

# ENTP

ENTPs answer the question & question the answer



## EXTRAVERTED INTUITIVE THINKING PERCEIVING

In general, ENTPs are known for their quest of the novel and complex. They have faith in their ability to improvise and to overcome any challenges that they face. They are highly independent, and value adaptability and innovation. They may be several steps ahead of others in encouraging and valuing change. ENTPs hate uninspired routine and resist hierarchical and bureaucratic structures that are not functional. They need freedom for action. With their entrepreneurial tendencies and broad understandings, they push against all odds to further their projects. They are at their best in changing circumstances in which they can develop conceptual models and devise strategies to effectively navigate through change

- ENTPs love excitement and challenge
- They are enthusiastic and ingenious and good at many things; they are born enterprising
- ENTPs value their inspiration above all else and strive to turn their original ideas into reality
- ENTPs are inquisitive, versatile, adaptable, and resourceful in solving challenging and theoretical problems

### Choosing a Major

- Interested in so many things, choosing one major may be hard
- Believe an ideal job allows for creativity and originality
- Frequently choose majors or careers in the sciences, journalism, marketing, promotion, invention, troubleshooting, or computers

### Learning Style

- Like intellectual challenges
- Prefer autonomy to come up with their own ideas
- Value competence in diverse areas
- Learn best through active dialogue, critique, and debate
- Like to create and learn from conceptual models

### Reading, Writing, Studying

- Find it hard to apply themselves to necessary details
- Prefer to study in groups
- Regularly read serious, nonrequired material
- Write best when they can talk out their first drafts
- When revising their writing, need to fill in missing facts and eliminate highly complex and rambling concepts

### Playing

- Usually seek out social groups, athletic events, or the student union
- May complain about inflexible roommates who “get in their way”
- Often date in groups around activities
- Need for play may interfere with getting work done

### Possible Causes of Stress

- May get overwhelmed trying to do it all
- May not notice early signs of stress
- Impulsive energy may distract them from realities
- May have difficulty setting priorities
- May commit to unwise projects or fail to finish those chosen

### Dealing with Stress

- Naturally one of the most assertive of the types in college
- Natural impulsive energy can be harnessed to deal with challenges
- Must pay attention to their own physical needs
- Learn to decide what is truly important
- Learn to follow through on projects

**Work Related 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

**Work Related 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 overconfident and misrepresent their abilities
- Can be undependable and irresponsible

**CAREER SATISFACTION** means doing work that:

1. Gives me the opportunity 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 especially those I respect
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

## Popular Occupations for ENTPs

In listing occupations that are popular among ENTPs, it is important to note that there are successful people of all types in all occupations. However, the following are careers ENTPs may find particularly satisfying and some of the reasons why. This is by no means a comprehensive listing but is included to suggest possibilities you may not have previously considered. Although all of these occupations offer the potential for career satisfaction, the future demand for some careers is anticipated to be greater than for others.

### 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	Logistics consultant (manufacturing)
Financial planner	Network integration specialist (telecommunications)
Investment banker	Urban planner

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 preplanning 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 of the details to others.

### Marketing/Creative

Advertising creative director	Public relations specialist
Marketing researcher/planner	Sports marketing
Radio/TV talk show host	Producer
Art director (magazine)	International marketing
Informational-graphics designer	New business development: information services
Creative director on multimedia team	Desktop publishing specialist
Internet marketer	Internet architect
Creative writer	Copy writer

Director: stage, motion pictures  
Reporter and correspondent

Columnist, critic, and commentator  
Broadcast news analyst

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/Business**

Entrepreneur	Inventor
Management consultant	Venture capitalist
Literary agent	Photographer
Journalist	Owner: restaurant/bar
Actor	Outplacement consultant
Technical trainer	Diversity manager/trainer
University/college president	Property manager: commercial/residential
Attorney: litigator	Sales agent: securities and commodities
Agent and business manager	Urban and regional planner
Human resources recruiter	Ombudsman
Security analyst	Manufacturer's service representative
Hotel and motel manager	Employee relations specialist
Management consultant: marketing/reorganization/compensation	

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.

### **Miscellaneous**

Chiropractor	Environmental scientist
Educational psychologist	Athletic coach and scout
Criminalist and ballistics expert	Detective

Remember, these are only some areas that provide satisfying expression for the unique natural talents of the ENTP.