Do What You Are®
Find Your Right Job

Introduction

Congratulations! You’re on your way to finding a satisfying job. This report is based on twenty-five years of ground-breaking research and helps people find the most satisfying jobs, based on their personality type.

Why is it important to know your Personality Type? Because that knowledge can help you quickly identify which jobs will best use your natural strengths and be the most satisfying. Each type has its own strengths and weaknesses. When your work lets you use your strengths – say working with numbers – then you enjoy it and do it well. But if your work requires you to do things that don’t come naturally to you – such as standing up in front of people and making a speech – then you won’t enjoy it as much or do it as well.

Your four-letter Personality Type is **ENTJ**, which stands for **Extrovert, Intuitive, Thinking, Judging**. Your type is about 3-5 percent of the American population.

This report is all about **you**! It will help you understand what you need in a career for it to be satisfying, identify several specific jobs that might be right for you and help you conduct the most successful job search.

About Your Personality Type

As you read this description, it should sound a lot like you. But every person is an individual, so it won’t sound exactly like you. If you’re not sure if this really is your type, ask someone who knows you well to read it and get their opinion. If both of you don’t think it is accurate, you may need to take the assessment again.

ENTJs are natural leaders who inspire confidence and respect in others. They tend to analyze problems objectively, weigh pros and cons, and then make sensible, logical decisions. ENTJs value honesty and directness. They speak their minds and express their opinions clearly and often strongly. Decisive and energetic, they like to get right to the point without wasting words.

ENTJs may sometimes not realize how their actions affect others. Because ENTJs don’t naturally tune in to peoples’ emotions, they may hurt others’ feelings without meaning to. They can be critical and impatient with people who don’t get ideas as quickly as they do, or who take positions that don’t make logical sense to them. ENTJs can also be bossy and may pressure others to go along with their ideas. And because they are often in a hurry to get things done, they may forget to show their appreciation when others have helped them or have done a good job.
As talented strategic planners, ENTJs are good at seeing how current actions may affect future decisions. Often creative and innovative, ENTJs usually support major changes, even when the issues involved are complicated. They have a gift for inspiring confidence. Great lovers of learning, ENTJs are always looking for ways to improve themselves and increase what they know.

Typically friendly and outgoing, ENTJs like to be where the action is and may be good at juggling several projects at once. They are often good talkers, think quickly on their feet, and are comfortable speaking in public. ENTJs are usually not shy about sharing their ideas or expressing their opinions. But because they are so eager to get projects completed, ENTJs may not spend enough time at, or be very good at predicting how others will feel about their ideas.

Most ENTJs are very career-driven. Organized and productive, they work hard and like to take on new challenges. They are usually able to accomplish or even go beyond their goals. But once they have started a course of action, they can be unwilling to change their plans and pursue a new direction, even if a change is needed. ENTJs sometimes have difficulty striking a good balance between their work and home obligations. By putting their careers first, they can neglect their personal or family lives.

Below is a list of common strengths for people of your type. Some items on this list will fit you better than others. Try to identify the five strengths that are most true for you. This exercise will help you in two ways: to identify jobs that that uses your strengths, and to be able to tell future employers what you have to offer them.

Your work-related strengths – what you probably do well:

- Ability to see possibilities and the big picture
- Finding creative solutions to problems
- Understanding complicated issues
- Strong drive to succeed
- High standards and strong work habits
- Ability to develop new approaches to achieve objectives
- Courage to take bold steps
- Good decision-making skills that use logical thinking
- Strong ability to make decisions and stay organized
- Learning quickly and mastering technology

Below is a list of common weaknesses for people of your type. Some items on this list will fit you better than others. Try to identify the five weaknesses that are most true for you. This exercise will help you in two ways: to identify things that don’t come naturally to you that you need to work on, and to help you avoid repeating the same mistakes.

Your work-related weaknesses may include:

- Impatience with others who are not as quick as you are
- Tendency to make decision too quickly
- Lack of interest in details
• Lack of sensitivity or ability to “put themselves in others’ shoes”
• Wanting to improve everything - even things that don’t need improving
• Tendency to pressure others to see things their way
• Not being a patient listener
• Not giving others enough praise or appreciation
• Not willing to reconsider issues already decided
• Tendency to spend too much time at work, too little at home

Below is a list of “Career Satisfiers” – those things which you need in a job for it to be most satisfying. Try to identify the top five that are most true for you. This exercise will help you compare different jobs to see which will be a better-fit.

What you need in a career for it to be satisfying. Doing work that:

1. Lets you be a leader and help an organization reach its goals
2. Lets you do long-range strategic planning and develop new approaches
3. Is done in a well-organized way where you work within clear guidelines
4. Engages your curiosity and lets you take on challenging problems
5. Gives you chances to meet lots of smart, interesting people
6. Gives you the opportunity to move up in the organization
7. Is exciting, challenging and recognizes your accomplishments
8. Lets you work with other goal-oriented people whom you respect
9. Lets you use your organizational skills to set and meet goals
10. Lets you manage and supervise others, but without a lot of personal “drama”

Some satisfying jobs for ENTJs:

Below is a list of several jobs that might be a good fit for many ENTJs. But you will enjoy a job a lot more if it involves something you’re personally interested in. Try to identify at least five jobs that you’d like to learn more about.

GREEN JOBS

• Biofuels/Biodiesel Technology and Product Development Managers
• Biofuels Production Managers
• Biomass Production Managers
• Geothermal Technicians
• Hydroelectric Production Managers
• Methane Capturing System Engineers/Installers/Project Managers
• Solar Energy Installation Managers
• Solar Energy Systems Engineers
• Wind Energy Operations Managers
• Wind Energy Project Managers
• Wind Energy Engineers
• Logistics Analysts
• Logistics Engineers
• Logistics Managers
• Supply Chain Managers
• Transportation Engineers
• Carbon Credit Traders
• Carbon Trading Analysts
• Energy Brokers
• Investment Underwriters
• Securities and Commodities Traders
• Automotive Engineers
• Biochemical Engineers
• Electrical Engineering Technologists
• Electromechanical Engineering Technologists
• Electronics Engineering Technologists
• Energy Engineers
• Financial Quantitative Analysts
• Investment Underwriters
• Logistics Analysts
• Logistics Engineers
• Logistics Managers
• Manufacturing Engineering Technologists
• Manufacturing Engineers
• Mechanical Engineering Technologists
• Mechatronics Engineers
• Microsystems Engineers
• Nanosystems Engineers
• Nanotechnology Engineering Technologists
• Photonics Engineers
• Remote Sensing Scientists and Technologists
• Securities and Commodities Traders
• Supply Chain Managers
• Transportation Engineers
• Transportation Planners
• Validation Engineers
• Brownfield Redevelopment Specialists and Site Managers
• Climate Change Analysts
• Environmental Restoration Planners
• Environmental Economists
• Industrial Ecologists
• Water Resource Specialists
• Water/Wastewater Engineers
• Logistics Analysts
• Logistics Engineers
• Logistics Managers
• Manufacturing Engineering Technologists
• Manufacturing Engineers
• Mechanical Engineering Technologists
• Mechatronics Engineers
• Microsystems Engineers
• Nanosystems Engineers
• Nanotechnology Engineering Technologists
• Photonics Engineers
• Robotics Engineers
• Supply Chain Managers
• Validation Engineers
• Recycling Coordinators
• Sustainable Design Specialists
• Chief Sustainability Officers
• Compliance Managers
• Greenhouse Gas Emissions Permitting Consultants
• Regulatory Affairs Managers
• Sustainability Specialists
• Transportation Planners

BUSINESS

• Personnel Manager
• Network Integration Specialist (telecommunications)
• Information Services-new business developer
• Advertising account manager
• Franchise owner
• Sales Manager
• Health care administrator
• College and university administrator
• Media planner/buyer
• Managing editor
• Logistics consultant (manufacturing)
• Human resources manager
• Theater producer
• Real estate manager

FINANCE

• Personal financial advisor
• Economic analyst
• Mortgage broker
• Credit investigator
• Stockbroker
• Investment banker
• Corporate finance attorney
• Economist
• Venture capitalist
• International banker
• Treasurer, controller, and chief financial officer

CONSULTING/TRAINING
• Business consultant
• Management consultant
• Educational consultant
• Program designer
• Management trainer
• Employment development specialist
• Labor relations manager
• Telecommunications security consultant
• Corporate/team trainer
• Technical trainer
• Political consultant

PROFESSIONAL

• Attorney
• Judge
• Psychologist
• Science/social science teacher
• Chemical engineer
• Intellectual property attorney
• Biomedical engineer
• Psychiatrist
• Environmental engineer
• Political scientist
• Pathologist
• Pilot

TECHNOLOGY

• Network and computer systems administrator
• Network systems and data communications analyst
• Computer and information systems manager
• Robotics network manager
• Database administrator
• Project manager
How to conduct a successful job search

You will be most successful in the job search if you use your strengths. Here is a list of things that you can do to build on these strengths:

1. Develop and follow a clear job search strategy.
2. See trends and future job market needs.
3. Solve problems creatively.
4. Network with as many of your friends as you can.
5. Learn about the organization and position you’re applying to.

Everyone has weaknesses. Here are some things you can do to overcome weaknesses that are common in many ENTJs:

1. Avoid making decisions too quickly.
2. Try not to appear too pushy.
3. Don’t ignore opportunities you consider to be below your level.
4. Be patient with all parts of the process, even the details.
5. Work on developing your listening skills.

The Secret to Success...

Using your strengths is easy. The secret to success for an ENTJ is learning to:

   Slow down, focus on the details, and tune into others’ needs.
This exercise will help you get the most from the Find Your Right Job Report.

Look at each section of your report and answer the following questions. Your answers will help your counselor help you find the most satisfying job.

**About Your Personality Type**

What are the three most useful things you learned about yourself from reading this section?

1.  
   
2.  
   
3.  

**Your work-related strengths – what you probably do well**

Which three strengths do you think are your greatest?

1.  
   
2.  
   
3.  

**Your work-related weaknesses may include**

Which three weaknesses do you think cause you the most problems?

1.  
   
2.  
   
3.  

What you need in a career for it to be satisfying

Which are your top three “Career Satisfiers”?

1. ________________________________________________ ________________
2. ________________________________________________ ________________
3. ________________________________________________ ________________

Some satisfying jobs

Look at the list of jobs in your report. Write down five that you find interesting and would like to know more about.

1. ________________________________________________ ________________
2. ________________________________________________ ________________
3. ________________________________________________ ________________
4. ________________________________________________ ________________
5. ________________________________________________ ________________

How to conduct a successful job search

Look at this section and write down three things you can do to help in your job search.

1. ________________________________________________ ________________
2. ________________________________________________ ________________
3. ________________________________________________ ________________