ESTP
(Extroversion, Sensing, Thinking, Perceiving)

**Overview**

ESTPs are generally straightforward, realistic, spontaneous, and logical. They tend to focus their energy on their surrounding environment and enjoy interacting and socializing with people. They are often quite outgoing and enjoy being the focus of people’s attention. The ESTP also tends to be dramatic, enthusiastic, and incorporates fun and humor into all aspects of life. They generally have a high level of energy and a need for action. They live in the moment and are typically interested in new things, ideas, or activities. The ESTP tends to focus on the short-term and will rarely organize or plan ahead. They are often adaptable and feel confident in their ability to handle anything that arises. The ESTP also strongly adheres to their values.

The ESTP is often keenly aware of what goes on around them. They usually excel at gathering detailed observations of their environment and remembering specific facts. They tend to focus on what is practical or real and are generally not interested in theory. ESTPs tend to rely on their past experiences to evaluate current possibilities. They are often able to identify the needs of a situation and provide a practical solution to meet those needs. Their eye for detail contributes to their ability to assess and respond to immediate problems. They tend to take risks and are generally good at handling crisis situations. The ESTP will often logically evaluate their options and make quick decisions as a way to move on to the next thing. Although they prefer a carefree approach to life, they are able to make difficult and logical decisions.

ESTPs are often attracted to work that is challenging, fast-paced, and involves a lot of variety. They often excel when they are involved in a task and have a tendency to become bored with inactivity or repetitive routines. The ESTP tends to use their high energy and enthusiasm to start projects and motivate others to action. They may struggle with meeting deadlines due to their lack of future planning. In their pursuit of excitement and fun, they may also neglect their obligations or previous commitments. They generally do not allow policies or procedures to inhibit their progress and will often find ways to work around the organization’s rules or guidelines. The ESTP tends to work well with other people but may fail to consider the impact their actions have on others.

**Procrastination**

The ESTP tends to desire immediate gratification and is susceptible to being pulled in many directions. Since ESTPs live in the here and now, they may find it difficult to motivate themselves to complete tasks that provide a future payoff. As well, since they are pulled toward social and interactive activities, they may find it difficult to perform the independent tasks that are often required to complete a project or assignment.

The ESTP may be able to decrease their procrastination by developing their ability to logically assess their actions and counteract their desire for instant gratification. They may also find it beneficial to work on tasks that reflect their natural interests. It may also be advantageous for the ESTP to develop their time-management skills, integrate activities throughout their schedule, and designate time alone to focus on learning. They may also find it
beneficial to structure their work so that they receive a reward after completing an uninteresting task or spending time on their own.

**Career Exploration**

An ESTP tends to find career satisfaction with careers that have the following characteristics:

- Involves challenging projects that provide a tangible end result
- Includes a variety of tasks and encourages risk taking
- Provides an opportunity to interact with many different individuals
- Requires a limited adherence to strict policies and rules
- Provides freedom and autonomy to complete daily activities without following specific guidelines
- Involves logically evaluating problems to create immediate solutions
- Involves an exciting and friendly work environment
- Promotes the inclusion of fun and humor into daily tasks

When exploring career options, an ESTP will often...

- Set specific and tangible short-term goals
- Commit a high level of energy to explore their options
- Gather career related information from individuals within their field of interest
- Benefit from creating a long-term career plan and consider future career possibilities
- Logically evaluate career options and benefit from incorporating their values into the final decision
- Benefit from setting a career decision deadline

**Careers to Consider**

The following is a list of suggested occupations that fit the qualities of an ESTP or are careers that other ESTPs 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/Performer
- Athlete/Coach
- Auctioneer
- Auditor
- Carpenter
- Chef/Cook
- Craft Worker
- Craftsperson/Artisan
- Engineer
- Entrepreneur
- Factory Worker
- Farmer
- Financial Advisor
- Fire Fighter
- General Contractor
- Health Technologist
- Insurance Sales Person
- Investigator
- Investor/Broker
- Laborer
- Land Developer
- Manager: Small Business/Government
- Marketing Professional
- News Reporter
- Paramedic
- Physical Therapist
- Pilot
- Police/ Corrections Officer
- Promoter
- Radiological Technician
- Real Estate Broker
- Restaurateur
- Service Worker
- Sportscaster
- Stock Broker
- Tour Agent
- Transportation Worker
**Work**

At work, the ESTP will often...

- Be energetic, realistic, flexible, and action-orientated
- Remember facts and specific details
- Identify the necessary tasks to be completed and enthusiastically start projects
- Excel in high pressure situations
- Use a practical and realistic approach to provide quick solutions to problems
- Take risks and easily adapt to change
- Prefer flexibility to complete tasks and meet goals
- Dislike routine and find repetition to be boring and mundane
- Identify the necessary tasks to be completed and enthusiastically start projects
- Cultivate an enjoyable atmosphere and interject fun into their daily activities
- Prefer working on a team with people who replicate their zest for life
- Deviate from policies and procedures in order to complete a task
- Understand the latest technology and equipment

At work, the ESTP should be aware that they may...

- Use their own system for planning and may be perceived as unorganized
- Benefit from improving their time management and organizational skills
- Experience difficulty in meeting deadlines and fulfilling their commitments
- Be easily distracted and need to ensure they complete all stages of a task
- Need to realistically evaluate whether they are able to complete additional projects within the specified timeframe
- Struggle with working alone for extended periods of time
- Unintentionally create a feeling of instability due to their spontaneity
- Only focus on the task at hand and rarely consider the implications of their actions
- Focus on logic, appear impersonal, and neglect to consider the feelings of their coworkers
- Accept information at face value and benefit from considering the deeper underlying meaning
- Need to maintain adequate respect for positions of authority
- Experience difficulty with structure and deadlines, become easily distracted by exciting activities, or neglect their commitments when they feel frustrated or unappreciated

**Life**

**Decision Making**

When it comes to decision making, the ESTP will often...

- Logically examine the gathered facts and options
- When necessary, make difficult or tough decisions
- Need to consider the impact their decisions have on people
- Benefit from considering additional options that are not immediately obvious
- Limit their time spent reflecting on a decision
**Playing**

The ESTP tends to focus on having fun in their work and personal lives. As a result, they may need to ensure that their work is not neglected in their pursuit of enjoyment. The ESTP often likes to be the center of attention and tends to provide energy and enthusiasm at any function they attend. They are often popular people because of their inclination for creating fun and living in the moment. They also tend to appreciate the good things in life. The ESTP generally enjoys taking risks and participating in lively activities that involve a physical element. As a roommate, the ESTP is often able to reduce tension-filled environments with their easy going personalities. In their personal relationships, the post-secondary ESTP is reported to interject an element of entertainment into their dating lives.

**Stress**

An ESTP will often experience stress when...
- Required to make a decision within a limited timeframe
- Current enjoyment of life is interrupted by health concerns
- Surrounded by excessive structure or strict deadlines
- Efforts do not result in achieving their goals
- Daily commitments limit their freedom
- Required to establish long-term plans
- Feeling out of control
- Participation in fun activities leads to neglecting necessary work

When they are affected by stress, an ESTP will often...
- Feel tired and anxious
- Withdraw from people or situations
- Experience negative thoughts that do not align with reality
- Question and doubt their knowledge and abilities
- Become distracted and unable to make progress
- With significant stress, gather information that supports their perceived fear that others do not like them

An ESTP can reduce stress by...
- Participating in activities to realign their focus
- Determining the worst possible situation and creating a plan to deal with this scenario
- Being involved in activities that are new or involve taking risks
- Refraining from paying attention to areas that result in distraction
- Requesting assistance from others for completing their tasks, identifying possibilities, and processing difficult Information