

ESTP Extraverted - Sensing - Thinking - Perceiving
“Let’s Get Busy!”

As an ESTP, 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 these 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 my 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 my efforts are directed to producing a tangible product or service.

Work-related strengths and weaknesses of ESTPs include:

STRENGTHS:

Observant, with 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

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 time-tables

Popular Occupations for ESTPs

CIVIL SERVICE/"ACTION"

- Police officer
- Fire fighter
- Paramedic
- Detective
- Pilot
- Investigator

Many ESTPs find careers in the area of civil service to be satisfying because they offer a high degree of action, variety, and the opportunity to interact with many people from diverse backgrounds. Many of these positions require the 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

- Stockbroker
- Banker
- Investor
- Personal financial planner
- Auditor
- Insurance sales

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 easy-going style helps them meet people and acquire new clients.

ENTERTAINMENT/SPORTS

- Sportscaster
- News reporter
- Promoter
- Tour agent
- Dancer
- Bartender
- Auctioneer
- Professional athlete/coach
- Fitness instructor/trainer

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

- Carpenter
- Craftsperson/artisan
- Farmer
- General contractor
- Construction worker
- Chef/cook

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

- Entrepreneur
- Real estate broker/agent
- Land developer
- Wholesaler
- Retail sales
- Car sales

In general, many ESTPs find the world of business to restrictive and slow-paced to be satisfying. However, these careers offer more flexibility in schedule, personal freedom, and variety, which may capture the ESTP's attention. ESTPs are excellent entrepreneurs, enjoying the elements 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.

Excerpt from Do What You Are: Discover the Perfect Career For You Through The Secrets of Personality Type; Paul D. Tiger & Barbara Barron-Tieger.