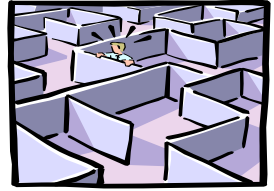


ISTP

ISTPs will find the shortcut TO ANYTHING!



INTROVERTED SENSING THINKING PERCEIVING

ISTPs are realists who apply expediency and reasoning as they manage and adapt to situations. They are aware of what is going on in the environment and are able to respond quickly to the actual facts, making sure the odds of success are in their favor. They do not like to be tied down and will feel hamstrung when they must operate within tight structures and schedules. They are able to anticipate immediate practical needs in situations and to present a logical, straightforward plan for meeting those needs. They are at their best in situations that require immediate attention.

- ISTPs are straightforward, honest, and pragmatic people who prefer action to conversation
- They are analytical, curious and observant; they are most interested in the impersonal and underlying principles of things
- ISTPs have an innate understanding of how mechanical things work and are usually skilled at using tools and working with their hands
- They are self-leading, egalitarian, and fair

Choosing a Major

- Like to investigate career options as long as possible; are likely to be unsure even after having decided
- See ideal career as providing a stable and secure future
- Tend to choose fields such as applied science, mechanical troubleshooting, law, economics, marketing, securities, or statistics

Learning Style

- Learn by devising logical categories for new material
- Find underlying principles in their inner catalog of data
- Want instructors to present material clearly
- Prefer objective material
- May experience difficulty in classrooms because few college instructors are their type

Reading, Writing, Studying

- Bring order to unorganized facts
- Prefer to study alone
- Enjoy reading technical material about ways to solve problems
- Write with difficulty unless first drafts can include their natural wry wit, mixed with facts
- Must revise final drafts by adding human examples and deleting all but the necessary facts

Playing

- Report they like to attend athletic events
- May become so engrossed in a project that roommates never see them
- Report dating no more than once a month, or haven't tried
- Enjoy hands-on work even as play

Possible Causes of Stress

- Tend to keep important thoughts to themselves
- Often underestimate the time required for a project
- Friends may feel dismissed if their logic isn't clear
- Rarely show appreciation
- Tests in complex subjects that require getting at the underlying meaning

Dealing with Stress

- Naturally think things through before acting
- Naturally calm in the face of crises
- Can often find a way to succeed in spite of the rules
- May need to show others what they like about them
- May need to invite friends to join in activities

Work Related Strengths:

- Work well with real and tangible tasks and products
- Able to bring order to confused data and unrecognizable facts
- Usually enjoy using hands and mastering the use of tools
- Usually enjoy working alone or alongside others they respect
- Identify and use available resources well

Work Related Weaknesses:

- May lack interest or ability in verbal communication
- Often have little patience for abstract and complex theories
- May get bored and restless easily
- May appear to be insensitive to needs and feelings of others
- May be unpredictable and unreliable

CAREER SATISFACTION means doing work that:

1. Lets me identify and use resources that are available to me in the most efficient manner possible
2. Lets me practice, master, and then use skills I have acquired, especially mechanical skills or those requiring the use of tools
3. Lets me apply my understanding and technical knowledge of the world around me and see the logical principles underlying my work; lets me engage in troubleshooting and problem solving
4. Has clear directions; where I can work expediently and deal with real and practical products
5. Is fun and active and lets me work independently with frequent opportunities to get out of my work space and be outdoors
6. Is done in an environment without excessive rules or operating standards imposed by others; where I can enjoy spontaneous adventures and step in to manage any crisis
7. Lets me work independently, with a minimum of supervision, and where I am not required to closely supervise others
8. Gives me plenty of time to pursue my interests and hobbies
9. Gives me a substantial amount of enjoyment and is continually challenging
10. Lets me use an economy of motion and energy and does not require needless routine or procedures

Popular Occupations for ISTPs

In listing occupations that are popular among ISTPs, it is important to note that there are successful people of all types in all occupations. However, the following are careers ISTPs 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.

Sales/Service/ “Action”

Police/corrections officer	Race car driver
Pilot	Weapons operator
Intelligence agent	Marshal
Fire fighter	Surveyor
Sports equipment/merchandise sales	Pharmaceutical sales
Private investigator/detective	Child support, missing persons investigator
High school and college athletic coach	Photographer
Criminalist and ballistics expert	

The appeal of action careers for ISTPs derives from their desire not to feel confined by a lot of structure and regimentation. They work well on impulse and enjoy situations that are spontaneous and call on their ability to quickly assess their resources and then take appropriate action. They work well alone but will pull together as part of a team when necessary. ISTPs often enjoy mastery of tools or machinery of a specialized style and enjoy being outdoors and physically active.

Technology

Electrical/mechanical/civil engineer	Electronics specialist
Technical trainer – one-to-one setting	Information services developer
Software developer	Logistics and supply manager—manufacturer
Computer engineer	Network integration specialist (telecommunications)
Computer programmer	Marine biologist
Data processing equipment repairer	Quality assurance technician
Reliability engineer	Systems support operator/installer
Systems analyst	Home network installer/troubleshooter
Testers	Information processing specialists
Software engineer	Geologist
Product safety engineer	Telecommunications specialist

ISTPs often find satisfaction in technical careers because they are interested in how and why things work. They tend to be good in mechanical areas because they possess great observational powers and a capacity to remember and use important facts and details. They usually enjoy working with their hands and like work that provides them with a constant source of sensory information. Their logical analysis is best used when based upon solid facts that they themselves gather through their five senses.

Health Care

EEG technologist/technician	Radiological technician
Emergency medical technician (EMT)	Exercise physiologist
Dental assistant/hygienist	Surgical technician
Emergency room physician	Transport coordinator

These health care fields are particularly satisfying to ISTPs owing to their highly technical nature. Each requires the use of exacting precision, a well-developed practical and mechanical sense, and the patience and concentration necessary to operate and maintain sensitive diagnostic equipment.

Business/Finance

Securities analyst	Purchasing agent and buyer
Office manager	Banker
Economist	Legal secretary
Paralegal	Management consultant (business operations)
Cost estimator	Civil engineer
Agricultural engineer	Mechanical engineer
Insurance adjuster, examiner	

Pragmatic and accurate with numbers, ISTPs can find enjoyment in business and financial careers. The working environment is extremely important, however, and needs to allow for personal freedom and flexibility for ISTPs to be satisfied. Opportunities that allow the ISTP to work autonomously, without excessive meetings or office politics, are best.

ISTPs are often able to bring order to confused data and unrecognizable facts. They easily see the realities of an economic situation and are ready and able to respond to immediate changes.

“Hands-On” /Trades

Computer repair person	Airline mechanic
Farmer	Coach/trainer
Carpenter	Automotive products retailer
Commercial artist	Lawn service manager
Landscape architect	Forester
Park naturalist	Audiovisual specialist
Television camera operator	Insurance appraiser: auto damage
Criminal investigator	Ship and boat captain
Commercial airplane pilot	Flight instructor
Flight engineer	Commercial helicopter pilot
Locomotive engineer	Military officer
Silversmith	Airplane dispatcher and air traffic controller
Taxidermist	Studio, stage and special effects specialist
Gunsmith	Cabinetmaker and finish carpenter
Musical instrument maker	Sketch artist
Model and mold maker	

The independence and hands-on practicality of the trades often appeal to ISTPs. ISTPs prefer tasks that are real and concrete and provide the opportunity to use their hands. They work the most diligently on projects that fully absorb their interest, so if theirs is a love of sports, they will enjoy coaching and training much more than another seemingly similar trade career. Making a career out of a hobby is an excellent strategy for ISTPs.

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