

ESTP

ESTPs make the most of each moment



EXTRAVERTED SENSING THINKING PERCEIVING

In general, ESTPs are action oriented, pragmatic, outgoing, and realistic people. In situations that require resourcefulness, they use their quickness and flexibility to find the most efficient route to accomplishing whatever needs to be done. They are lively, entertaining, and fun. They like to be where the action is and participate fully in what is happening. Characteristically, they are direct with their comments and mince no words. They are at their best in situations that require an orientation to the present and a direct, no-nonsense, pragmatic approach.

- ESTPs are active, easygoing, and spontaneous; they enjoy the present moment rather than planning for the future
- They are extremely realistic; they rely on and trust what their senses tell them
- ESTPs are good problem solvers; they are able to grasp underlying principles and make decisions based upon what is logical, rather than on how they feel about things
- They are outgoing, versatile, and funny, and may have an endless supply of jokes/stories for whatever situation they find themselves in

Choosing a Major

- Decide by trial and error
- Seek part-time work to try out options
- Tend to seek majors and careers requiring action, flexibility, and dealing with the real world, such as engineering, construction, production, recreation, police work, marketing, health technology

Learning Style

- Prefer first-hand experience
- Ability more likely to show in actual situations than on written tests
- Impatient with ideas or theories that can't be directly tested
- May experience difficulty in classroom because few college instructors are their type
- Like to get their facts straight

Reading, Writing, Studying

- May jump from subject to subject while studying
- Frequently organize study groups that turn into play
- Interested in physical activity; report no hours per week of non-required serious reading
- Would rather show someone what they know than write about it, but can write more easily by dictating first drafts
- Need to revise drafts by presenting the bottom line and removing excessive data

Playing

- Enjoy physical exercise and sports
- Roommates find them happy-go-lucky, gifted at easing tense situations
- Like to entertain their dates
- May enjoy playing so much that work is sometimes forgotten

Possible Causes of Stress

- Abstractions and theories that seem irrelevant
- May offend roommates by being too blunt
- May act too quickly without checking how actions affect others
- May lack clear sense of direction
- May get so caught up in activities that studies are ignored

Dealing with Stress

- Naturally spontaneous and adaptable
- Like physical activity to reduce stress
- Like risktaking and new experiences to relieve tension
- Need to trust hunches when taking multiple-choice tests
- May need to slow down and weigh the pros and cons before acting

Work Related Strengths:

- Observant, with an excellent memory for factual information
- Able to see what needs to be done and realistic about what is necessary to complete it
- Usually enjoy sales and negotiations
- Adaptable with many different kinds of people
- Good at initiating enterprises; natural promoters

Work Related Weaknesses:

- May not see the long-term consequences of actions
- May be blunt and insensitive to feelings of others
- Easily feel restricted by rules and regulations
- Often intolerant of administrative details and procedures
- Can act irresponsibly about deadlines and timetables

CAREER SATISFACTION means doing work that:

1. Lets me meet and interact spontaneously with many people; offers something different every day; and is fun
2. Lets me use my keen powers of observation and my capacity for absorbing and remembering facts
3. Lets me use my ability to search for solutions to problems, using first-hand experience and then critically analyzing solutions to find the best ones
4. Is active and full of adventure and fun, where things happen quickly, and where I am allowed to take risks and be alert to new opportunities
5. Lets me respond to unplanned situations, using unconventional approaches, where I can skillfully negotiate satisfactory solutions
6. Is done in an environment without a lot of rules or restrictions, where I work with other practical and lively people and am able to enjoy free time after completing assignments
7. Lets me organize myself as I go along and as I deem necessary, rather than according to someone else's standards
8. Is practical and logical, where I can use my reasoning abilities to find discrepancies or flaws in the logic of a system and fix it on the spot
9. Leaves me free to respond to a crisis and work in an expedient manner dealing with pressing issues
10. Involves real people and things, not theories or ideas; where efforts are directed to producing a tangible product or service

Popular Occupations for ESTPs

In listing occupations that are popular among ESTPs, it is important to note that there are successful people of all types in all occupations. However, the following are careers ESTPs may find particularly satisfying and some of the reasons why. This is by no means a comprehensive listing but is included to suggest possibilities you may not have previously considered. Although all of these occupations offer the potential for career satisfaction, the future demand for some careers is anticipated to be greater than for others.

Sales/Service/ "Action"

Police officer	Firefighter
Paramedic	Detective
Investigator	Corrections officer
Real estate agent	Emergency medical technician (EMT)
Exercise physiologist/sports medicine	Respiratory therapist
Flight attendant	Sports merchandise sales
Insurance fraud investigator	Private investigator/detective
Personal fitness trainer	Flight instructor
Flight engineer	Commercial helicopter pilot
Ship and boat captain	Military officer
Intelligence specialist	Probation officer
Gambling establishment manager	Criminologist and ballistics expert
Insurance adjuster, examiner	

Many ESTPs find careers in area of civil service to be satisfying because they offer a high degree of action, variety, and opportunity to interact with many people from diverse backgrounds. Many of these positions require ability to think and react quickly to rapidly changing situations and keep cool under stress. Naturally curious and observant, ESTPs often make excellent detectives and investigators.

Finance

Personal financial planner	Auditor
Stockbroker	Banker
Investor	Insurance sales
Budget analyst	Insurance agent/broker

The world of finance is often interesting to ESTPs, especially when it involves rapidly changing situations and contains a certain amount of risk. A love of excitement and risk taking means they often do well gambling or "playing" in the stock market. They are realistic and pragmatic people, enjoying careers that require problem solving, even if it means using unconventional approaches. Most of these areas of finance include lots of interaction with the public, and ESTPs' friendly and easygoing style helps them meet people and acquire new clients.

Entertainment/Sports

Sportscaster	News reporter
Promoter	Tour guide and agent
Dancer	Bartender
Auctioneer	Professional athlete/coach
Fitness instructor/trainer	Entertainment agent
Radio and television talk show host	Television camera operator
Musician	Studio, stage, and special effects technician
Actor or performer	

These "entertainment" careers offer plenty of opportunity to have fun, a critical element in career satisfaction for ESTPs. ESTPs live for the here and now and enjoy work that lets them be active and lively. They are natural promoters yet also enjoy the adventure and thrill of performance. Many ESTPs are sports fans and excel in jobs where sports are central, including competing with and training others. They prefer to work around other people as much as possible and can be charming and persuasive bartenders and auctioneers.

Trade/ "Hands-On"

Carpenter	Craftsperson/artisan
Farmer	General contractor
Construction worker	Chef/cook
Electrical engineer	Electronics specialist
Technical trainer (classroom setting)	Logistics and supply manager (manufacturing)
Surveyor	Network integration specialist (telecommunications)
EEG technologist/technician	Civil engineer (repairs of transportation infrastructure)
Industrial/mechanical engineer	Radiological technician
Aircraft mechanic	Marine biologist
Data processing equipment repairer	Property manager: commercial/residential
Systems support operator and installer	Developer of electronic games
Lawn service manager	Transport coordinator
Park naturalist	Audiovisual specialist
Landscape architect	Forester
Exercise physiologist	Chiropractor
Teacher: trade and industrial, technical	Aviation inspector
Soil conservationist	Professional photographer
Wilderness adventure leader	Airplane dispatcher and air traffic controller
Construction carpenter	Flight attendant
Travel agent	Construction and building inspector
Blacksmith	Eco-tourism specialist
Ship carpenter and joiner	

The appeal of the trades to ESTPs is the opportunity to work with real things and use tools in efficient, economical, and skillful ways. They usually have good mechanical understanding and work well with their hands. ESTPs like working for themselves as long as they have the chance to be around other people. They enjoy the physical and active nature of these careers, including the sometimes high pressure of working within tight time frames (for example, in farming or cooking).

Business

Real estate agent	Entrepreneur
Land developer	Wholesaler
Retail sales	Car sales
Franchise owner	Management consultant: business operations
Internet marketer	Insurance claims examiner, property and casualty
Product safety engineer	

In general, many ESTPs find the world of business too restrictive and slow-paced to be satisfying. However, these careers offer more flexibility in schedule, personal freedom, and variety, which may capture the ESTPs attention. ESTPs are excellent entrepreneurs, enjoying the element of risk found in starting a new business enterprise or being a developer. Because they are good at sensing subtle cues from other people, they make great salespeople. They enjoy the negotiation process and are fair arbitrators. They enjoy the competitive nature of insurance or car sales and do well within systems that offer incentives and prizes for sales goals.

Remember, these are only some areas that provide satisfying expression for the unique natural talents of the ESTP.