

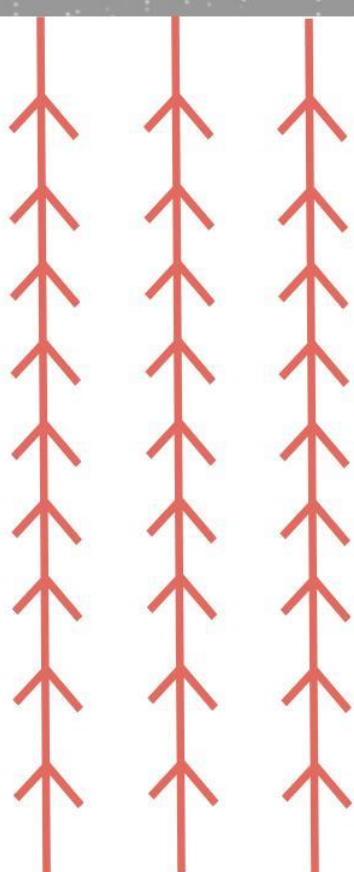
# ESTP

**EXTRAVERTED, SENSING,  
THINKING, PERCEIVING**

**"THE DOER"**

## All about ESTPs

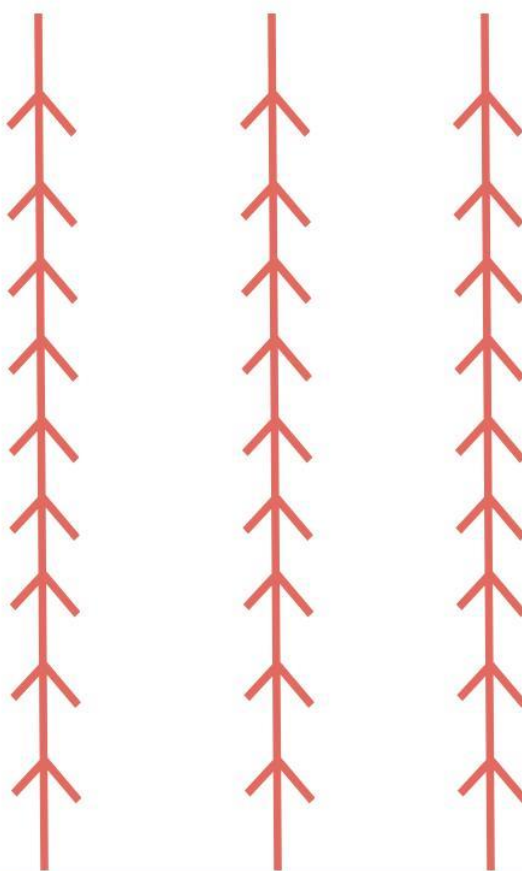
ESTPs have some advantageous traits that are unique to their personality type. Their skills of observation make them extremely good at correctly analyzing and assessing other peoples' motives or perspectives. Their people skills allow them to use this knowledge to their advantage while interacting with people. For this reason, ESTPs are excellent salespeople. They also have a special ability to react quickly and effectively to an immediate need, such as in an emergency or crisis situation. This is a valuable skill in many different professions, perhaps most notably in action-oriented professions, such as police work. ESTPs enjoy new experiences and dealing with people, and dislike being confined in structured or regimented environments. They also want to see an immediate result for their actions, and don't like dealing with a lot of high-level theory where that won't be the case. For these reasons, they should choose careers that involve a lot of interaction with people, and do not require performing a lot of routine, detailed tasks.



## Character Traits

- Action-oriented
- Live in the present moment
- Dislike abstract theory without practical application
- Like to see immediate results for their efforts
- Fast-paced and energetic
- Flexible and adaptable
- Resourceful
- Seldom work from a plan - make things up as they go
- Fun to be around

- Excellent people skills
- Highly observant
- Excellent memory for details
- Good-natured
- Excellent ability to see an immediate problem and quickly devise a solution
- Attracted to adventure and risk
- May be flashy or showy
- Like initiating things - not necessarily following them through to completion



## Possible Careers



- Facilitator
- Sales Representative
- Marketing Personnel
- Police/Detective Work
- Paramedic/Emergency Medical Technician
- PC or Network Technicians
- Entrepreneur
- Athlete

**SOURCE**

[www.personalitypage.com](http://www.personalitypage.com)