

ENTP

Extravert, Intuitive, Thinking, Perceiving

ENTPs represent approximately 5% of the American population.

Potential Strengths

ENTPs are exciting and enthusiastic, friendly, outgoing and talkative people. They can be clever and amusing, constantly scanning for the new and unusual around them. They notice possibilities everywhere and are resourceful in making what they imagine to become a reality. Impulsive and versatile, ENTPs love surprises and are adaptable to change. They are creative problem solvers and can be especially good at using their interpersonal charm and wit to turn impasses into opportunities.

Logical thinkers, ENTPs are easily able to weigh the cause and effect of various choices and critique several options at once. They often enjoy debating issues, with equal passion for either side! Spontaneous and easy-going, they look for fun in everything they do and bring zest and originality to every project.

Potential Weaknesses

While ENTPs are motivated by creative endeavors, they are quickly bored by anything repetitive or routine. Once they have mastered a subject or solved all the creative problems, they frequently lose interest and may leave projects half-finished. They tend to ignore the details when they are not interested, and can resist taking a more traditional route simply because it has been done before. In their desire to take full advantage of every opportunity that intrigues them, they can be less than dependable with commitments.

Even though ENTPs need people to stay inspired, they are easily distracted by them. They can find themselves neglecting their responsibilities in lieu of anything fun. They need to take the time to focus fully on their projects, rather than relying on their ability to improvise. Even though ENTPs can be very charming and entertaining, they run the risk of saying just what people want to hear, and being perceived as ingenuous.

As an ENTP, I am good at . . .

- Communicating with enthusiasm and inspiring others to buy my ideas
- Seeing unique ways of solving problems and using creativity
- Public speaking and leading meetings
- Working with a diverse group of people on a variety of tasks
- Detecting flaws in logic and debating issues with conviction

I need to watch my tendency to . . .

- Start many more projects than I can realistically finish
- Overlook essential facts and details
- Talk over other people when I anticipate what they will say
- Be irresponsible with deadlines and commitments
- Make promises I cannot keep

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What I need in a career for it to be satisfying

1. The opportunity to work on a variety of creative challenges that let me try new and different approaches
2. A casual yet exciting atmosphere where rules and restrictions are kept to a minimum
3. Plenty of opportunities to meet influential people and constantly increase my own level of personal power
4. To be recognized, evaluated, and compensated for my creativity, expertise, and competence
5. A support staff to whom I can delegate much of the follow-through or the detail management of my work

Careers to consider

| | | |
|----------------------------|-----------------------------|-------------------|
| Politician | Strategic Planner | Investment Broker |
| Political Manager | Real Estate Agent | Computer Analyst |
| Political Analyst | Real Estate Developer | Entrepreneur |
| Social Scientist | Public Relations Specialist | Inventor |
| Design Manager | Management Consultant | Photographer |
| Systems Designer | Venture Capitalist | Literary Agent |
| Special Projects Developer | Marketing Researcher | Journalist |
| Advertising Director | Restaurant/Bar Owner | Actor |

Recommendations for the job search

1. **Using my strengths, I excel when I:**
 - Create career opportunities for myself, design my own job
 - Impress interviewers with my confidence and competence
 - See possibilities and anticipate employers' needs
 - Use my large and varied network of contacts to meet new people
 - Demonstrate my ability to improvise and think on my feet
 - Consider and analyze several options at once
2. **Avoiding my weaknesses, I need to:**
 - Develop and stick to a plan of action and resist the urge to "play"
 - Concentrate on the realities of a job option, not just its possibilities
 - Be sure to listen fully to others and not assume I know what they are going to say
 - Make decisions and rule out less desirable options along the way
 - Be realistic about how long the job search may take and not settle for the first intriguing option that comes along