

ISTP

(Introverted, Sensing, Thinking, Perceiving)
Doing the best I can with what I've got

Career Satisfactions for ISTPs Doing work that:

- Lets me identify and use resources that are available to me in the most efficient manner possible
- Lets me practice, master, and then use skills I have acquired, especially mechanical skills or those requiring the use of tools
- Lets me apply my understanding and technical knowledge of the world around me and see the logical principles underlying my work; lets me engage in troubleshooting and problem solving
- Has clear directions; where I can work expediently and deal with real and practical products
- Is fun and active and lets me work independently with frequent opportunities to get out of my work space and be outdoors
- Is done in an environment without excessive rules or operating standards imposed by others; where I can enjoy spontaneous adventures and step in to manage any crisis
- Lets me work independently, with a minimum of supervision, and where I am not required to closely supervise others
- Gives me plenty of time to pursue my interests and hobbies
- Gives me a substantial amount of enjoyment and is continually challenging
- Lets me use an economy of motion and energy and does not require needless routine or procedures.

Work-Related Strengths

- Ability to work well with defined tasks and tangible products
- Keen powers of observation and an excellent memory for factual information
- Ability to bring order to confusing data and to recognizable facts
- Aptitude for working alone or alongside others you respect
- Ability to stay calm and cool in a crisis or under pressure
- Ability to recognize what needs doing and what is necessary to complete the job
- Aptitude for working with your hands and with tools
- Ability to adapt well to sudden change and shift gears quickly
- Practicality and good common sense
- Ability to identify and make good use of available resources
- Flexibility and willingness to take risks and try new approaches

Work-Related Weaknesses

- Difficulty seeing the long-term consequences of actions
- Lack of interest in verbal communication, especially superficial conversations
- Dislike advance preparation; trouble organizing time
- Little patience for abstract and complex theories
- Tend to be blunt and insensitive to the feelings of others
- Tend to get bored and restless easily
- Difficulty seeing opportunities and options that don't exist at the moment
- Impatience with administrative details and procedures
- Unwillingness to repeat yourself
- Difficulty making some decisions
- Strong independent streak and dislike of excessive rules and structured bureaucracy
- Resistance to setting long-term goals and difficulty meeting deadlines

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 ISTPs

Sales/Service/Action

- Police/corrections officer
- Race car driver
- Pilot
- Weapons operator
- Intelligence agent
- Marshal
- Firefighter
- Surveyor
- Sports equipment/merchandise sales
- Pharmaceutical sales
- Private investigator/detective
- Child support, missing persons investigator
- High school and college athletic coach
- Photographer
- Criminalist and ballistics expert

Technology

- Electrical/mechanical/civil engineer
- Electronics specialist
- Technical trainer (one-on-one setting)
- Information services developer
- Software developer
- Logistics and supply manager-manufacturer
- Network integration specialist (telecommunications)
- Computer programmer
- Marine biologist
- Computer engineer
- Data processing equipment repairer
- Quality assurance technician
- Reliability engineer
- Systems support operator/installer
- Systems analyst
- Home network installer/troubleshooter
- Testers
- Information processing specialists
- Software engineer
- Geologist
- Product safety engineer
- Telecommunications specialist

Health Care

- EEG technologist/technician
- Radiological technician
- Emergency medical technician (EMT)
- Exercise physiologist

- Dental assistant/hygienist
- Surgical technician
- Emergency room physician
- Transport coordinator

Business/Finance

- Securities analyst
- Purchasing agent and buyer
- Office manager
- Banker
- Economist
- Legal secretary
- Management consultant (business operations)
- Paralegal
- Cost estimator
- Civil engineer
- Mechanical engineer
- Insurance adjuster, examiner

"Hands on"/Trades

- Computer repair person
- Airline mechanic
- Farmer
- Coach/trainer
- Carpenter
- Automotive products retailer
- Commercial artist
- Lawn service manager
- Landscape architect
- Forester
- Park naturalist
- Audiovisual specialist
- Television camera operator
- Insurance appraiser: auto damage
- Criminal investigator
- Ship and boat captain
- Commercial airplane pilot
- Flight instructor
- Flight engineer
- Commercial helicopter pilot
- Locomotive engineer
- Military officer
- Airplane dispatcher and air traffic controller
- Studio, stage and special effects specialist
- Silversmith
- Taxidermist
- Sketch artist

Portrait of an ISTP

The ISTP's life is artful action—and action is end in itself. Action for the ISTP is more gratifying if it is born of impulse rather than of purpose. If the action is in the service of an end or aim, let the aim look out for itself; it cannot be allowed to influence execution. The act is self-directed, self-leading, containing its own imperatives which cannot be suborned to mere rules, regulations, or laws. ISTPs are egalitarian and can be fiercely loyal to “brothers”, but they can also be fiercely insubordinate, seeing hierarchy and authority as unnecessary and even superfluous. It is not so much a matter of going against regulations as it is simply ignoring them. The ISTP must do his or her things, free to vary each next move. And ISTPs are, or want to be, proud of their ability to make the next move skillfully.

ISTPs are often fearless, risking themselves more than other types, despite (even frequently) injury. Of all the types, ISTPs are most likely to pit themselves, or their technique, against chance, odds, or fate. They thrive on excitement; they crave some excitement each day, in the form of fast motion — racing, sky diving, or surfing, for instance. This hunger for action makes them more subject to boredom than any other type, their urge driving them to faster pace. Strangely, however, they are not bored while doing their things, even though there may be long stretches when nothing happens, as during travel, surfing, hunting, or fishing.

The ISTP nature is most easily seen in their mastery of tools, tools of any kind, from microscopic drill to supersonic jet. From an early age, they are drawn to tools as to a magnet; they must manipulate them, and tools fall into their hands demanding use. Many pilots knew by the age of five that they were going to be pilots. ISTPs tend to take up activities that allow them to use tools: driving, steering, operating. And if a given tool, whether scalpel or earthmover, is operated with a precision that defies belief, that operator is likely an ISTP. Others use tools, of course, but not with the virtuosity of the ISTP. Indeed, we must call ISTP's the tool artisans, for they above all others command the tool and bend it to their impulse. But again, ISTP — personified in Michelangelo and Leonardo — work (or better, play) with their tools on personal impulse and not on schedule. If an externally imposed schedule coincides with impulse, fine; if not, so much the worse for the schedule.

One tool especially attractive to the ISTP is the weapon. Should ISTPs turn against society (for whatever reason), they wield their weapons with lethal genius to support their rejection. The hit man of today, the gunslinger of the American West, and the duelist of 18th Century Europe, may be seen as virtuosos of precision homicide. Hit man, gunslinger, and duelist alike took prides in their prowess. Fortunately they face their own kind in battle, the good warriors of the land: soldier, marshal, police, intelligence agent. This is not to say that all warriors, good or bad, are ISTPs, or that ISTPs are all weapons experts: rather that the weapon virtuoso is more frequently ISTP than not.

ISTPs also play on impulse, taking off at any time just because they “feel like it”. (We are advised not to try to stop the ISTP who “feels like” doing something.) The neurosurgeon does crop dusting on the side and rides a motorcycle to the airport, and the financier goes on a hunting trip in the middle of an audit. There can be no end to the ways ISTPs seek thrills in play. Although they may have the appearance of loners in their work, they, nonetheless, hang around their own kind of play. The climbers, racers, flyers, hunters, and in general, movers flock together. The companionship is mediated through the tool, and conversation is sparse and tense.

Despite their egalitarianism, insubordination, and love of freedom, they can be leaders, even great ones. But they must be “up front”, sword in hand, leading the charge. That is to say, ISTPs can be very successful as battle leaders, for instance, no matter how large or small the force under their command. Their supreme realism, timing,

and sense of expediency allows them to seize the moment and fully exploit whatever resources can be gotten (theirs or others) and capitalize on deficits and mistakes of their opponent. There is an expediency or exploitative leadership, based on a special kind of intelligence which may be called artistic concreteness.

The education and intelligence of the ISTP is worth special comment. Possessed of artisan intelligence, ISTP is not in the least interested in the clerical, interpretive, and "science" curricula that about in the 20th Century school. ISTPs will stare coldly into the eyes of the teacher and not even say no. No amount of cajoling, bribing, rewarding, punishing, or threat will get them to do their school work. School work, quite apart from being irrelevant, is after all mere preparation for something the ISTPs figure they're never going to do anyway. ISTPs are careful to make it clear that they don't want to prepare for anything to their would-be instructors. What is there to do, now, that is worthwhile? ISTP will not sit still (literally) for the trivial fare dished out (sanctimoniously, in the eyes of the ISTP). Most seem to agree that ISTPs "should" do their school work. But why? The arguments are piddling and incoherent, warranting the scorn they get from the unshakable ISTP. ISTPs are not "minimally brain damaged", or "hyperactive", or "dyslexic"; they are active, and they are stubbornly insistent upon getting to do, in school, some things that allow them to test their intelligence and their mettle.

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

***COMMUNICATE, CONSIDER PEOPLE'S FEELINGS, AND FOLLOW THROUGH
ON YOUR COMMITMENTS***