

**The Environmental Management Skillset:
A balance between engineering/science and management.**

Professional Characteristics

Business manager

Overview

A business manager is a person employed by an organization, whether corporation or other, which is engaged in either manufacturing and selling of goods or rendering of services, or both, and operating in any industry or country. This individual is working in a line or staff function such as accounting, auditing, engineering, research and development, finance/treasury, human resources, information technology, manufacturing/service operations, marketing, purchasing, logistics, supply chain, quality, international business, or project management.

He/she may be starting out his/her career as an analyst, specialist, or supervisor and later moving up the ladder to a manager, general manager, senior manager, division/group director, vice president, president, or CEO. (<https://www.apbm.org/pages.aspx/bmdefined>)

Successful managers are excellent communicators and excellent leaders, even when they have no formal authority. Successful managers also have a good understanding of the fundamentals of business.

Personality Traits

(based on Carl Jung's theory of psychological types says each person is "wired" with different tendencies and preferences.)

In general, people who gravitate to business management careers enjoy complex and challenging problems where they can apply their creativity and organization and logic. These people can be visionary and insightful leaders and can be ambitious and hard working. They tend to focus on improving processes, systems and long-term goals. They prefer working with other creative, bright and ambitious people. They are skilled at persuading others, achieving results, decision making and long range planning.

"ENTJs are natural born **leaders**. They live in a world of **possibilities** where they see all sorts challenges to be surmounted, and they want to be the ones responsible for surmounting them. They have a drive for leadership, which is well-served by their quickness to grasp complexities, their ability to absorb a large amount of impersonal information, and their quick and **decisive** judgments."- [Portrait of an ENTJ](#) (The Personality Page)

"...have a strong natural urge to give **structure and direction** wherever they are -- to harness people in the field and to direct them to achieve distant goals."- [The Portrait of the FieldMarshal Rational](#) (Keirse)

"leader, ambitious, **hard working**, dominant, prepared, hates to be bored, confident, opinionated, **analytical**..."- [Jung Type Descriptions \(ENTJ\)](#) (similarminds.com)

"Unequivocating" expresses the resoluteness of the ENTJ's dominant function ([Extraverted Thinking](#)). Clarity of convictions endows these **Thinkers** with a **knack for debate**, or wanting knack, a penchant for argument. The light and heat generated by [Thinking](#) at the helm can be impressive; perhaps even overwhelming." - [ENTJ Profile](#) (TypeLogic)

"At work, ENTJs contribute a wealth of energy directed toward the goals and those of the organization. Their sense of identity is closely tied to how they carry out their responsibilities. They are **curious** about new ideas and theories, evaluating them in terms of their goals. They are very **efficient**, competitive, **strategic**, and task focused." - [ENTJ - The Leader](#) (Lifexplore)

<http://www.mypersonality.info/personality-types/entj/>

Engineer/Scientist

Overview

An **engineer** is a person who is professionally engaged in a field of [engineering](#). Engineers are concerned with developing economical and safe solutions to practical problems, by applying [mathematics](#) and [scientific knowledge](#) while considering technical constraints. As such, the work of engineers is the link between perceived needs of society and commercial applications.

In addition to design and development, many engineers work in testing, production, or maintenance. These engineers supervise production in factories, determine the causes of component failure, and test manufactured products to maintain quality. They also estimate the time and cost to complete projects. Some move into **engineering management** or into sales. In sales, an engineering background enables them to discuss technical aspects and assist in product planning, installation, and use. **Supervisory engineers** are responsible for major components or entire projects. Engineers use computers extensively, for the production and analysis of designs, the simulation and testing of the operation of a machine, structure, or system, and the generation of part specifications. Many engineers also use computers to monitor product quality and control process efficiency. <http://en.wikipedia.org/wiki/Engineer>

A **scientist**, in the broadest sense, refers to any person that engages in a [systematic](#) activity to acquire knowledge or an individual that engages in such [practices](#) and [traditions](#) that are linked to [schools](#) of [thought](#) or [philosophy](#). In a more restricted sense, scientist refers to individuals who use the [scientific method](#). The person may be an expert in one or more areas of [science](#).

Scientists can be motivated in several ways. Many have a desire to understand why the [world](#) is as we see it and how it came to be. They exhibit a strong curiosity about [reality](#). Other motivations are recognition by their peers and prestige, or the desire to apply scientific knowledge for the benefit of people's health, the nations, the world, nature or industries. Only few scientists count generating personal wealth as an important driving force behind their science. <http://en.wikipedia.org/wiki/Scientist>

Engineers and **scientists** are often confused in the minds of the general public, with the former being closer to [applied science](#). While scientists explore nature in order to discover general principles, engineers apply established principles drawn from mathematics and science in order to develop economical solutions to technical problems. In short, scientists study things whereas engineers build things. However, there are plenty of instances where significant accomplishments are made in both fields by the same individual. Scientists often perform [engineering](#) tasks in designing experimental equipment and building [prototypes](#), and some [engineers](#) do first-rate scientific research.

Personality Traits

(based on Carl Jung's theory of psychological types says each person is "wired" with different tendencies and preferences.)

In general, people who gravitate towards careers in engineering and science are logical, individualistic, reserved, and very curious individuals. They focus on ideas, theories and the explanation of how things work. They are especially adept at discussions and debate. They have the ability to focus intently on a subject. They appreciate and respect intelligence in others.

"INTPs are relatively **easy-going** and **amenable** to most anything until their principles are violated, about which they may become outspoken and inflexible. They prefer to return, however, to a **reserved** albeit benign ambiance, not wishing to make spectacles of themselves."

"The INTP is above all a **thinker** and his inner (private) world is a place governed by a strong sense of logical structure. Every experience is to be rigorously analysed, the task of the INTP's mind is to fit each encountered idea or experience into a larger structure defined by logic."

"INTPs live in the world of **theoretical** possibilities. They see everything in terms of how it could be improved, or what it could be turned into. They live primarily inside their own minds, having the ability to **analyze difficult problems**, identify patterns, and come up with **logical** explanations. They seek clarity in everything, and are therefore driven to build knowledge. They are the "absent-minded professors", who highly value intelligence and the ability to apply logic to theories to find solutions."

"The Architects' distant goal is always to rearrange the environment somehow, to shape, to construct, to devise, whether it be buildings, institutions, enterprises, or theories. They look upon the world -- natural and civil -- as little more than raw material to be reshaped according to their design..."

"INTPs contribute a logical, **system-building** approach to their work. They like being the architect of a plan, because of the scheming and thinking involved, far more than being the implementer of that plan. Implementation tends to be drudgery. They are content to sit back and think about what might work, given their view of the situation. INTPs may ignore standard operating procedures. The hours that they spend are not what is important to them, but rather the completion of their thought process"

"**likes solitude**, not revealing, unemotional, **rule breaker**, avoidant, familiar with the darkside, skeptical, acts without consulting others" – Jung

<http://www.mypersonality.info/personality-types/intp/>