. It offers services to Individuals, Institutes and Organization, whether it is small or large, profit or nonprofit sectors.

Qamar Consulting operates in the following domains:

1. Corporate Development Solutions
2. Family Development Solutions
3. Career Development Solutions

FOUNDER

Dr. Muhammad Qamar-ul-Hassan is the Founder & CEO of Qamar Consulting. He enables people of organizations to know their talents and potential and how they can improve their performance in achieving greatest success in all the lives. He was a Medical doctor and after practicing medicine for about 10 years serving in institution like Agha Khan and Ziauddin, he quit medicine in favor of positive Psychology to facilitate health and wellbeing of the people so that they can achieve greatest success in all the lives.

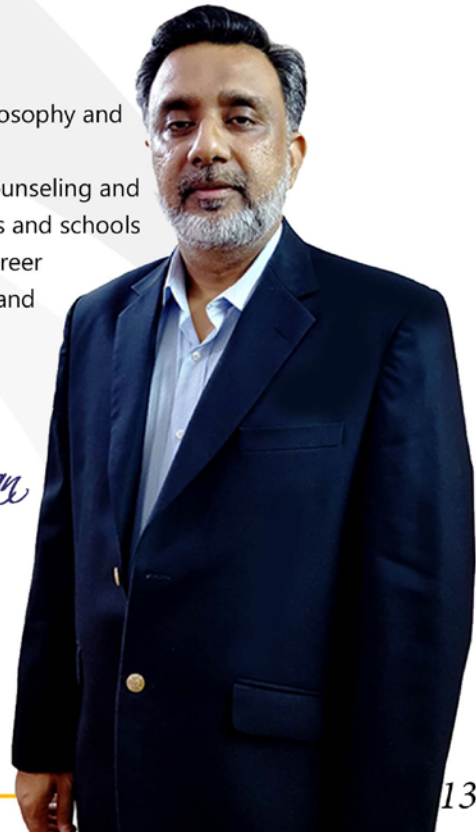
TWO WORDS:

UNDERSTAND and **IMPROVE** best describe his business philosophy and work.

He has over 16 years of experience of Consulting, Training, Counseling and Research. He has worked with many organizations, universities and schools in the areas of Leadership and Management Development, Career Management, Employee Retention, Team Building, Parenting and Teaching Effectiveness to promote Better Understandings for Improved Performance.

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