

ENTP ***Extraverted - Intuitive - Thinking - Perceiving***
“Life’s Entrepreneurs”

As an ENTP, career satisfaction means doing work that:

1. Gives me opportunities to engage in creative problem solving and/or generating new and innovative approaches to problems.
2. Lets me implement my innovative solutions in the creation of more efficiently functioning systems.
3. Acknowledges and encourages my creativity, competency, and ability to improvise.
4. Lets me experience a variety of situations filled with fun, action, and excitement.
5. Follows a logical order and is based upon objective and fair standards, rather than the likes or dislikes of one individual.
6. Lets me increase my professional and personal power and interact frequently with other powerful people.
7. Lets me meet and have constant interaction with many different people.
8. Can be done in a rapidly changing, high-energy environment with significant interaction with others.
9. 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.
10. Allows me to design or start projects but does not require me to follow through with tedious details.

Work-related strengths and weaknesses of ENTPs include:

STRENGTHS:

Use ingenuity and ability to improvise to solve problems.
Work best with a succession of stimulating projects.
Can be entertaining and inspirational public speakers.
Good at innovation and impersonal analysis.
Confident and can be almost anything they want to be.

WEAKNESSES:

May lose interest in projects when creative problems are solved.
May have difficulty applying selves to details and follow-through.
Don’t like routine or repetition and may resist doing things in established manner.
Often interrupt others; may be over-confident and misrepresent their abilities.
Can be undependable and irresponsible.

Popular Occupations for ENTPs

POLITICS

- Politician
- Political manager
- Political analyst
- Social scientist

These occupations allow ENTPs to use their ideas, knowledge, and personal sophistication in a highly charged, fast-paced and powerful arena. ENTPs are able to use their abilities to see trends, themes, and public opinion shifts and adapt to those changes. ENTPs are drawn to the powerful and enjoy working with a variety of different people. The world of politics requires they meet and establish rapport quickly with those whom they wish to influence. ENTPs often enjoy public speaking and can be excellent orators, using figurative, expansive language, and expressing great vision.

PLANNING AND DEVELOPMENT

- Strategic planner
- Personnel systems developer
- Real estate agent/developer
- Special projects developer
- Investment broker
- Computer analyst
- Industrial design manager

Careers in planning and development require the ability to use one's vision and anticipate trends and formulate creative plans. Developers work on speculative projects, often needing to convince others of their merit and potential for success, an activity ENTPs enjoy and often excel at. Developers also need to remain flexible, adapting to new opportunities, ready to put together new "deals" without much pre-planning or notice. ENTPs enjoy careers in strategic planning if they are allowed to focus on the development of innovative solutions to problems and then delegate the follow-through to the details to others.

MARKETING

- Advertising creative director
- Marketing researcher/planner
- Public relations specialist

The fields of marketing, advertising, and public relations allow the ENTP to be involved with other creative people, developing and implementing their ideas, often in creative and exciting ways. ENTPs enjoy the fast-paced, sometimes glamorous world of public relations and

advertising and are able to use their charm and people skills selling their ideas and concepts. Market research requires ENTPs to use their abilities to spot trends. It also stimulates and satisfies their insatiable curiosity and active imagination.

ENTREPRENEURSHIP

- Entrepreneur
- Inventor
- Management consultant
- Venture capitalist
- Literary agent
- Photographer
- Journalist
- Owner: restaurant/bar
- Actor

ENTPs are born entrepreneurs! The appeal of these careers to the ENTP is the ability to create a work environment that is new, flexible, and changing. These careers often involve the interaction and participation of many people, creating new concepts and approaches, thinking in innovative ways, and engaging in a certain amount of risk-taking. The projects are often large-scale, requiring the development of big budgets and the participation of powerful and influential people.

Excerpt from Do What You Are: Discover the Perfect Career For You Through The Secrets of Personality Type; Paul D. Tiger & Barbara Barron-Tieger.