

~ REPORT FOR ~

E N T P

EXTRAVERTED • INTUITIVE • THINKING • PERCEIVING



YOU'RE AN **ENTP**

ENTP stands for **Extraverted, iNtuitive, Thinking, Perceiving**.
Each letter of your personality type describes a key aspect of who you are.



EXTRAVERSION

Your Energy Style

Lively, Energetic,
Quick-Witted, Clever

Your energy style is Extraversion (in contrast with Introversion). This dimension describes how you manage your energy.

Extraverts are energized by engaging with other people. They approach the world enthusiastically and want to experience the excitement of life.

You enjoy:

- Interacting with people
- Being in busy surroundings
- Engaging with the outside world
- Expressing thoughts and feelings
- Being noticed by others
- Stimulation and activity

INTUITION

Your Cognitive Style

Inventive, Imaginative,
Entrepreneurial,
Futuristic

Your cognitive style is Intuition (in contrast with Sensing). This dimension describes how you process information.

Intuitives process information in an abstract, imaginative way. They focus on ideas and concepts that cannot be directly observed.

You like to focus on:

- Observing patterns and connections
- Interpreting meaning
- Imagining potential
- Ideas and concepts
- Innovation and creativity
- Possibilities for the future

THINKING

Your Values Style

Analytical, Logical,
Objective,
Unsentimental

Your values style is Thinking (in contrast with Feeling). This dimension describes your orientation to personal values.

Thinkers value logic, competence, and objectivity. They believe that every person has a responsibility to take care of him or herself.

You are concerned with:

- Using logical reasoning
- Being unbiased and impartial
- Considering costs and benefits
- Seeking consistency and justice
- Keeping a competitive edge
- Making objective decisions

PERCEIVING

Your Self-Management Style

Open-Minded, Adaptable,
Spontaneous,
Changeable

Your self-management style is Perceiving (in contrast with Judging). This dimension describes how you organize your life.

Perceivers like freedom and spontaneity. They have a carefree attitude towards life and would rather be flexible than structured.

You prefer to:

- Be free to do what interests you in the moment
- Make the rules up as you go
- Have the freedom to be flexible
- Brainstorm options
- Do things when inspiration strikes
- Go with the flow and enjoy surprises

KNOWING YOURSELF

As an ENTP, you are energized by challenge and are often inspired by a problem that others perceive as impossible to solve.

You rely on your ingenuity to deal with the world around you, and rarely find preparation necessary.

You will often jump into a new situation and trust that you will adapt as you go.

You enjoy playing with ideas and especially like to banter with others.

You use your quick wit and command of language to keep the upper hand with other people, often cheerfully poking fun at their habits and eccentricities.

While you enjoy challenging others, in the end you are usually happy to live and let live.

You are rarely judgmental, but you may have little patience for people who can't keep up.

You are a master of re-inventing the wheel and often refuse to do a task the same way twice.

You question norms and often ignore them altogether. Established procedures are uninspiring to you, as you would much rather try a new method (or two) than go along with the standard.

You are confident in your ability to think creatively, and may assume that others are too tied to tradition to see a new way.



CORE VALUES

- CHALLENGE
- INNOVATION
- ANALYSIS
- INDEPENDENCE



YOUR KEY MOTIVATORS

- CONFRONTING CHALLENGES
 - IMAGINING NEW POSSIBILITIES
 - ANALYZING ISSUES AND IDEAS
 - FINDING INNOVATIVE SOLUTIONS

DEALING WITH OTHERS



YOU CONNECT BY

- DISCUSSING IDEAS AND THEORIES
- SOLVING PROBLEMS CREATIVELY
 - SHARING NEW EXPERIENCES
 - APPRECIATING UNCONVENTIONAL PERSPECTIVES

HOW YOU APPEAR TO OTHERS

You are friendly and charming. You usually want to be seen as clever and may try to impress others with your quick wit and incisive humor.

You are curious about the world around you, and want to know how things work. For you, however, the rules of the universe are made to be broken.

You like to find the loopholes and figure out how you can work the system to your advantage. This is not to say that you are malicious; you simply find rules limiting, and believe there is probably a better, faster, or more interesting way to do things that hasn't been thought of before.

You are likely to be entrepreneurial and may be quick to share a new business idea or invention.

You are confident and creative, often excited to discuss your many ingenious ideas.

Your enthusiasm for innovation is infectious, and you are often good at getting other people on board with your schemes. However, you are fundamentally a "big-picture" person, and may be at a loss when it comes to recalling or describing details.

You are typically more excited about exploring a concept than you are about making it a reality, and can seem unreliable if you don't follow through with your ideas.



YOU COMMUNICATE BY

- ADVOCATING FOR CHANGE
 - SHARING LOGICAL CRITIQUES
 - EXPLORING THEORIES AND IDEAS
- CHALLENGING CONVENTION



YOUR RELATIONSHIP STYLE

- You are exciting and creative, and connect with people who share your drive to explore and understand the world.
- You have a knack for understanding people, and are an agile communicator, so you tend to make friends quickly and easily.
- At times, you can be challenging and outspoken, however, you do best with emotionally resilient people who understand that you mean no offense with your logical analysis.

YOUR COMMUNICATION STYLE

- You are a lively and agile communicator who speaks in terms of the "big idea."
- You like to explore possibilities and make connections with the information you receive.
- You love innovative solutions and are enthusiastic about change, but you are also highly analytical and will not hesitate to criticize ideas that don't hold up to your logical analysis.



FINDING YOUR CALLING



YOUR IDEAL WORK ROLES

- VISIONARY INNOVATOR
 - DYNAMIC LEADER
- IMAGINATIVE INVENTOR
- DARING ENTREPRENEUR

HOW YOU WORK

At work, you are concerned with applying innovative solutions to challenging problems to improve the efficiency and effectiveness of systems.

You often take an entrepreneurial approach to your work and prefer to approach tasks in a casual and unstructured way, with few limitations on your ingenuity.

You prize competency and often want to be the expert.

You enjoy work that demands continual improvement in your knowledge and skills.

You value power, and want a career that allows you contact with powerful people and the opportunity to increase your own influence.

You are an ideas person, and chafe at routine. You get bored very quickly when required to repeat a task or attend to details.

You do best when your work is highly conceptual, and allows you to solve problems creatively without having to think through the details.



YOUR IDEAL WORK ENVIRONMENT

- CHALLENGING AND DYNAMIC
- VALUES CRITICAL THINKING
- FOCUSED ON LOGICAL PROBLEM-SOLVING
- RESPECTS AUTONOMY

FINDING YOUR CALLING



YOUR TEAMWORK STRENGTHS

- DEVELOPING INNOVATIVE IDEAS
- MOTIVATING OTHERS TO TAKE ACTION
- ANTICIPATING LONG-TERM EFFECTS
- FACING CHALLENGES HEAD-ON

YOUR TEAMWORK STYLE

You are an ingenious, entrepreneurial team member who wants to explore new and creative ideas.

You are often excited by an opportunity to brainstorm, and love discussing innovative solutions with other people.

While you enjoy working with others, you sometimes feel they slow you down. Your quick thinking often puts you two steps ahead.

YOUR LEADERSHIP STYLE



YOUR LEADERSHIP STRENGTHS

- SHARING CREATIVE VISIONS
- ENCOURAGING INDEPENDENCE
- COMMUNICATING EFFICIENTLY
- ASSESSING SYSTEMS AND PROCESSES RATIONALLY

In leadership positions, you are imaginative and enterprising.

You tend to be intellectually competitive, and want a team that can keep up.

You are likely to encourage independence and creative thinking among your reports, but will subject any new ideas, including your own, to a thorough and critical analysis.

TOP CAREERS FOR YOUR ENTP TYPE

ENTPs typically choose a career that allows them to use their ingenuity to create novel solutions to complex problems. ENTPs often like to lead, especially in cutting-edge industries like technology or the sciences. Business holds a strong appeal for the entrepreneurial ENTP, who enjoys starting new initiatives.

Keep in mind, there are many careers that may be appropriate for you which are not listed here. However, the careers listed here give a representative sample of the top trends for ENTPs in their careers, and thus can give you an idea of where you might find satisfaction.



BUSINESS AND LEADERSHIP

- Executive
- Entrepreneur
- HR Recruiter
- Management Consultant
- Marketing Manager
- Sales Manager
- Corporate Trainer
- Property Manager
- Venture Capitalist
- Ad Account Executive
- Stockbroker
- Politician
- Attorney
- Public Administrator
- Health Care Administrator
- Education Director
- Cost Estimator
- Detective



ARTS AND DESIGN

- Architect
- Industrial Designer
- Urban Planner
- Art Director
- Producer or Director
- Photographer
- Actor
- Creative Director



SCIENCES

- Geologist
- Criminalist
- Chiropractor



ENGINEERING AND TECHNOLOGY

- Internet Architect
- Industrial Engineer
- Environmental Scientist
- Drafter
- Aerospace Engineer



LANGUAGE AND COMMUNICATIONS

- Public Relations Specialist
- Reporter
- Copywriter
- Journalist



SALES AND SERVICE

- Real Estate Agent
- Financial Planner



SOCIAL SCIENCE

- Political Scientist
- Market Researcher
- Social Scientist
- School Psychologist
- Organizational Psychologist

YOUR PERSONAL STRENGTHS

CURIOSITY

You love learning about the world and how things work, always looking to increase your knowledge.

CHARM

You have a winning personality, and others cannot help but be infected by your enthusiasm.

INNOVATION

You are never content with the status quo; you believe there is always something new to try.

AUTONOMY

You do not need to be micromanaged; you work best when you are free to find your own way.

YOU AT YOUR BEST

At your best, you are curious, clever, and ready to be challenged.

You enjoy learning and understanding the world around you, and tend to easily recognize patterns and connections.

You are skeptical, never one to accept anything without scrutinizing it logically.

You are excited by possibilities, and use your creativity to find ways to make them a reality.

To perform at your best, look for opportunities that are challenging and dynamic.

You are a quick learner and flexible, and tend to adjust to changing environments easily.

You love solving complicated problems, and will be most satisfied when you feel that your creativity and intellect are being put to good use.



OPPORTUNITIES FOR EXCELLENCE

- Indulge in your love of exploration. Learn new systems and processes, so you can blaze a trail for everyone else.
- Take advantage of your ingenuity. Keep an eye out for ways to streamline and enhance procedures.
- Talk about what inspires you. Your natural enthusiasm will draw people to you and your vision.
- Be proactive and anticipate needs. You will build trust in your abilities by demonstrating that you can work independently.



POTENTIAL PITFALLS

- Watch out for your competitive nature. It's good to push yourself, but take care not to run over others' opinions and perspectives.
- Find ways to improve your focus and commitment. You are energized by new ideas, and may lose interest before you've followed the idea through to its completion.
- Avoid roles that require you to focus on managing details, rather than problem-solving. You need the stimulation and challenge of tackling important issues, and do not have the focus to truly enjoy detail-oriented work.
- Work on increasing your attention to practical consideration. Your excitement for new ideas and possibilities will be best served if you are also fully aware of present realities.