

Harry Whitt's Personality Max™ Report

ENTJ, Chief, Intellectual, Extraverted, Intuitive,
Intrapersonal, Interpersonal, Visual, Left-brained

Your Results Snapshot

Your Personality Type

ENTJ - The “Chief”

Your Cognitive Functions

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Career Matches for Your Type

Your Temperament

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Famous Intellectuals

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Your Interpersonal Intelligence

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Your Learning Styles

Visual Learning and You

Kinesthetic Learning and You

Auditory Learning and You

Your Brain Hemispheres

Your Personal Development

Your Learning

Your Relationships

Your Work and Career

Your Career Matches

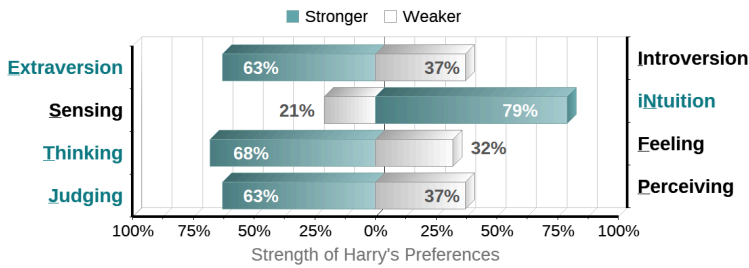
Your Strengths

YOUR RESULTS SNAPSHOT

You have a unique set of traits that make you who you are. The study of personality identifies and organizes your characteristics and behaviors in such a way as to help you better understand yourself. Your Personality Max report is intended to equip you to lead a more effective and fulfilling life.

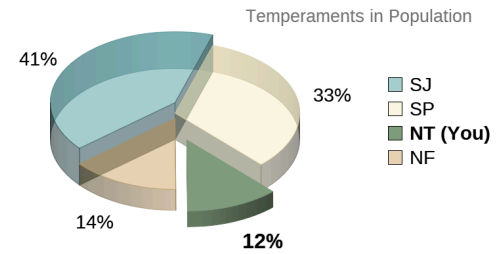
Your Personality Type is ENTJ (Chief)

Extraverted (E) + Intuitive (N) + Thinking (T) + Judging (J)

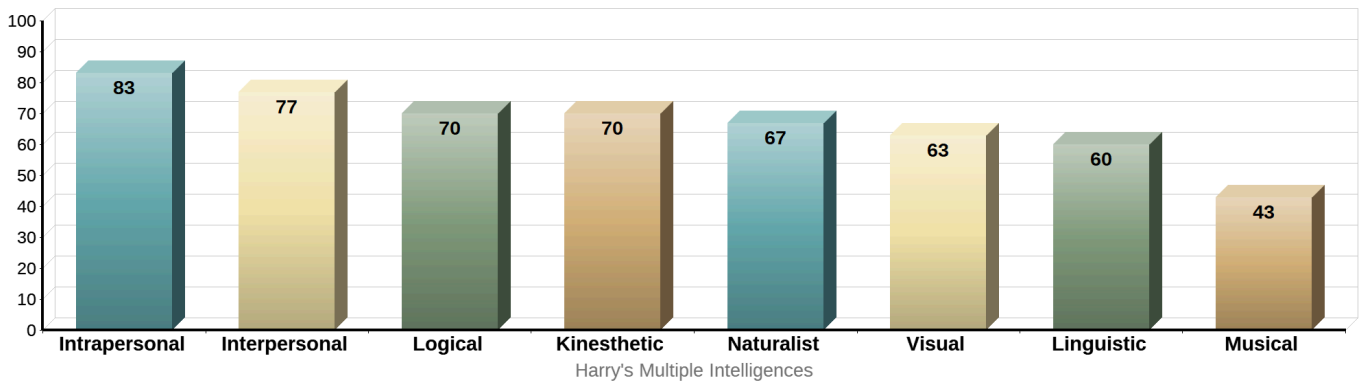


Your Temperament is NT (Intellectual)

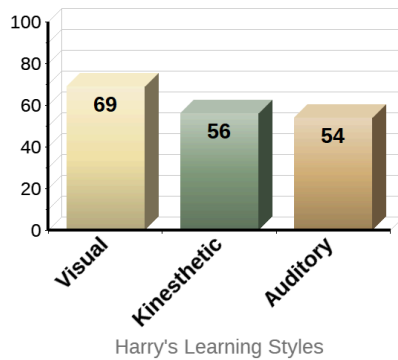
Intuitive (N) + Thinking (T)



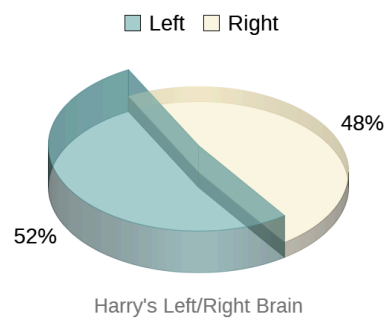
Your Top Intelligences are Intrapersonal and Interpersonal



You are a Visual Learner



You are Left-brained



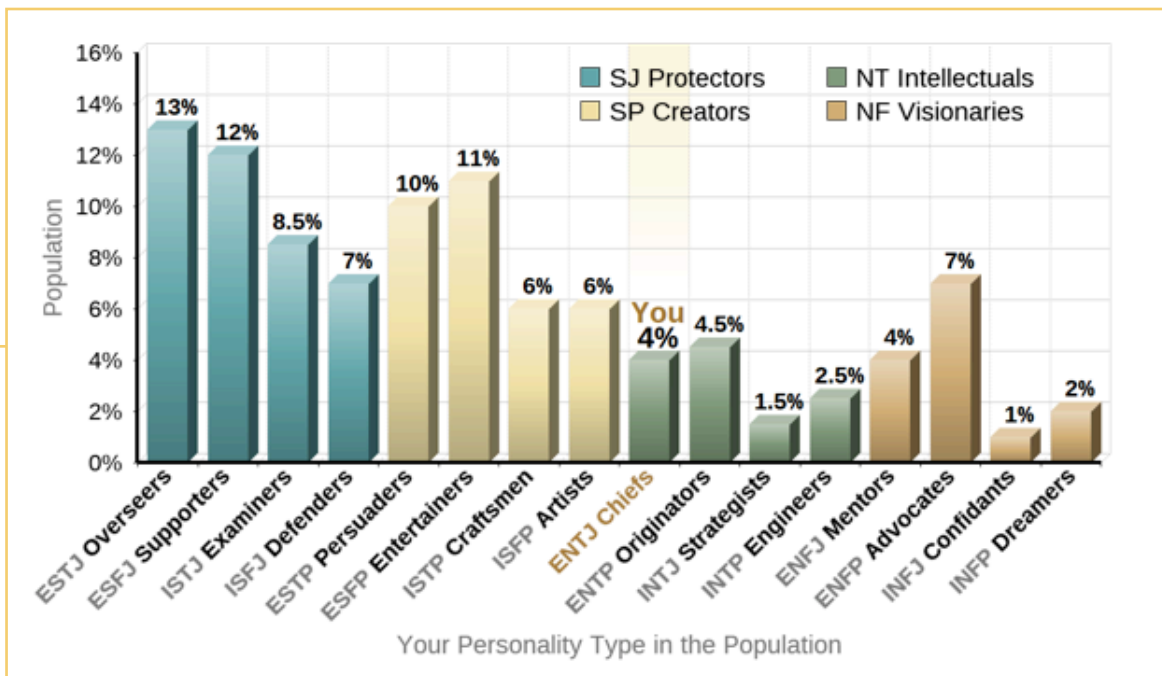
Personality is to a man what perfume is to a flower.

— Charles M. Schwab

YOUR PERSONALITY TYPE

Your personality type is ENTJ. This is based on your four Preferences: Extraversion (E), Intuition (N), Thinking (T) and Judging (J).

Many of today's theories of psychological typology are based on the work of Swiss psychiatrist Carl Gustav Jung, who wrote *Psychological Types* in 1921. He was the founder of analytical psychology, which studies the motivations underlying human behavior.

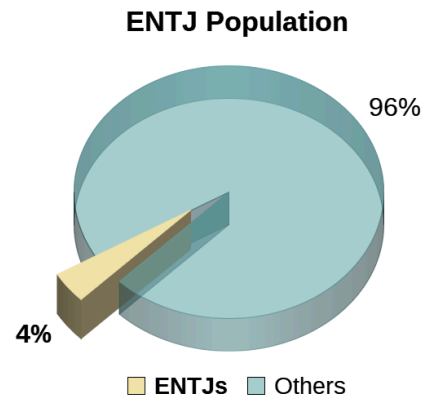


Your personality type is a detailed classification of the innate characteristics that make you who you are. Each of the four temperaments can be divided into four types, making a total of 16 distinct personality types. As with Temperament, your type is determined by the strength of your preferences.

No personality type is better than another. Each person has a unique set of equally valuable characteristics. Understanding your type can be useful in many ways, including relationships and school or career.

ENTJ - THE “CHIEF”

ENTJs are natural and decisive leaders. They are analytical, efficient and hardworking. They live in the world of ideas and have a great ability to debate. Their goal-oriented and self-confident nature enables them to take charge. They thrive on achievement.



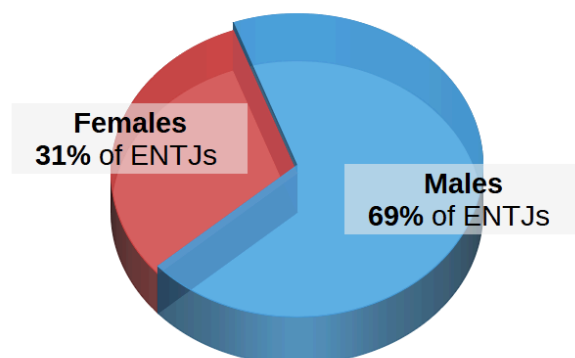
I love argument. I love debate. I don't expect anyone just to sit there and agree with me, that's not their job.

— Margaret Thatcher

ENTJs direct their energy outward. They are gregarious, talkative and very assertive. They are enthusiastic and expressive. Chiefs are Intuitive and future-oriented. They are imaginative, complex and abstract in their thinking.

ENTJs are Thinkers. They are logical and objective. They make decisions with their head rather than their heart. ENTJs are rational, impersonal and critical in thought. They are firm with people and are thick-skinned. ENTJs are decisive, enjoy finishing tasks and seek closure. They like structure and schedules. They are disciplined and responsible.

ENTJs are independent. They seek autonomous and productive relationships. They are competitive and interested in what other people know. They turn most of their relationships into opportunities to teach or mentor. Although very career oriented, when they are committed to a relationship they put a lot of effort into it.



ENTJs are hard workers that strive to accomplish goals and do things right. They thrive in positions of leadership where they can direct, strategize and mobilize people toward shared goals. They are visionaries who believe in their own ability to lead toward success and optimum results. They value competency and progress. They have very little patience for laziness. ENTJs can benefit from developing people skills in the workplace.

Chiefs are often avid learners and voracious readers. They have unlimited curiosity and desire to gain knowledge and mastery. They do well in school as long as they are engaged. They are self-motivated and can learn very well on their own. They can have a hard time relaxing. Chiefs do not like to waste time.

ENTJs are on a constant quest to improve themselves. They often invite those around them to improve themselves as well. They are gifted strategists. **Their greatest contribution is their ability to lead confidently and reach goals with excellence.**

Characteristic of an ENTJ

Strategic	Future-focused	Competitive
Assertive	Efficient	Goal-oriented
Rational	Enthusiastic	Impersonal
Organized	Curious	Intellectual
Confident	Directive	Ambitious
Analytical	Gregarious	Expressive
Hardworking	Thick-skinned	Responsible
Outspoken	Leader	Creative

Typical Strengths

- Direct and frank
- Excellent with money
- Takes criticism well
- Honors commitments
- Verbally fluent and eloquent

Possible Weaknesses

- Controlling and intimidating
- Can appear angry
- Slow to compliment
- Impulsive

- ENTJs make up 4% of all 16 personality types. ENTJs are one of the least common personality types. Of the Extraverted types, ENTJs are the most rare (along with ENFJs).

- 1 in every 18 males is an ENTJ (5.5% of all males). 1 in every 40 females is an ENTJ (2.5% of all females). Female ENTJs are one of the most rare type-gender combinations.

- There are significantly more male ENTJs than there are female ENTJs, with males outnumbering females more than 2 to 1. One reason there are more male ENTJs is that males tend to be Thinkers (T) while females are more often Feelers (F).

YOUR COGNITIVE FUNCTIONS

You engage the world through four cognitive functions. Each function is directed outward toward people and surroundings (Extraverted) or inward toward your thoughts (Introverted). Your primary function is Extraverted Thinking and secondary is Introverted Intuition.

Extraverted Thinking (Primary Function)

You use this function most often. While Thinking (T), you make decisions based on logic. The Extraverted Thinking function enables you to organize and categorize items such as thoughts and arguments. It is the ability to see the logical consequences of actions. It follows sequence and organization.

Introverted Intuition (Secondary Function)

Your use of this function is somewhat high. With Intuition (N), you process data through impressions, possibilities and meanings. Introverted Intuition enables you to have a sense about the future. It is the ability to grasp a pattern or plan. Information commonly hard to understand and dissect is more easily processed through Introverted Intuition.

Extraverted Sensing (Tertiary Function)

You use this function but to a lesser degree. Through Sensing (S), you process data with your five senses. The Extraverted Sensing function allows you to process life through your experiences. It is being aware of what is seen, smelled, touched, heard and tasted. It is being energized by experience and living “in the moment.”

Introverted Feeling (Least Function)

You use this function least of the four. When Feeling (F), you make decisions based on feelings, so the Introverted Feeling function allows you to know what you value. It is the ability to see through others and know what they are really like as if you had internal radar. When you identify a person with similar values, there is a desire to connect.

FAMOUS PEOPLE OF YOUR TYPE

Here is a sampling of famous people and fictional characters that are likely to be ENTJs like you.

Franklin D. Roosevelt

American President

Richard Nixon

American President

Harrison Ford

Actor

Steve Martin

Actor, Comedian

Whoopi Goldberg

Actress, Comedian

Margaret Thatcher

British Prime Minister

David Letterman

TV Show Host, Comedian

Newt Gingrich

Speaker of the House

Jim Carrey

Actor, Comedian

Bill Gates

Microsoft Founder

Steve Jobs

Apple Co-founder, CEO

Sean Connery

Actor

Benny Goodman

Jazz Musician

Sigourney Weaver

Actress

Al Gore

American Vice President

Vladimir Putin

Russian President, P.M.

Napoleon Bonaparte

French Leader

Candace Bergen

Actress (Murphy Brown)

Patrick Stewart

Actor

Edward Teller

Theoretical Physicist

Winston Wolfe

Pulp Fiction

Beatrix Kiddo

Kill Bill Vol. I

The Penguin

Batman Villain

Lex Luthor

Superman Villain

Perry Cox

Scrubs

Wilhelmina Slater

Ugly Betty

Palpatine

Star Wars

Jordi LaForge

Star Trek: The Next Generation

Magneto

X-Men

The Brain

Pinky and the Brain

CAREER MATCHES FOR YOUR TYPE

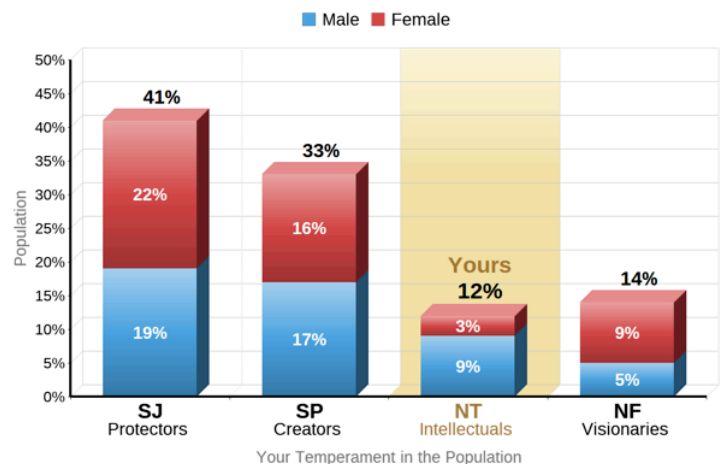
ENTJs may find satisfaction with the following careers which tend to match well with their Chief personality. This list is not exhaustive and these are not guaranteed to be

Business Administrator
Executive
Entrepreneur
Manager
Politician
Computer Consultant
Lawyer/Attorney

Judge
Scientist
Banker
Systems Analyst
Teacher
Professor

YOUR TEMPERAMENT

Your temperament is NT since you lean toward the Intuition (N) and Thinking (T) preferences. We identify your temperament by the strength of your Preferences. Many psychologists, philosophers and other thinkers have for centuries proposed that there are four temperaments that can describe a person.



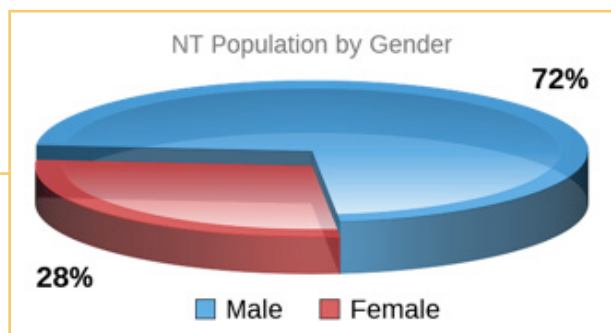
Temperament is a more broad classification than Personality Type. Each of the four temperaments is like an umbrella over four related personality types (for a total of 16 personality types).

NT - THE “INTELLECTUAL”

Intellectuals (NTs) are intelligent, independent and determined.

They are high-achievers, driven not only to acquire but also to master large amounts of information. They are self-sufficient, logical and value reason. While Intellectuals have a desire to know everything, they also tend to question anything. Their keen interest in investigation and questioning make them great researchers and inventors.

They are good at seeing the “big picture.” They work well alone and are able to concentrate and study for long periods of time. Intellectuals enjoy abstract and theoretical discussions. They respect brilliance and self-reliance in others. Intellectuals dislike illogical instructions and emotional conversations.



The task of the modern educator is not to cut down jungles, but to irrigate deserts.

— C.S. Lewis

FAMOUS INTELLECTUALS

Here is a sampling of famous people and fictional characters that are likely to be ENTJs like you.

Thomas Edison

Inventor

Margaret Thatcher

British Prime Minister

Franklin Roosevelt

American President

Harrison Ford

Actor

Thomas Jefferson

American President

Julia Child

Chef, Author

Walter Raleigh

Writer, Poet, Explorer

Nikola Tesla

Inventor, Physicist

Bill Gates

Microsoft Founder

Sir Isaac Newton

Astronomer

Jane Austen

Author

C. S. Lewis

Apologist, Author

Schwarzenegger

Actor, Calif. Governor

Walt Disney

Entrepreneur

Lance Armstrong

Cyclist

Meryl Streep

Actress

Carl Jung

Psychiatrist

Albert Einstein

Physicist

Abraham Lincoln

American President

Socrates

Greek Philosopher

Susan B. Anthony

Civil Rights Leader

Gandalf

Lord of the Rings

'Doc' Brown

Back to the Future

Cosmo Kramer

Seinfeld

Bugs Bunny

Looney Tunes

Mr. Darcy

Pride and Prejudice

Michael Corleone

The Godfather

Data

Star Trek

INTELLECTUAL CAREER MATCHES

NT's are commonly skilled at and often find satisfaction with the following careers.

Engineer

Scientist

Inventor

Programmer

Systems Analyst

Consultant

Entrepreneur

Writer

Psychologist

Teacher/Professor

Lawyer/Attorney

Judge

- NTs make up only about 12% of the general population.
- Female NTs are the most rare of all temperament-gender combinations, at just 3% of all people.
- Many notable thinkers, inventors and scientists have been NTs.

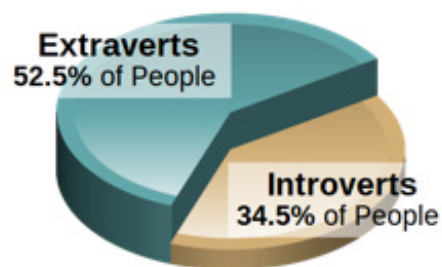
YOUR PREFERENCES

Your preferences are Extraversion (E), Intuition (N), Thinking (T) and Judging (J). These determine your Personality Type and Temperament.

There are four pairs of opposite preferences. Everyone has a greater tendency toward one preference than the other in each pair. For example, in the Thinking (T) vs. Feeling (F) dichotomy, you personally have a stronger tendency toward Thinking (T). Each preference has a single letter (such as “F”) that identifies it.

EXTRAVERSION VS. INTROVERSION IN YOU

Extraversion (E) and Introversion (I) are opposite preferences. Your natural tendency toward one is stronger than the other. Extraversion and Introversion describe how a person directs their energy either outwardly toward people and activities or inwardly toward thoughts and ideas. Of the two, your dominant preference is Extraversion. Although everybody exhibits characteristics of each preference to some degree, you can be referred to as an Extrovert.

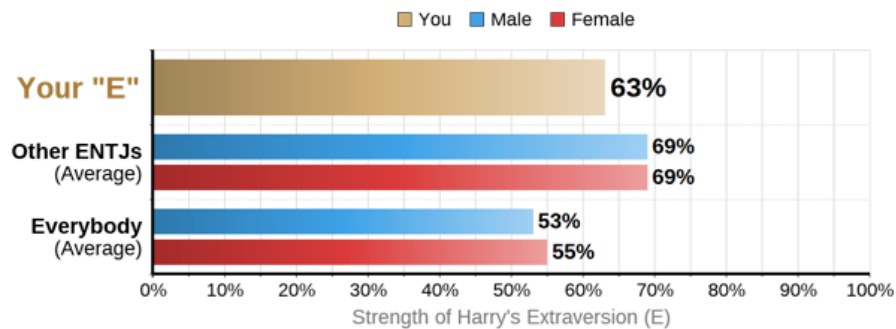


- You are 17% more Extraverted than the average
- You are part of the majority of people who are primarily Extraverted
- Females on average are slightly more Extraverted than males

YOUR EXTRAVERSION (E)

Extraversion is characterized by a preference to focus on the world outside the self. Extraverts are energized by social gatherings, parties and group activities. Extraverts are usually enthusiastic, gregarious and animated. Their communication style is verbal and assertive. Extraverts often need to talk. They enjoy the limelight.

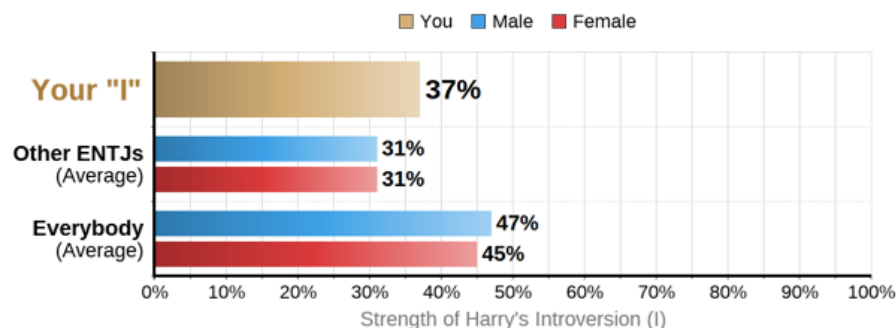
Sociable	Talkative	Many friends
Energized by interaction	Enthusiastic	Easy to approach
Assertive	Expressive	Enjoys groups
Gregarious	Volunteers personal info	



YOUR INTROVERSION (I)

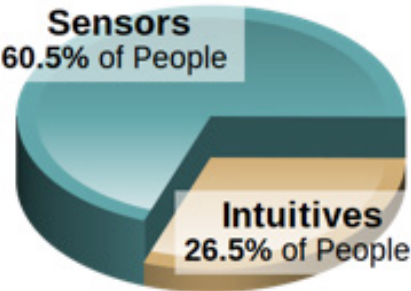
Introversion is characterized by a preference to focus on the inside world. Introverts are energized by spending time alone or with a small group. They find large group gatherings draining because they seek depth instead of breadth of relationships. Introverts process information internally. They are often great listeners.

Energized by time alone	Deliberate	Peaceful
Private	Internally aware	Independent
Keeps to self	Fewer friends	Thinks before speaking
Quiet	Prefers smaller groups	Enjoys solitude



SENSING VS. INTUITION IN YOU

You use Sensing (S) and Intuition (N) to receive and process new information either by using your five senses or in more abstract ways. Both preferences in this pair are used by everybody to some degree. With that said, you can be classified as Intuitive since your dominant preference is Intuition.



- You are 68% more Intuitive than the average
- You are part of the minority of people who are primarily Intuitive
- Males on average are slightly more Intuitive than females

YOUR SENSING (S)

Sensors focus on the present. They are “here and now” people. They are factual and process information through the five senses. They see things as they are because they are concrete and literal thinkers. They trust what is certain. Sensors value realism and common sense. They like ideas with practical applications.

Concrete	Notices details	Trusts certainty
Realistic	Practical	Values common sense
Lives in the present	Goes by senses	
Aware of surroundings	Factual	

Category	Male (%)	Female (%)
Your "S"	21%	21%
Other ENTJs (Average)	35%	36%
Everybody (Average)	55%	57%

Strength of Harry's Sensing (S)

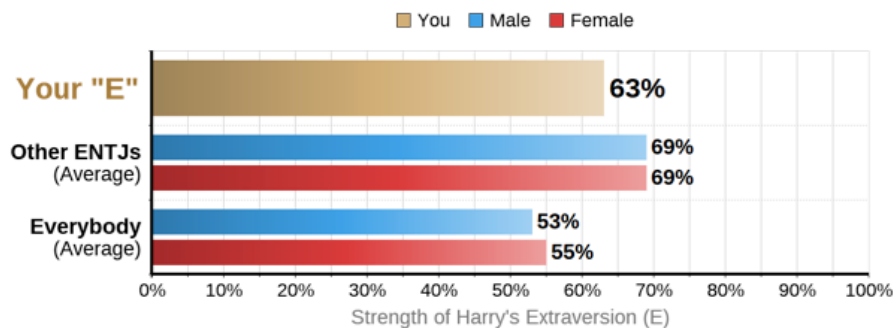
YOUR INTUITION (N)

Intuitive people live in the future. They are immersed in the world of possibilities. They process information through patterns and impressions. Intuitive people value inspiration and imagination. They gather knowledge by reading between the lines. Their abstract nature attracts them toward deep ideas, concepts and metaphors. They can see the “big picture” and are analytical.

Future-focused
Sees possibilities
Inventive
Imaginative

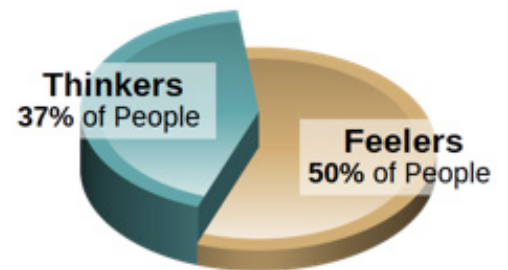
Deep
Abstract
Idealistic
Complex

Theoretical
Philosophical



THINKING VS. FEELING IN YOU

The Thinking (T) and Feeling (F) preference pair refers to how you make decisions, either by objective logic or subjective feeling. Your dominant preference is Thinking so you can be classified as a Thinker. Each of the two preferences are employed by everybody at different times and to different degrees.

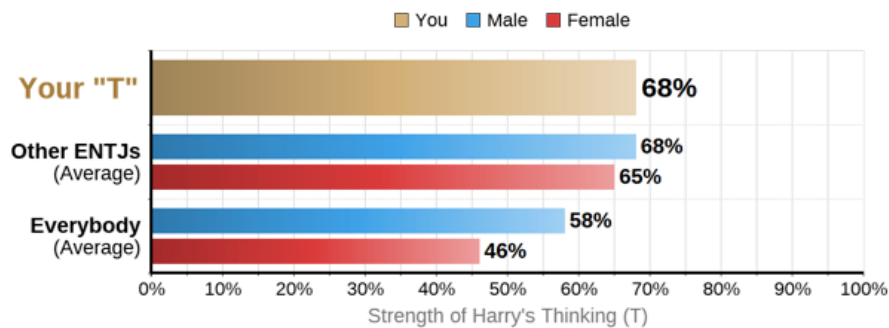


- You are 31% more Thinking than the average
- Thinkers like you make up about half of the population
- The majority of males are Thinkers while the majority of females are Feelers

YOUR THINKING (T)

Thinking people are objective. They make decisions based on facts. They are ruled by their head instead of their heart (but are not without emotion). Thinking people judge situations and others based on logic. They value truth over tact and can easily identify flaws. They are critical thinkers and oriented toward problem solving.

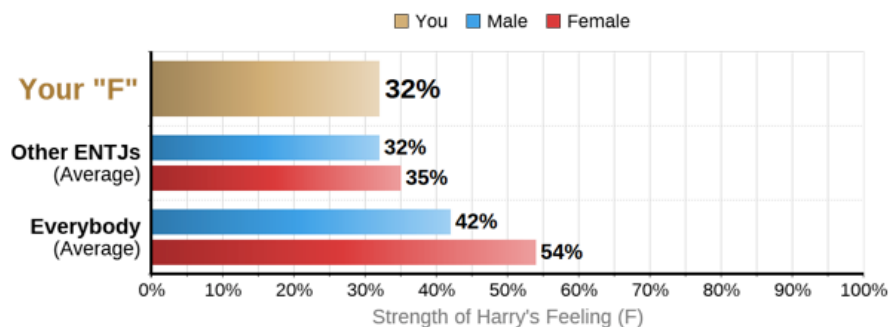
Logical	Rational	Firm with people
Objective	Impersonal	Driven by thought
Decides with head	Critical thinking	
Seeks truth	Thick-skinned	



YOUR FEELING (F)

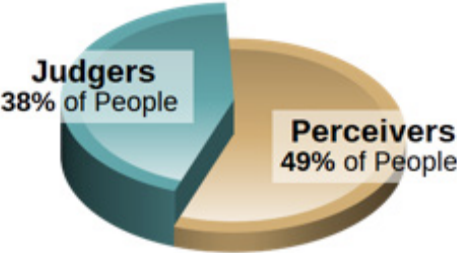
Feeling people are subjective. They make decisions based on principles and values. They are ruled by their heart instead of their head. Feeling people judge situations and others based on feelings and extenuating circumstances. They seek to please others and want to be appreciated. They value harmony and empathy.

Decides with heart	Gentle	Warm
Dislikes conflict	Easily hurt	Subjective
Passionate	Empathetic	
Driven by emotion	Caring	



JUDGING VS. PERCEIVING IN YOU

Judging (J) and Perceiving (P) are how you interact with the world outside yourself, either in a structured or flexible manner. All people use both of these preferences to different degrees but one is more dominant. Since your dominant preference is Judging, you can be referred to as a Judger.



- You are 26% more Judging than the average
- You are part of the slight majority of people who are primarily Judging
- Females on average are slightly more Judging than males

YOUR JUDGING (J)

Judging people think sequentially. They value order and organization. Their lives are scheduled and structured. Judging people seek closure and enjoy completing tasks. They take deadlines seriously. They work then they play. The Judging preference does not mean judgmental. Judging refers to how a person deals with day-to-day activities.

Decisive	Structured	Seeks closure
Controlled	Scheduled	Makes plans
Completes projects	Quick at tasks	
Organized	Responsible	

Category	Male (%)	Female (%)
Your "J"	63%	63%
Other ENTJs (Average)	65%	65%
Everybody (Average)	49%	52%

Strength of Harry's Judging (J)

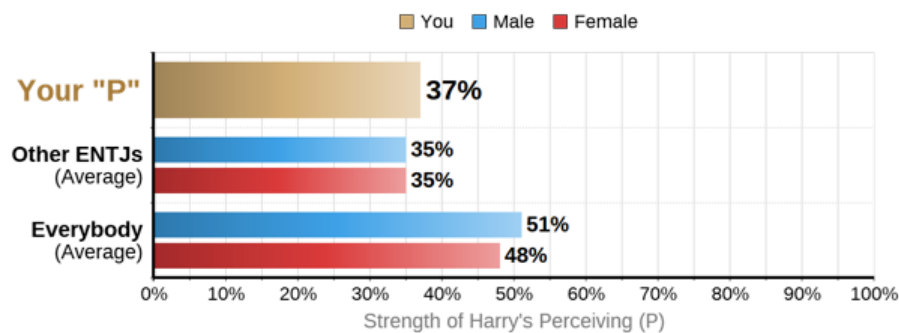
YOUR PERCEIVING (P)

Perceivers are adaptable and flexible. They are random thinkers who prefer to keep their options open. Perceivers thrive with the unexpected and are open to change. They are spontaneous and often juggle several projects at once. They enjoy starting a task better than finishing it. Perceivers play as they work.

Adaptable
Relaxed
Random
Carefree

Spontaneous
Changes tracks midway
Keeps options open
Procrastinates

Dislikes routine
Flexible

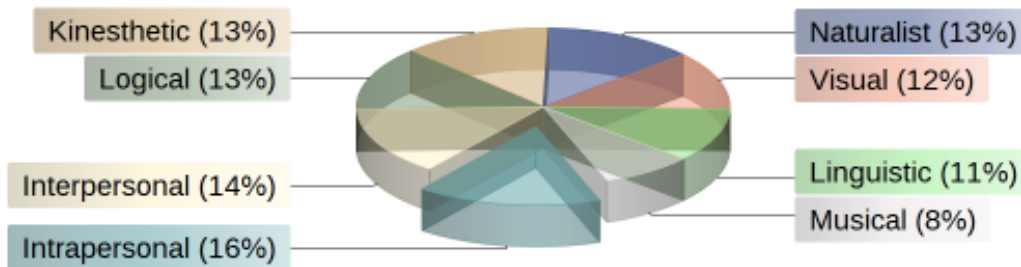


YOUR MULTIPLE INTELLIGENCES

Your top three intelligences are Intrapersonal, Interpersonal and Logical.

Howard Gardner, a graduate of Harvard University and a developmental psychologist, developed the theory of Multiple Intelligences in 1986. Gardner believes that intelligence, the way it has traditionally been understood (logically, as with I.Q. tests), does not explain the wide variety of human abilities. The theory of Multiple Intelligences suggests that we excel with different types of intelligence.

In addition to being logical and Number Smart, a person might also be Word Smart, People Smart or Picture Smart. Gardner has identified several intelligences: Verbal/Linguistic, Logical/Mathematical, Visual/Spatial, Bodily/Kinesthetic, Musical, Intrapersonal, Interpersonal and Naturalist.



Relative Comparison of Harry's Multiple Intelligences

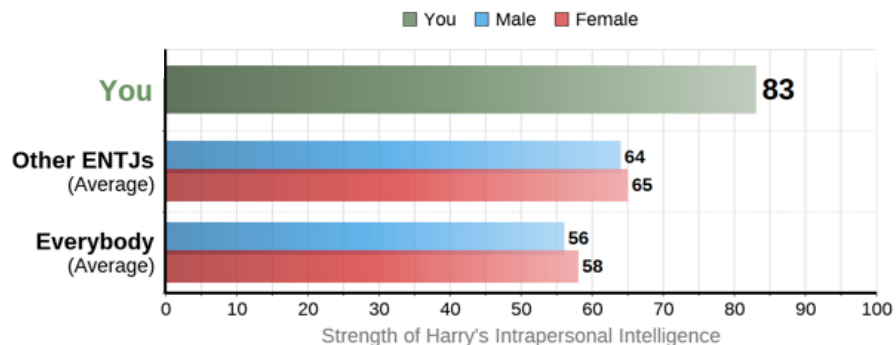
YOUR INTRAPERSONAL INTELLIGENCE

Intrapersonal is one of your stronger intelligences. See how you compare to other ENTJs and the general population.

ABOUT INTRAPERSONAL INTELLIGENCE

People with intrapersonal intelligence are adept at looking inward and figuring out their own feelings, motivations and goals. They are quintessentially introspective. They analyze themselves and seek understanding. People with intrapersonal intelligence are intuitive and usually introverted. They learn independently and through reflection.

Philosophy, psychology and theology are often of interest to people with intrapersonal intelligence. They enjoy journaling because it helps them learn about themselves. They are also good at helping others understand themselves. They are able to predict the reactions of themselves and others.



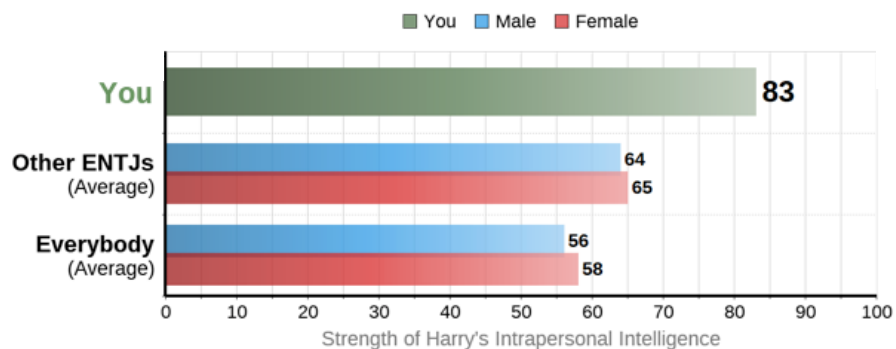
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Characteristics of Intrapersonal Intelligence

Intuitive	Independent
Self-aware	Enjoys journaling
Spends time reflecting	Works well alone
Likes to learn about self	Usually introverted
Philosophical	Interested in self-employment

Possible Careers for High Intrapersonal Intelligence

Entrepreneur	Philosopher
Farmer	Psychologist
Historian	Scientist
Inventor	Theologian
Librarian	Writer

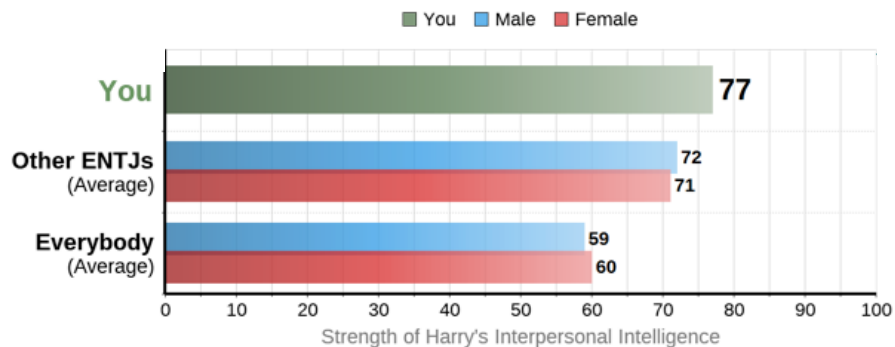
YOUR INTERPERSONAL INTELLIGENCE

Interpersonal is one of your stronger intelligences. A comparison of your score with others is represented in this chart.

ABOUT INTERPERSONAL INTELLIGENCE

People with Interpersonal intelligence thrive with social interaction. They are gifted at establishing rapport with strangers and make friends easily. They are adept at reading, empathizing and understanding others. People with Interpersonal intelligence work well with others and often have many friends. They are masters at collaboration.

Interaction, dialogue and lively discussions are ways in which people with Interpersonal intelligence learn. They are enthusiastic and lively. Others often seek them out for advice, help and comfort. They are good at making others feel welcome and often reach out to outsiders. They are inclusive of others. The more the merrier.



Characteristics of Interpersonal Intelligence

Extraverted	Has many friends
Enjoys social events	Enjoys team sports
Loves crowds	Counsels others
Empathetic	Loves meeting new people
Enjoys teaching others	Sensitive to others

Possible Careers for High Interpersonal Intelligence

Clergy	Receptionist
Counselor	Sales Agent
Diplomat	Social Worker
Politician	Supervisor
Public Relations	Teacher

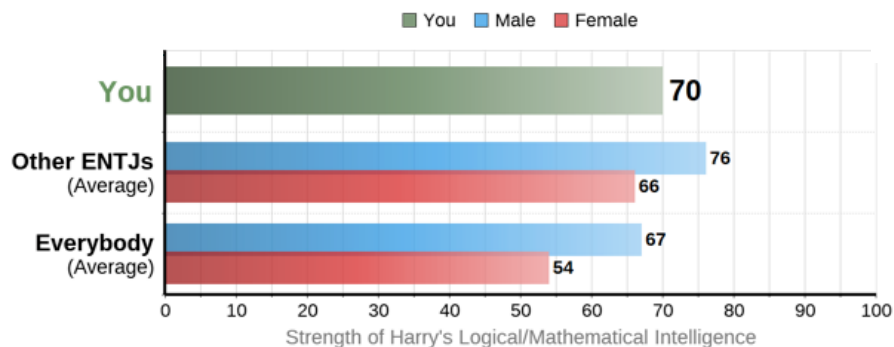
YOUR LOGICAL/MATHEMATICAL INTELLIGENCE

Logical/Mathematical is one of your stronger intelligences. The strength of your Logical intelligence is graphed below.

ABOUT LOGICAL/MATHEMATICAL INTELLIGENCE

People with Logical intelligence process information through logic and reason. They are attracted to investigation by means of the scientific method. They do well with quantitative methods that rely on the researcher's ability to observe and reach a verifiable conclusion.

They dislike nebulous assumptions and subjective analysis. Instead, they trust hard facts and numerical data. They seek accuracy and precision in their learning and work. Their mind is complex and works like a computer. Logical Intelligence thrives on mathematical models, measurements, abstractions and complex calculations



Characteristics of Logical Intelligence

Rational	Factual
Objective	Logical
Good at strategy games	Good at math
Likes numbers	Appreciates science
Seeks precision	
Grasps complex data	

Possible Careers for High Logical Intelligence

Accountant	Mathematician
Computer Programmer	Medical Doctor
Engineer	Military Officer
Financial Planner	Scientist
Lawyer/Attorney	Technical Writer

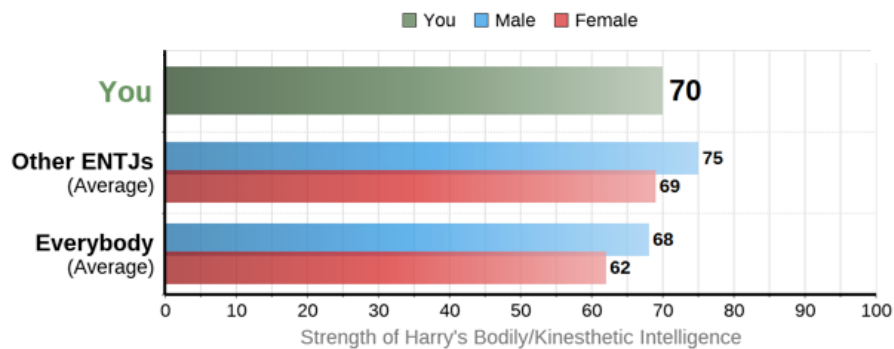
YOUR BODILY/KINESTHETIC INTELLIGENCE

Bodily/Kinesthetic is one of your stronger intelligences. Your score along with the averages of others is represented below.

ABOUT BODILY/KINESTHETIC INTELLIGENCE

People with Kinesthetic intelligence learn through movement and experimentation. They enjoy sports and activities that require physical exertion and mastery. Some Kinesthetic people enjoy the artistic side of movement such as dance or any kind of creative movement. These artistic types enjoy acting and performing in front of an audience.

People with Kinesthetic intelligence enjoy building things and figuring out how things work. They like to use their hands and are very active. They have excellent motor skills and coordination. They are very physical and are keenly aware of their bodies.



Characteristics of Kinesthetic Intelligence

- | | |
|------------------|---------------------|
| Learns by doing | Very active |
| Well-coordinated | Crafty |
| Good with hands | Energetic |
| Enjoys sports | Enjoys the outdoors |
| Seeks excitement | Athletic |

Possible Careers for High Kinesthetic Intelligence

- | | |
|---------------------|--------------------|
| Actor/Actress | Firefighter |
| Athlete | Park Ranger |
| Carpenter | Mechanic |
| Construction Worker | Paramedic/EMT |
| Farmer | Physical Therapist |

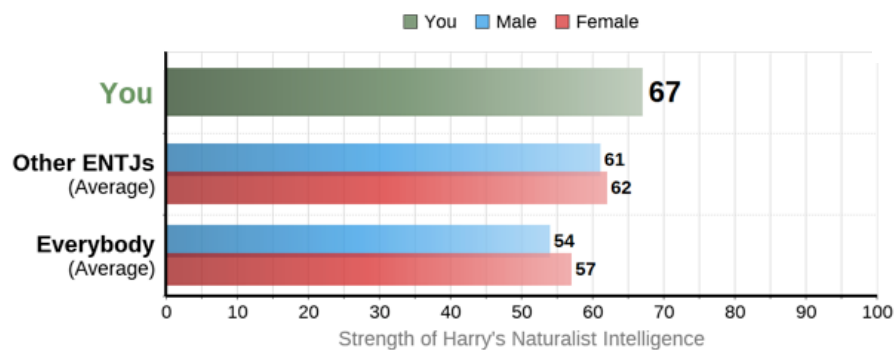
YOUR NATURALIST INTELLIGENCE

Your Naturalist Intelligence is moderately strong. You can compare your score with the averages of others below.

ABOUT NATURALIST INTELLIGENCE

People with Naturalist intelligence have a sensitivity to and appreciation for nature. The Naturalist intelligence focuses on how people relate to their natural surroundings. Naturalists have a special ability to grow plants, vegetables and fruit. They have an affinity for animals and are good at training and understanding them.

Naturalists can easily distinguish patterns in nature. They are aware of and intrigued by weather phenomena. They are good at discovering the wonders of nature. Naturalists love to walk, climb, camp and hike. They enjoy the outdoors. People with Naturalist intelligence are inspired and rejuvenated by nature.



Characteristics of Naturalist Intelligence

Notices natural patterns	animals
Learns through natural contact	Good at gardening
Upset by pollution	Appreciates plants
Comfortable with	Appreciates scenic views

Possible Careers for High Naturalist Intelligence

Animal Trainer	Horticulturist
Breeder	Landscaper
Farmer	Marine Biologist
Park Ranger	Veterinarian
Geologist	Zookeeper

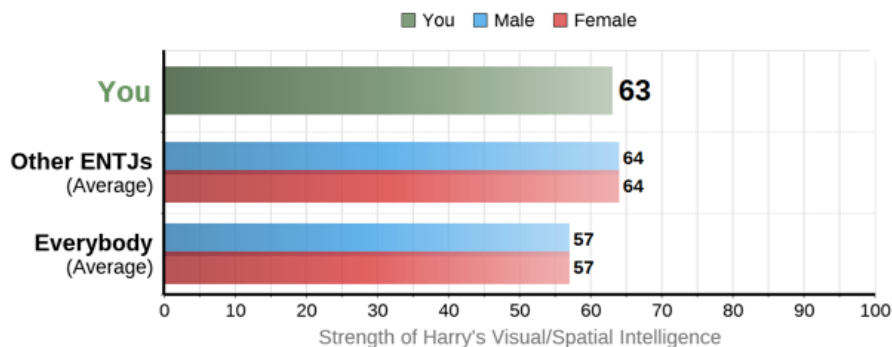
YOUR VISUAL/SPATIAL INTELLIGENCE

Your Visual/Spatial Intelligence is moderately strong. View your score below along with a comparison of averages by gender.

ABOUT VISUAL/SPATIAL INTELLIGENCE

People with Visual/Spatial intelligence are very aware of their surroundings and are good at remembering images. They have a keen sense of direction and often enjoy maps. They have a sharp sense of space, distance and measurement.

People with Visual intelligence learn well through visual aids such as graphs, diagrams, pictures and colorful displays. They usually enjoy visual arts such as drawing, painting and photography. They can visualize anything related to art, fashion, decoration and culinary design before creating it.



Characteristics of Visual Intelligence

Notices colors and shapes	Enjoys photography
Can visualize anything	Appreciates books with pictures
Good at visual puzzles	Good with directions
Enjoys geometry	Remembers places vividly
Loves to draw and paint	Good at artistic composition

Possible Careers for High Visual Intelligence

Architect	Graphic Designer
Art Director	Interior Decorator
Artist	Photographer
Computer Animator	Video Editor
Fashion Designer	Web Designer

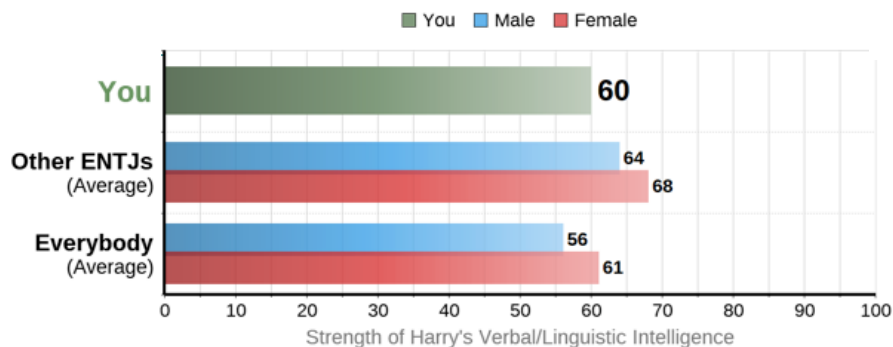
YOUR VERBAL/LINGUISTIC INTELLIGENCE

Your Verbal/Linguistic Intelligence is moderately strong. See how you compare to other ENTJs and everybody else.

ABOUT VERBAL/LINGUISTIC INTELLIGENCE

People with Linguistic intelligence love words. They enjoy reading and writing. Linguistic people are often gifted at learning languages. They appreciate the complexities of sentence structure, word structure, meaning and sound. They savor convoluted words and are quick at learning them. They possess rich vocabularies.

School is an area in which people with Linguistic intelligence often do well. They enjoy lectures and taking notes. They also have the ability to teach others and communicate complex concepts. People with Linguistic intelligence are adept at communicating through the written word and seek to hone their skills.



Characteristics of Linguistic Intelligence

Enjoys writing	Remembers quotes
Good at editing	Likes puns and rhymes
Avid Reader	Enjoys foreign languages
Uses fancy words	Loves English class
Enjoys word games	
Speaks of what they read	

Possible Careers for High Linguistic Intelligence

Copywriter	Newscaster
Court Reporter	Speech Pathologist
Editor	Teacher
Journalist	Translator/Interpreter
Lecturer	Writer
Broadcaster/	

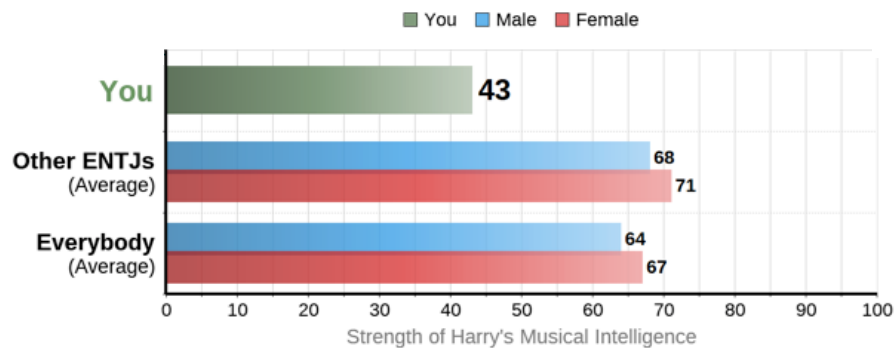
YOUR MUSICAL INTELLIGENCE

Musical is not one of your primary intelligences. The strength of your Musical intelligence is shown on this chart.

ABOUT MUSICAL INTELLIGENCE

People with Musical intelligence recognize sounds and tones with ease. They appreciate music and rhythm. They have a “good ear” for music and can easily learn songs and melodies. They notice when someone is singing off-key. People with musical intelligence are good at imitating sounds or other people’s voice or intonation.

Rhythm and music can be a way for them to memorize concepts. Some people with musical intelligence are especially gifted at composing, singing or playing an instrument. They often have a song running through their head. They often learn well through lectures since they are highly auditory.



Characteristics of Musical Intelligence

Highly auditory	Likes to sing
Can memorize songs	Whistles or taps foot
Has good rhythm	Talented with instruments
Notices off-key notes	Gifted at composing
Enjoys different sounds	Sensitive to noise

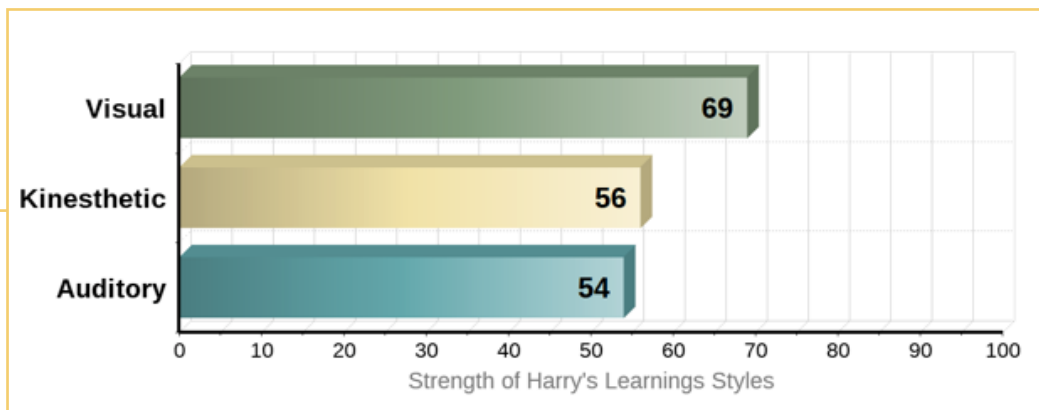
Possible Careers for High Musical Intelligence

Choir Director	Musician
Composer	Record Producer
Conductor	Singer
Disc Jockey	Songwriter
Music Teacher	Studio Technician

YOUR LEARNING STYLES

Discover how you learn by hearing, seeing and doing.

Learning Styles is a theory that suggests people learn better using different methods of learning. We perceive information using our senses. The three most practical senses in learning environments are sight, hearing and touch. The VAK model categorizes these sensory methods of learning as Visual (V), Auditory (A) and Kinesthetic (K) learning styles.



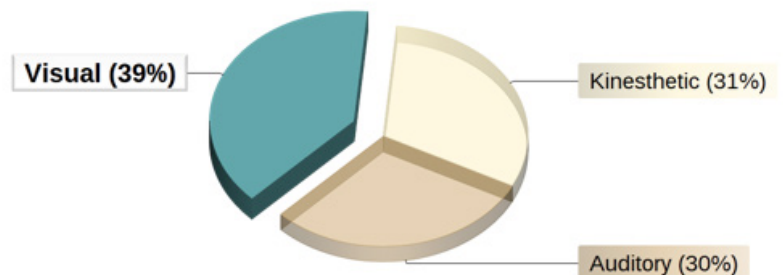
While most people have a dominant learning style, nobody has just one learning style. Everyone uses each of the learning styles to some degree. Some are stronger in one style while others have even strength in all styles. The reality is that we all have a custom “learning style” that is, in varying degrees, a combination of Visual, Auditory and Kinesthetic learning.

It is useful to know the strength of your learning styles as they relate to each other. This allows you to focus on maximizing your learning potential. Recognizing your strengths also helps you to seek learning opportunities that cater to your combination of learning style strengths. In recent years, many educators have started using knowledge of Learning Styles (and Multiple Intelligences) to improve teaching methods in order to reach learners of all types

VISUAL LEARNING AND YOU

Visual is your primary learning style.

Visual style is learning by seeing. You learn visually whenever you gain information from sight. This includes more than just the viewing of pictures and your surroundings. Visual learning also encompasses the written word.



Visual in Relation to Harry's Other Styles

Visual learners benefit greatly from teaching that utilizes illustrations, charts, diagrams, videos, etc. They often feel a need to convert spoken instruction into visual form by taking notes.

Characteristics of a Visual Learner

Good at remembering people's faces

Accurately recognizes body language and facial expressions

Able to picture things in their mind

Good at taking notes in the form of text and doodles

Comprehends visual information such as charts, graphs and diagrams

Recalls appearances with ease

Appreciates pictures and illustrations in books

Enjoys learning from video presentations

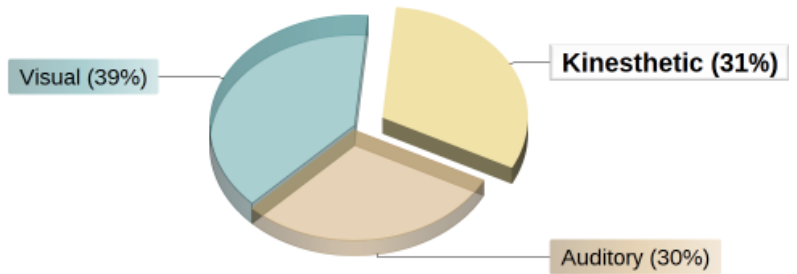
Learns well from flash cards

Notices visual details that others might miss

KINESTHETIC LEARNING AND YOU

Kinesthetic is your secondary learning style.

Kinesthetic style is learning by doing. You learn in this manner whenever you capture new information through the process of physical activity. It is often referred to as a hands-on learning experience.



Kinesthetic in Relation to Harry's Other Styles

Consider how you learned to ride a bicycle. You learned by getting on a bike to experience and practice balancing, steering and pedaling. This experience ultimately taught you how to ride.

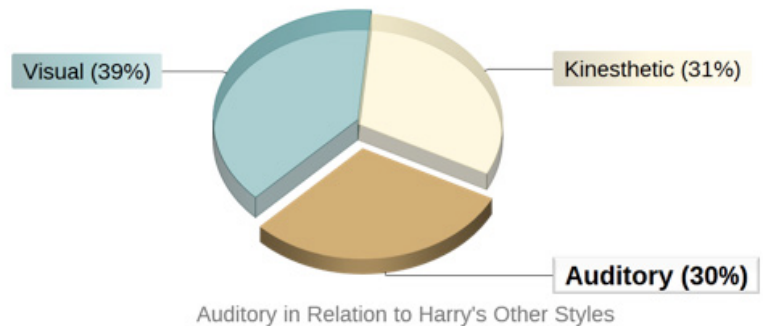
Characteristics of a Kinesthetic Learner

- | | |
|--|--|
| Good at learning through hands-on experience | Would rather participate than watch |
| Often bored with traditional textbook learning | Appreciates opportunities to go on field trips |
| Likes to move around and explore their environment | Gets satisfaction from building with their hands |
| Usually enjoys athletics and physical education | Enjoys classes with physical experiments |
| Likes to touch objects and people | Can become restless without physical activity |

AUDITORY LEARNING AND YOU

Auditory is your least preferred learning style.

Auditory style is learning by hearing. This type of learning is helpful in the classroom environment. During a lecture, an auditory learner is able to easily comprehend, process and retain information.



Auditory learning is not only the ability to listen to spoken word and interpret tone, but to do so with a high level of accuracy and efficiency. Learners with strong auditory ability are able to hear and comprehend without missing much.

Characteristics of a Auditory Learner

Good at remembering people's names

Recalls spoken information with ease

Aware of and easily distracted by sounds

Enjoys listening to audio books and storytelling

Often skilled at speaking

Prefers classes in lecture format

May record lectures to hear again later

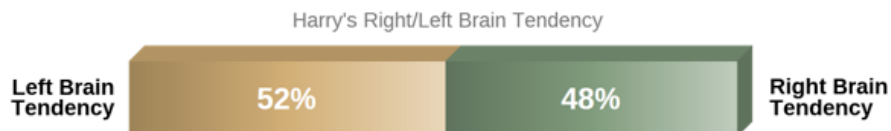
Benefits from reading out loud

Enjoys rhymes and rhythmic pattern in language

Benefits from group discussions

YOUR BRAIN HEMISPHERES

This chart illustrates that you are left-brained and to what extent.



There are two sides of your brain known as hemispheres. Your left hemisphere controls the right side of your body and deals with logical thought and language. Your right hemisphere controls the left side of your body. It handles abstract thought and spatial orientation.

Neuropsychologist Roger W. Sperry developed the right brain – left brain theory in 1960. He believed that the human brain is right or left side dominant and that each side of the brain controls different types of thinking. Some individuals utilize both sides of their brains equally (all use both to some degree) but most people have a greater tendency to think in a certain way.

The majority of people are left brain dominant. Although the typical school environment in modern times tends to favor left brain thinkers with expectations of logical thought and practical action, right brain thinkers who tend to be more imaginative and “outside the box” are equally valuable. Interestingly, right brain dominant people are often left-handed (since each hemisphere controls the opposite side’s hand) which coincides with right brain dominant people being less common (as left-handed people are less common).

Understanding the right brain – left brain theory helps you understand yourself better. It improves your ability to study, learn and process information. It also informs you about the reasons why you prefer certain activities or have certain interests.

Left Brain Characteristics

Logical	Strategic
Linguistic	Knows
Practical	Likes Math
Realistic	Likes Reason
Sequential	Likes Science
Analytical	Critical Thinking

Right Brain Characteristics

Intuitive	Believes
Creative	Recognizes Faces
Imaginative	Expresses Emotions
Idealistic	Likes Music
Random	Likes Art
Appreciates	Sees the “Big Picture”

YOUR PERSONAL DEVELOPMENT

Gain insights into your personal relationships, work and learning.

YOUR LEARNING

Intellectuals (NTs) such as yourself have the ability to acquire, process and master large amounts of information. They have a passion for learning, are inventive and creative. When motivated, their insatiable curiosity leads them to excel in academic endeavors. NTs are attracted to logical investigation and critical experimentation. They are able to decipher the complexities of science, technology and philosophy. Although school is often their natural habitat, if the class content is not challenging, they can become bored. However, if the subject interests them, NTs thrive in academia like few others.

Your learning styles indicate that you learn best by pictures, illustrations, diagrams, charts, demonstrations, videos and visual presentations. This is your Visual learning style. Although you also learn by hearing and doing, seeing is your main mode of learning.

Personalized Learning Strategies

- Take advantage of learning opportunities that will qualify you for positions of leadership.
- Apply your hardworking attitude and skills with organization to your educational endeavors.
- Consider education that places you in a social environment where you are face-to-face with a teacher and other students.
- Take advantage of visual learning by converting what you hear into note form. Use color coding, illustrations, diagrams and concept maps.
- Study areas of interest that you enjoy (increases motivation) and that you have a natural talent for.

YOUR RELATIONSHIPS

The essence of life is relationships. Individual success is closely related to interpersonal abilities. Knowing how your personality plays a role in relationships is crucial to living a fulfilling life.

Intellectuals are imaginative and independent. They are interested in the ideas and thoughts of others. Others enjoy their deep insights and their enthusiasm. Friends and family alike can learn from the Intellectual's wealth of knowledge in one or more areas.

One of the greatest quality of an Intellectual is their thick skin. They take criticism well, can handle conflict and do not get their feelings hurt easily. Their style of communication is direct.

In their romantic relationships, Intellectuals look for mates that will discuss things deeply with them. They often seek independence within the relationship and make healthily competitive, pragmatic partners.

Strategies for Your Relationships

- Focus on the strengths you have with people. As an Extrovert, you are natural in social environments.
- Be careful to recognize when others might be in need of space to operate freely.
- Practice commending others when they do a good job or accomplish something.
- Focus on developing your listening and communication skills to a maximum. They are important elements in every relationship.
- Be yourself when pursuing a new romantic relationship. Otherwise, with time, your partner will perceive that you have changed.

YOUR WORK AND CAREER

Adults spend many hours at work. This reality is why career decisions are among the most important in life. Meaningful work experiences are energizing and fulfilling. Understanding how personality is connected to career satisfaction is important.

Intellectuals (NTs) bring valuable qualities to the work place. They are knowledgeable, self-confident and competent. People who work for them appreciate their vision and insightful contributions. They are future-oriented and creative leaders.

Intellectuals thrive in environments where they have freedom to inquire, investigate and create. They deeply dislike routine and incompetence. They are independent and are not likely to stay “inside the box”. Their greatest addition to the working environment is their originality and expertise.

Strategies for Your Work

- Focus on your work-related strengths including your efficiency, decisiveness and organizational skills.
- Seek positions of leadership and authority to direct others to work effectively together.
- Consider entrepreneurial endeavors. Chiefs such as yourself are often gifted at business innovation.
- Use your Visual learning style to your advantage when learning new skills that will help you work better and further your career.
- When pursuing a career or position, choose one that matches your personality, talents and interests.

YOUR CAREER MATCHES

Earlier in your report, general career matches were shown for your personality type, temperament and intelligences. Listed below are careers related specifically to your personal results across many categories (top matches in bold). Keep in mind that these are only suggestions. There are other careers that you might enjoy.

Accountant	Executive	Psychologist
Actor/Actress	Farmer	Public Relations
Banker	Financial Planner	Receptionist
Business Administrator	Historian	Sales Agent
Business Analyst	Inventor	Scientist
Child Care	Judge	Social Worker
Clergy	Lawyer/Attorney	Supervisor
Coach	Librarian	Systems Analyst
Computer Consultant	Manager	Teacher
Computer Programmer	Mathematician	Technical Specialist
Computer Specialist	Medical Doctor	Technical Writer
Counselor	Military Officer	Theologian
Diplomat	Philosopher	Web Designer
Editor	Pilot	Writer
Engineer	Politician	
Entrepreneur	Professor	

YOUR STRENGTHS

The following list of strengths was compiled based on your personal results. We want to encourage you with this list. Focus on what you are good at. If there are strengths on this list that you do not feel you possess, you may be able to develop them with relative ease since they are closely related to your personality.

Strong work ethic	Intellectually-minded
Focused on the future	Self-aware
Highly committed	Adept at looking inward
Good at communication	Able to work independently
Natural leadership ability	Good with people
Able to strategize	High interpersonal intelligence
Efficient with work	Does well in groups
Quick at making decisions	Strong logical intelligence
Can handle criticism well	Rational-minded
Entrepreneurial-minded	Good at math
Excellent with money	Skilled at visual learning
Able to motivate others	Able to picture things in your mind
Focused on goals	Notices visual details



Personality is that which is most intimate to me—that by which I must act out my life. It is that by which I belong to man, that by which I am able to reach after God; and He has given to me this pearl of great price. It is an immortal treasure; it is mine, it is His, and no man shall pluck it out of His hand.

— Hugh Reginald Haweis