

ESTP

Extravert, Sensing, Thinking, Perceiving

ESTPs represent approximately 13% of the American population.

Potential Strengths

ESTPs are friendly, energetic, and active people with great powers of observation and the ability to be completely in the moment at all times. They are realistic, curious, and pragmatic, tending to speak directly and clearly without worrying about hidden meanings or ulterior motives. ESTPs are usually easygoing but can be firm believers in taking responsibility for one's self. They tend to like activities that are active and physical in nature and enjoy a certain amount of risk taking.

Spontaneous and playful, ESTPs enjoy being at the center of attention and are often the life of a party. They are good at noticing the specific details of any situation, sizing up a problem and then quickly responding to it. They are better at immediate rather than long-range problem-solving. ESTPs can be good negotiators and tough, logical decision makers when necessary, but they prefer a "live and let live" attitude and lifestyle.

Potential Weaknesses

Because ESTPs live so totally in the present moment, they often avoid planning ahead any further than is absolutely necessary. This can result in a disorganized and frantic pace whenever they must meet a deadline. ESTPs don't naturally see future implications or read between the lines to discover more subtle meanings. They tend to be skeptical of the viability of possibilities when they have not firsthand experience on which to draw.

While ESTPs can be funny and charming, they can appear insincere when they rely too heavily on humor rather than genuine emotion when responding to others. They can be so eager to respond to or to take advantage of a fun or exciting opportunity, they may neglect their responsibilities or forget their previous commitments. They are often surprised to learn they have offended or hurt the feelings of others and need to slow down and consider the possible consequences of their impulses before acting.

As an ESTP, I am good at . . .

- Making an accurate and efficient assessment of a current situation
- Working with a variety of people, making quick connections with others
- Noticing and remembering facts and details
- Public speaking, sales, and negotiating
- Starting projects with energy and exciting others to participate
- Using my hands and tools efficiently and skillfully

I need to watch my tendency to . . .

- Forget, resist, or ignore the rules and procedures of organizations
- Speak before I think things through carefully
- Take on more projects than I can finish within deadlines
- Accept things at face value without looking beyond the obvious
- Be too casual with authority and insensitive to co-workers

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What I need in a career for it to be satisfying

1. The opportunity to have personal and direct involvement with my projects where, at the end of the day, I can see the tangible results of my efforts.
2. The freedom to work in a relaxed and friendly environment with opportunities to interact throughout the day with a variety of different people.
3. An environment with a minimum of rules and restrictions where I am in charge of my time and responsible for my actions.
4. The opportunity to use my excellent logical reasoning to determine the best and most efficient solutions to tactical problems.
5. A constantly changing and interesting environment, with plenty of excitement, challenge, fun ways to demonstrate my abilities to respond to immediate challenges.

Careers to consider

Financial Advisor	Police/Corrections Officer	Paramedic
General Contractor	Entrepreneur	Auctioneer
Stockbroker	Physical Therapist	Pilot
Insurance Salesperson	Investigator	Investor/Banker
News Reporter	Promoter	Chef/Cook
Tour Agent	Craftsperson/Artisan	Carpenter
Athlete/Coach	Land Developer	Real Estate Broker
Sportscaster	Restaurateur	Actor/Performer
Pilot	Firefighter	Farmer

Recommendations for the job search

1. **Using my strengths, I excel when I:**
 - Use my extensive network of friends and contacts
 - Run an organized and efficient job search
 - Gather all known facts about potential jobs
 - Make decisions based on a realistic assessment of myself and the job
 - Present myself as a capable, competent candidate for the job
 - Give specific examples of my past experiences and accomplishments
2. **Avoiding my weaknesses, I need to:**
 - Be willing to look beyond the moment and what is already known
 - Develop a career plan that considers my future as well as present
 - Follow through on commitments and honor deadlines
 - Be willing to make decisions along the way to rule out options
 - Resist the urge to take stop-gap jobs even when the process seems to take too long
 - Communicate seriousness and genuine appreciation for help received from others