

## ISTP

Introvert, Sensing, Thinking, Perceiving

ISTPs represent approximately 6% of the American population.

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### Potential Strengths

ISTPs are generally quiet and independent people. They like to be busy and involved with projects that are of importance and interest to them and they value skills and quality performance in themselves and others. Rather reserved and private, ISTPs do not usually share their reactions or responses unless urged to do so. They tend to be straightforward, honest, and more interested in action than conversation, unless it is a subject about which they know a lot. Unpretentious and down-to-earth, ISTPs operate more on curiosity and impulses than organization or plans.

ISTPs usually have a good sense of how mechanical things work and are logical in their analysis. They are realistic in their assessments and trust hard facts they have gained through personal experience. They are good observers and enjoy working with real things. ISTPs tend to be spontaneous and easy-going, always ready and eager to get involved with fun or physical activities, especially those out-of-doors or containing a level of risk, thrill, or excitement.

### Potential Weaknesses

Because ISTPs tend to be so intensively private, they rarely share their feelings or express themselves emotionally to others. In fact, they often do not consider their emotional lives to be particularly important. Their aloofness may be seen as intentional coldness, especially when they don't bother to explain their behavior. This can be frustrating and hurtful to the people close to them, and may place the ISTP at risk for not developing the emotional side of their lives.

ISTPs' need for excitement and fun can lead them to take unnecessary risks and shirk other responsibilities. They may have trouble following through with commitments and often find themselves bored. They are especially prone to skipping over the planning or organizing portion of projects, preferring to just get busy with the parts with which they are already proficient. They tend to be skeptical of unusual approaches and can get caught unprepared when they don't anticipate future events.

### As an ISTP, I am good at . . .

- Making careful, thorough observations, paying attention to details
- Working alone with great ability to concentrate on projects I enjoy
- Mastering skills, especially those requiring the use of my hands or tools, using those skills with precision
- Working with real things and tangible products

### I need to watch my tendency to . . .

- Leave projects unfinished in order to start something more fun
- Not follow through on my commitments and responsibilities
- Ignore or overlook plans for the future
- Be impatient with theoretical discussions or vague instructions
- Avoid working as a part of a group, preferring to work alone

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### What I need in a career for it to be satisfying

1. Work that is clearly defined and specific in nature, where I master and then use my well-developed skills
2. The opportunity to work at my own pace, independently, without a lot of restrictions on my activities or demands on my time
3. An environment that is relaxed and informal, where I work alongside other skilled people I respect and who respect me
4. The opportunity to engage in short-term problem solving, trouble-shooting activities, and crisis management
5. Work that is practical and uses my ability to make sense of things logically, work that applies my technical knowledge of how things work

### Careers to consider

Police Officer	Race Car Driver	Pilot
Intelligence Agent	Weapons Operator	Hunter
Chiropractor	Firefighter	Banker
Medical Technician	Computer Programmer	Forest Ranger
Dental Hygienist	Electrical Engineer	Economist
Purchasing Agent	Legal Secretary	Farmer
Securities Analyst	Coach/Trainer	Mechanic
Computer Repair Person	Commercial Artist	Carpenter
Automotive Products Retailer	Private Detective	

### Recommendations for the job search

1. **Using my strengths, I excel when I:**
  - Gather and remember detailed and factual information
  - Respond to opportunities that pop up unexpectedly
  - Take risks and try unconventional approaches
  - Logically analyze my options in terms of my real and practical needs
  - Demonstrate my skills and document my experiences
2. **Avoiding my weaknesses, I need to:**
  - Look down the road and try to imagine future career needs
  - Generate and maintain a high energy level for the search
  - Look for possible job opportunities that are not immediately obvious
  - Set and stick to deadlines for making decisions
  - Develop a job search plan to help me stay organized
  - Be enthusiastic and outgoing when meeting interviewers