

ENTP

(Extraverted, Intuitive, Thinking, Perceiving)
Life's Entrepreneurs

Career Satisfactions for ENTPs Doing work that:

- Gives me opportunities to engage in creative problem solving and/or generating new and innovative approaches to problems
- Lets me implement my innovative solutions in the creation of more efficiently functioning systems
- Acknowledges and encourages my creativity, competency, and ability to improvise
- Lets me experience a variety of situations filled with fun, action, and excitement
- Follows a logical order and is based upon objective and fair standards, rather than the likes or dislikes of one individual
- Lets me increase my professional and personal power and interact frequently with other powerful people
- Lets me meet and have constant interaction with many different people, especially those I respect
- Can be done in a rapidly changing, high-energy environment with significant interaction with others
- Is done in an environment that is casual and unstructured; where I can experience a high degree of personal freedom, time off, and the opportunity to operate in a spontaneous way
- Allows me to design or start projects but does not require me to follow through with tedious details

Work-Related Strengths

- Excellent communication skills and the ability to get others excited about your ideas
- Eagerness to "think outside the box" and consider new possibilities
- Great creative problem-solving skills
- Courage to take some risks, try new things, and overcome obstacles
- Broad range of interests and ability to learn new things quickly
- Ability to withstand rejection and maintain optimism and enthusiasm
- Great confidence and drive to continually increase your knowledge
- Natural curiosity and skills for getting the information you need
- Ability to see the big picture and the implications of actions and ideas
- Ability to juggle several projects at once
- Perceptiveness about people — their needs and motivations
- Adaptability and ease shifting gears and changing directions quickly
- Great social ease and ability to fit comfortably into most social situations

Work-Related Weaknesses

- Trouble keeping yourself organized
- Difficulty setting priorities and making decisions
- Overconfidence; you may misrepresent your abilities or experience
- Propensity to always focus on what's possible rather than what's doable or probable
- Tendency to promise more than you can deliver
- Impatience with unimaginative or inflexible people
- Tendency to lose interest in projects once problems are solved
- Dislike of doing things in traditional, established, or routine manner
- Lack of discipline when it comes to attending to and following through on important details
- Tendency to become bored or easily sidetracked
- Dislike of repetitive tasks
- Impatience with people whose competence you question

Source: *Do What You Are*, Paul D. Tieger & Barbara Barron-Tieger, 3rd edition, 2001
Please Understand Me, David Keirsey & Marilyn Bates, 4th edition, 1984.

Popular Occupations for ENTPs

Entrepreneurship/Business

- Entrepreneur
- Inventor
- Management consultant
- Venture capitalist
- Literary agent
- Photographer
- Journalist
- Owner: restaurant/bar
- Actor
- Outplacement consultant
- Technical trainer
- Diversity manager/trainer
- Management consultant: marketing/reorganization/compensation
- University/college president
- Property manager: commercial/residential
- Attorney: litigator
- Sales agent: securities & commodities
- Agent and business manager
- Urban and regional planner
- Human resources recruiter
- Ombudsman
- Security analyst
- Manufacturer's service representative
- Hotel and motel manager
- Employee relations specialist

Marketing/Creative

- Advertising creative director
- Public relations specialist
- Marketing researcher/planner
- Sports marketing
- Radio/TV talk show host
- Producer
- Art director (magazine)
- International marketing
- Informational-graphics designer
- New business development: information services
- Creative director on multimedia team
- Desktop publishing specialist
- Internet marketer
- Internet architect
- Creative writer
- Copy writer
- Director: stage, motion pictures
- Columnist, critic, and commentator

- Reporter and correspondent
- Broadcast news analyst

Planning & Development

- Strategic planner
- Personnel systems developer
- Real estate agent/developer
- Special projects developer
- Investment broker
- Computer analyst
- Industrial design manager
- Logistics consultant (manufacturing)
- Network integration specialist (telecommunications)
- Financial planner
- Investment banker
- Urban planner

Politics

- Politician
- Political manager
- Political analyst
- Social scientist

Miscellaneous

- Chiropractor
- Environmental scientist
- Educational psychologist
- Athletic coach and scout
- Criminalist
- Ballistics expert
- Detective

Portrait of an ENTP

ENTPs wish to exercise their ingenuity in the world of people and things. Found in about 5% of the population, ENTPs extravert intuition; thus they deal imaginatively with social relationships as well as physical and mechanical relations. They are very alert to what is apt to occur next, and always sensitive to possibilities.

ENTPs are good at analysis, especially functional analysis, and have both a tolerance for and enjoyment of the complex. Usually enthusiastic, ENTPs are apt to express interest in everything, and thus are a source of inspiration to others, who find themselves caught up by the ENTP's enthusiasm. This type is delighted over many things and so is easy to please. The ENTP is the most reluctant of all they types to do things in a particular manner just because that is the way things always have been done. They characteristically have an eye out for a better way, always on the lookout for new projects, new activities, new procedures.

ENTPs are confident in the value of their pursuits and display a charming capacity to ignore the standard, the traditional, and the authoritative. As a result of this open attitude, they often bring a fresh, new approach to their work and their lives. The ENTP is a keen judge of the pragmatics of both the social and the mechanical, and may become expert at directing relationships, between means and ends.

ENTPs see design as a means; the end is the invention that works, and prototype that is replicable. Ideas are valuable when and only when they make possible actions and objects. "It can't be done" is a challenge to an ENTP and elicits a reaction of "I can do it." They are not, however, the movers of mountains. Rather, the faith of the ENTPs is in their ability to improvise something, and they display an unusual talent for rising to the expediency of a situation. The focus of the ENTP is on competency and the sense of power this gives.

ENTPs can be fascinating conversationalists, able as they are to follow the complex verbalizations of others. They may deliberately employ debate tactics to the disadvantage of their opponents, even when the "opponents" are close associates and valued friends. ENTPs are the most able of all types to maintain a one-up position with others. They value adaptability and innovation and thus respond quickly and adeptly to another's shifting position. They may even be several jumps ahead. The ENTP can be entrepreneur and cleverly makes do with whatever or whoever is at hand, counting on ingenuity to solve problems as they arise, rather than carefully generating a detailed blueprint in advance. A rough draft is all that an ENTP needs to feel confident and ready to proceed into action, counting on the ability to improvise as a situation develops. Because of this tendency to depend on ingenuity and improvisation, they may neglect very necessary preparation at times. After repeated failures in situations where improvising has met with defeat, the ENTP may develop ways of avoiding such situations as a substitute to through preparation.

ENTPs can succeed in a variety of occupations, as long as the job does not involve too much humdrum routine. At this point, they become restless. If a project in which they are engaged is no longer challenging, they tend to lose interest in that project and fail to follow through — often to the discomfort of colleagues.

Seldom are ENTPs conformists. ENTPs enjoy outwitting the system and use rules and regulations within the systems to win the game — whatever it may be. They understand well the politics of institutions and deal with these very well, always aiming to understand the people within the system rather than judge them. ENTPs are good at innovative projects and can administer them well if dull routine is not involved. They usually are outstanding teachers, continuously devising new participative ways to make learning exciting for the students. As an employee, an ENTP may work against the system just for the joy of being one-up. For ENTPs, to be taken-in,

to be manipulated by another, is humiliating; this offends their joy in being masters of the art of one-upmanship. ENTPs are the natural engineers of human relationships and human systems. Their good humor and optimistic outlook tend to be contagious, and people seek out their company.

As mates, ENTPs tend to create a lively living environment. They are gregarious, laugh easily and often, and are typically in good humor. Orderliness in the routine of daily living is not apt to inspire them; they usually solve this problem by mobilizing those around them. Tom Sawyer illustrated this talent when he solved the problem of getting his Aunt Polly's fence whitewashed. Life with ENTPs is likely to be a daring adventure; they can lead families into physical and economic dangers. ENTPs improvise to remain unaware that they do not have the necessary knowledge of the situation to ward off such dangers.

If the mate of an ENTP is not competitive, he or she is likely to find the one-up/one-down transactions somewhat wearing. If the mate is competitive, the result might be conflict. Although usually good providers of economic necessities, ENTPs at times engage in brinkmanship with their careers, placing them in jeopardy and behaving as if unaware of the consequences; they may thus offer unnecessary challenges to those who have power over their professional success. When challenges elicit negative responses from superiors, ENTPs are apt to react with delight at having an opportunity to improvise a solution to the crisis and, more often than not, they succeed in doing so.

ENTPs are likely to have all sorts of hobbies and to be experts in unexpected areas, but they are not apt to share these hobbies with their mates or children in a sense of teaching them. In fact, ENTPs may be very inconsistent in the attention given to offspring. Usually, it is feast or famine. ENTPs have a lively circle of friends and are interested in their ideas and activities. They are usually easy going, seldom critical or nagging. T their worst, they can show undependable, fickle characteristics and may be rather easily discouraged.

Using your strengths is easy.
The secret to success for an ENTP is learning to:

***PRIORITIZE, FOCUS, AND FOLLOW THROUGH - ESPECIALLY WITH
COMMITMENTS MADE TO OTHERS***