

ESTJ ***Extraverted - Sensing - Thinking - Judging***
“Taking Care of Business”

As an ESTJ, career satisfaction means doing work that:

1. Lets me work systematically, organizing facts, policies, or people, and use time and resources efficiently toward a logical conclusion.
2. Lets me use mastered skills while working on concrete and straightforward assignments with clear specifications, using my strong reasoning powers.
3. Is measured and evaluated by fair, logical, explicit, and objective standards.
4. Is done in a friendly environment with other hardworking and conscientious people who do not bring their personal problems to work or expect me to share my personal feelings on the job.
5. Is realistic and tangible in nature and has practical applications and concrete results.
6. Has clear expectations and reporting hierarchy.
7. Lets me be productive, organizing the necessary steps and resources, following established procedures, and setting and meeting deadlines.
8. Is done in a stable and predictable environment, but one that is also filled with action and a variety of people.
9. Can be done with other people, enabling me to be in charge of myself and others.
10. Lets me make decisions and have a great deal of control and responsibility; where my opinions, recommendations, and experience are considered important.

Work-related strengths and weaknesses of ESTJs include:

STRENGTHS:

Very practical, results-oriented
Good at focusing on organization's goals
Natural organizers; good at making objective decisions
Peaceful in carrying out their commitments and can be tough when necessary
Good at seeing what is illogical, inconsistent, impractical, or inefficient

WEAKNESSES

Can be impatient with those who don't follow procedures or pay attention to important details
Have little patience for inefficiency
Have a tendency to run over people as they pursue their goals
May not be interested in possibilities that do not exist in the present moment
May not listen to opposing viewpoints; can be abrupt and appear rude

Popular Occupations for ESTJs

SERVICE

- Police officer/probation officer
- Sales (tangibles); computers, real estate
- Funeral director
- Cook
- Military officer
- Teacher: trade, industrial, technical
- Insurance agent
- Government employee
- Security guard

These occupations allow the ESTJ to work in the real world, on realistic and tangible projects. Most of these careers demand adherence to standard operating procedures and require a great deal of interaction with the public or groups of people. ESTJs enjoy being in positions of authority and enjoy giving orders. Sales of real things offers the opportunity to engage in work that achieves immediate and tangible results.

TECHNICAL/PHYSICAL

- Engineer: mechanical/applied fields
- Computer analyst
- Auditor
- General contractor
- Farmer
- Construction worker
- Pharmacist
- Clinical technician

These fields require the use of the ESTJs technical and mechanical abilities. Each allows them to focus on gathering, organizing, and analyzing factual information, and engage in deductive reasoning. Each of these occupations requires a logical and organized work style, which is enjoyed by ESTJs who prefer a work environment that is orderly and neat. ESTJs are impatient with confusion and inefficiency.

MANAGERIAL

- Bank officer/loan officer
- Project manager
- Office manager
- Administrator
- Factory supervisor
- Data base manager
- Purchasing agent
- Credit analyst

The managerial fields are often satisfying for ESTJs because they like to be in positions of authority. They are good executives because they enjoy giving orders, making decisions, and supervising others. They are also very loyal to established institutions. Management requires constant interaction with other people and the ability to direct, monitor, and evaluate the work of others.

PROFESSIONAL

- Dentist
- Physician: general medicine
- Stockbroker
- Judge
- Executive
- Teacher: technical/trades

The appeal of the professional fields is the ability to work in established, traditional institutions in positions of authority. Dentistry and medicine are technical occupations that generally include hands-on activities – working with real people and tangible objects such as teeth and gums (for dentists), and the human body (for general practitioners). These occupations make use of the ESTJs powers of deductive reasoning and ability to understand cause and effect. They prefer to do things following a prescribed procedure proven effective by their own experience and others whom they respect.

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