ENTP
(Extroversion, Intuition, Thinking, Perceiving)

Overview

ENTPs are generally enthusiastic, flexible, creative, conceptual, and clever. They tend to focus on their external environment and they accurately assess situations and people. They are often quite talkative, outgoing, and entertaining. Their interest in creating and having fun often influences their ability to fit in at social gatherings. The ENTP typically has a keen imagination that generates many ideas. They also rely on their intuition and tend to focus on the future. ENTPs are generally interested in intellectual or philosophical concepts and enjoy arguing or debating. They also tend to be impulsive, spontaneous, and comfortable with change. Their strong desire for things that are new often influences them to move between various careers and have many different interests.

The ENTP is perceptive to their surroundings and is able to identify new possibilities. They typically generate a vast number of original ideas and are continually looking for fresh opportunities. They internally evaluate their ideas and are able to simultaneously examine multiple options. They will then use a logical and rational approach to decide which possibilities to pursue. It is often important for them to spend sufficient time on their own to facilitate this reflection and assessment. The ENTP also tends to apply their creativity to identify solutions to problems and handle difficult situations. They often use a proactive approach to deal with challenges and are able to identify the outcome or implication of a decision.

ENTPs are often fast-paced workers that have the ability to multi-task. They tend to enthusiastically generate ideas and initiate projects of interest. They are often unconcerned with the specifics and may avoid detail-orientated tasks. The ENTP generally works tirelessly on projects that they enjoy but may struggle to complete uninteresting jobs. They tend to focus their energy on the initial stages of a project and may neglect the remaining tasks. They tend to desire a challenge and require a lot of variety in their work. They are easily bored with routine and often find procedures and policies to be restricting. They may have trouble realistically evaluating the time required to transfer their ideas to reality and should ensure that they give themselves enough time to meet their deadlines. ENTP’s are often able to motivate people and create a vision for others to follow. However, they should be cautious that their focus on the task does not cause them to neglect the needs of the people involved.

Procrastination

The ENTP’s pursuit of numerous ideas and projects can result in leaving some tasks unfinished or producing inadequate work. It is often difficult for them to create closure because they are pulled in many different directions and captivated by a variety of interests. These factors combine to make it difficult for the ENTP to focus their attention on any one area. They often do not pay attention to the amount of work that builds up and feel overwhelmed when they realize what they are required to complete. ENTPs may also not take proper care of their bodies and become exhausted and feel unable to physically complete their tasks.

ENTPs will generally continue to procrastinate as long as possible and often work right up until the deadline. They typically do not see a need to modify their behavior because they are able to still complete their work and receive
an acceptable outcome. They only recognize a need to change when their procrastination significantly affects their lives. It is important for the ENTP to learn how to evaluate the possibilities they identify and establish a list of what is important. It can also be beneficial for them to identify and examine the long-term impact of their choices.

**Career Exploration**

An ENTP tends to find career satisfaction with careers that have the following characteristics:
- Supports innovative thinking and new ways to complete tasks
- Involves diverse and challenging tasks
- Requires creative problem solving
- Provides an opportunity to interact with a variety of individuals
- Supports changing systems and processes to promote efficiency
- Involves few restrictions or rules and promotes freedom and spontaneity
- Fosters a fun, exciting, and action-orientated environment
- Provides a chance to enhance their individual power
- Assesses performance based on knowledge, capabilities, and ingenuity

When exploring career options, an ENTP will often...
- Set many long-term ideals and benefit from creating a plan to meet these goals
- Creatively develop their own careers
- Gather information through their interaction with others
- Objectively examine the long-term implication of their choice
- Logically evaluate their career options but should also consider their values
- Struggle with making a decision and benefit from setting a deadline

**Careers to Consider**
The following is a list of suggested occupations that fit the qualities of an ENTP or are careers that other ENTPs have found to be satisfying. Use this list as a starting point for further investigation but do not limit your options to only this list.

- Actor
- Advertising Director
- Computer Analyst
- Construction Laborer
- Credit Investigator
- Design Manager
- Engineer
- Entrepreneur
- Inventor
- Investment Broker
- Journalist
- Literary Agent
- Management Consultant
- Marketing Personnel
- Marketing Researcher
- Mortgage Broker
- Photographer
- Physician: Psychiatry
- Political Analyst
- Political Manager
- Politician
- Public Relations Specialist
- Real Estate Agent
- Real Estate Developer
- Research Worker
- Restaurant/Bar Owner
- Sales Agent Strategic Planner
- Social Scientist
- Special Projects Developer
- Systems Designer
- Venture Capitalist
**Work**

At work, the ENTP will often...
- Focus on the big picture or future possibilities
- Continually identify, evaluate, and use new ideas
- Creatively devise new processes to complete tasks
- Function well in a disorganized and unstructured work environment
- Generate excitement and support for their ideas and visions
- Excel at learning new techniques, skills, or information
- Remain optimistic in spite of rejection
- Desire freedom and autonomy to complete their tasks and take risks
- Be aware of the underlying needs or intentions of others
- Easily adapt to change and remain flexible
- Creatively solve problems
- Prefer working with competent coworkers that remain independent

At work, the ENTP should be aware that they may...
- Benefit from creating a plan that supports their overall vision
- Become easily distracted while working on a project
- Struggle with meeting deadlines and fulfilling their commitments
- Need to realistically evaluate their ability to complete projects before committing to them
- Ignore the policies, procedures, and hierarchical structure within an organization
- Benefit from delegating detail-orientated tasks
- Struggle to complete uninteresting tasks
- Need to identify their present realities and consider important facts and details
- Be overly confident in their abilities and create unrealistic expectations
- Benefit from developing their time-management skills
- Become critical, harsh, argumentative, or unable to focus their attention when feeling unappreciated

**Life**

*Decision Making*

When it comes to decision making, the ENTP will often...
- Identify possibilities and logically evaluate their options
- Prefer to spend a lot of time in the exploration stage
- Need to consider the personal element to an issue and the corresponding details
- Use a predefined list of criteria to facilitate their choice
- Put off making a decision
Playing
The ENTP is often interested in being active and may have trouble slowing down and relaxing. At times, their desire for play can interfere with their focus on completing tasks. ENTPs are typically interested in the next new thing and often have the latest ‘toy.’ As a post-secondary student, they often participate in sporting events, and campus or social groups. As a roommate, they may experience frustration with people that are viewed as too stringent or are constantly in their space. ENTP students also report that their dating typically occurs in a group setting and is often focused around some type of activity.

Stress
An ENTP will often experience stress when...
- Relentlessly trying to solve a problem
- Confined by rules, procedures, or processes
- Feeling unreasonably judged by others
- Required to make a decision before they are ready
- Disrespected or deemed incompetent
- Focusing on their personal problems
- Consumed with too many specifics and details
- Projects are perceived to be boring or uninteresting

When they are affected by stress, an ENTP will often...
- Overdo their pursuits and excessively eat, sleep, or exercise
- Increase their work intensity but reduce their effectiveness
- Experience ongoing feelings of anxiety and worry
- Remove themselves from situations and avoid others
- Excessively generate ideas without any implementation plan
- With significant stress, feel consumed with the details and become unable to think of new possibilities