

~ REPORT FOR ~

E S T P

EXTRAVERTED • SENSING • THINKING • PERCEIVING



YOU'RE AN **ESTP**

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



EXTRAVERSION

Your Energy Style

Outgoing,
Friendly, Engaging,
Energetic

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

SENSING

Your Cognitive Style

Hands-On,
Practical, Observant,
Physical

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

Sensors process information in a concrete, realistic way. They focus on observing and recalling facts and details.

You like to focus on:

- Observing sights, sounds, sensations
- Noticing details
- Experiencing the present moment
- Concrete, provable facts
- Realism and practicality
- Knowledge from past experience

THINKING

Your Values Style

Logical, Objective,
Pragmatic,
Outspoken

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

Responsive,
Spontaneous, Adaptable,
Adventurous

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

■ Your focus is action in the moment.

■ You are engaged with your environment and solve practical problems quickly.

■ You are excellent in emergencies, when you can apply your logical reasoning to situations where immediate action is necessary.

■ Long-term goals are less interesting to you, as you prefer to see tangible results in the moment.

■ You bring a sense of dynamic energy to your interactions with others and the world around you.

■ You are likely a natural athlete; you easily navigate your physical environment and are probably highly coordinated.

■ You like to use this physical aptitude in the pursuit of excitement and adventure, and often enjoy putting your skills to the test in risky or even dangerous activities.

■ Active and playful, you are often the life of the party and have a good sense of humor.

■ You use your keen powers of observation to assess your audience and adapt quickly to keep interactions exciting.

■ Although you typically appear very social, you are rarely sensitive; you prefer to keep things fast-paced and silly rather than emotional or serious.



YOUR KEY MOTIVATORS

- APPRECIATING THE MOMENT
- ENGAGING THE PHYSICAL WORLD
- TESTING YOUR ABILITIES
- PURSUING NEW EXPERIENCES



CORE VALUES

- ENERGY
- ADVENTURE
- PRAGMATISM
- RESOURCEFULNESS

DEALING WITH OTHERS



YOU CONNECT BY

- FINDING ADVENTURE
- SHARING PHYSICAL ACTIVITY
- CHARMING AND PERSUADING
- DEVELOPING PRACTICAL AND LOGICAL SOLUTIONS

HOW YOU APPEAR TO OTHERS

- The first thing people notice about you is likely to be your energy.
- You're often chatting, joking and flirting with friends and strangers alike.
- You enjoy engaging playfully with others and amusing everyone around you with your irreverent sense of humor.
- You tend to keep people on their toes, never quite knowing what you will poke fun at next.
- You are unabashedly gregarious with people, but your interest in individuals may not last long; you are more likely to work a room, having a laugh with everyone, than you are to engage in depth with any one person.

■ You are comfortable in your physical environment and are always looking for some action or activity.

■ You tend to be the most naturally coordinated of all the types and usually can be found playing sports or engaging in various physical activities, especially ones with an element of danger.

■ You are the stereotypical "adrenaline junkie" and may be found skydiving or motorcycle racing.



YOU COMMUNICATE BY

- NEGOTIATING OBSTACLES
 - CHOOSING ACTION OVER DISCUSSION
 - CHARMING AND ENGAGING OTHERS
 - FOCUSING ON IMMEDIATE ISSUES



YOUR RELATIONSHIP STYLE

- You are fun-loving and flirtatious.
- You love excitement, and bond with others through activity and adventure.
- Although you are charming and popular, you may be hard to get to know, due to your resistance to sharing emotionally. This suits you just fine, however, as you are expressive physically, but have little patience for in-depth emotional exploration.

YOUR COMMUNICATION STYLE

- You tend to be a persuasive, energetic communicator.
- You quickly observe the realities of the present situation and engage others to take action on practical problems.
- You speak freely, and can be blunt and impatient in getting your message across.
- You are often charming, a master at negotiating with others so that you can achieve your goals.



FINDING YOUR CALLING



YOUR IDEAL WORK ROLES

- PRACTICAL PROBLEM-SOLVER
- RESPONSIVE FIREFIGHTER
 - RESOURCEFUL ARTISAN
- ENERGETIC MOTIVATOR

HOW YOU WORK

At work, you are motivated to solve logical problems in the moment.

You have a solid grasp of the concrete realities of a situation and a good sense of the resources at your disposal.

Because you understand the facts of the present, you are often able to quickly see a way out of difficult situations.

You rely on past experience to choose the best approach for the situation at hand.

You are concrete and hands-on, and have a kinetic sense of how things work.

Although you may have trouble envisioning abstract ideas, you are flexible in your approach: if something sounds logical, you are usually willing to give it a try.

You may prefer careers that take advantage of your athleticism, mechanical skills, or your ability to negotiate your physical surroundings.

You tend to prefer objects to ideas and often like a tangible product.

You may have trouble sitting still and likely avoid being stuck behind a desk whenever possible.



YOUR IDEAL WORK ENVIRONMENT

- FLEXIBLE AND DYNAMIC
- CHALLENGING INTELLECTUALLY
- FOCUSED ON PRACTICAL PROBLEM-SOLVING
- VALUES LOGICAL ANALYSIS

FINDING YOUR CALLING



YOUR TEAMWORK STRENGTHS

- NAVIGATING OBSTACLES EFFICIENTLY
- RECOGNIZING PRACTICAL CONCERNS
- ADAPTING TO CHANGING ENVIRONMENTS
- SEEKING COMPROMISE

YOUR TEAMWORK STYLE

You are an enthusiastic participant who enjoys identifying resources and moving dynamically through problems to find practical solutions.

You're often great in a crisis, when your flexibility and action orientation makes you a clear head in the crowd.

You may act as the voice of reason and will typically point the group toward using available means to take immediate action.

YOUR LEADERSHIP STYLE



YOUR LEADERSHIP STRENGTHS

- PERSUADING OTHERS
- DISCOVERING IMMEDIATE SOLUTIONS
- AVOIDING BUREAUCRACY
- ACTING EXPEDITIOUSLY

You are eager to take charge, especially in a crisis situation.

You are dynamic and enthusiastic, and have an infectious energy in a leadership role.

You are often a powerful persuader, reading others to understand their needs and move them toward your own point of view.

Blunt and assertive, you offer honest feedback, and disdain office politics in favor of practical problem-solving.

TOP CAREERS FOR YOUR ESTP TYPE

ESTPs typically choose a career that allows them to engage in logical problem-solving in an active environment. ESTPs enjoy hands-on work and are often found working outdoors. They are also at home in the business world, where their energy and action-oriented approach make them well suited to sales and leadership positions.

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 ESTPs in their careers, and thus can give you an idea of where you might find satisfaction.



ACTION

- Military Officer
- Police Officer
- Firefighter
- Air Traffic Controller
- Paramedic
- Television Reporter



ENGINEERING AND TECHNOLOGY

- Airline Pilot
- Flight Engineer
- Civil Engineer
- Mechanical Engineer
- Vocational Teacher



HEALTH CARE

- Exercise Physiologist
- Biologist
- Chiropractor
- Respiratory Therapist
- Radiology Technician



BUSINESS AND LEADERSHIP

- Land Developer
- Stockbroker
- Sales Manager
- Property Manager
- Insurance Agent
- Hotel Manager
- Factory Supervisor
- Cost Estimator
- Chief Financial Officer
- Chief Information Officer
- Budget Analyst
- Financial Planner



SALES AND SERVICE

- Flight Attendant
- Restaurant Owner
- Chef
- Bartender
- Photographer
- Fitness Instructor
- Real Estate Broker
- Sales Engineer



MECHANICS AND CONSTRUCTION

- General Contractor
- Building Inspector
- Surveyor
- Mechanic
- Carpenter



NATURE AND OUTDOORS

- Landscape Architect
- Farmer or Rancher
- Forester
- Athletic Trainer

YOUR PERSONAL STRENGTHS

REASON

You have a direct and no-nonsense approach, and strive to make rational and pragmatic decisions.

ENERGY

You are fun and outgoing, and use your enthusiasm to keep people interested and engaged.

PERSUASIVENESS

You're an excellent negotiator who knows how to win people to your side.

RESOURCEFULNESS

You use your attention to detail and flexibility to quickly understand what needs to be done in a crisis.

YOU AT YOUR BEST

At your best, you are an enthusiastic risk-taker, focused on solving problems and improving systems.

You are a quick thinker, immediately recognizing and absorbing relevant details.

You are an excellent negotiator, and have a talent for persuading others to see your point of view.

You never let yourself be held back by rules or procedures, nor back down from a challenge.

To perform at your best, look for opportunities to put your energy and affinity for taking risks to good use.

You work well with a team, as you keep things lively and fun.

You are also excellent in a crisis, able to think on your feet and understand the core of a problem.

Dynamic work environments that provide you with varied responsibilities are especially fulfilling for you, as you are bored by routine tasks.



OPPORTUNITIES FOR EXCELLENCE

- Look for ways to engage and connect through activity, you'll strengthen relationships and help diffuse stress.
- Choose roles that allow you to analyze and evaluate. You have a talent for seeing right through to the core of a problem.
- Look for opportunities to negotiate. Your persuasiveness and charm can help you maneuver around obstacles.
- In times of crisis, don't shy away from taking control. You think quickly on your feet, and others will appreciate your ability to adapt.



POTENTIAL PITFALLS

- Avoid roles that require you to focus on long-term planning and strategizing. You do best when you're able to focus on what needs to be done in the moment, rather than speculating about the future.
- Remember to show your appreciation for others. Your preference for logic and objectivity can make you appear cold and blunt at times, so it's important to balance your critiques with praise.
- Work on ways to stay focused and on task. You prefer to work independently, but there may be times when others need to know that you are sticking to the schedule in order to maintain their faith in your abilities.
- Work on your ability to forecast the long-term effects of your plans. Your tendency to focus on immediate concerns could cause you to overlook problems in the future.