

ESTP



ESTPs are energetic thrillseekers who are at their best when putting out fires, whether literal or metaphorical. They bring a sense of dynamic energy to their interactions with others and the world around them. They assess situations quickly and move adeptly to respond to immediate problems with practical solutions.

Active and playful, ESTPs are often the life of the party and have a good sense of humor. They use their keen powers of observation to assess their audience and adapt quickly to keep interactions exciting. Although they typically appear very social, they are rarely sensitive; the ESTP prefers to keep things fast-paced and silly rather than emotional or serious.

What Makes the ESTP Tick

ESTPs are often natural athletes; they easily navigate their physical environment and are typically highly coordinated. They like to use this physical aptitude in the pursuit of excitement and adventure, and they often enjoy putting their skills to the test in risky or even dangerous activities.

The ESTP's focus is action in the moment. They are engaged with their environments and solve practical problems quickly. ESTPs are excellent in emergencies, when they can apply their logical reasoning to situations where immediate action is necessary. Long-term goals are less interesting to the ESTP, who prefers to see tangible results in the moment.

Recognizing the ESTP

The first thing you notice about the ESTP is likely to be their energy. They're often chatting, joking, and flirting with friends and strangers alike. They enjoy engaging playfully with others and amusing everyone around them with their irreverent sense of humor. They tend to keep people on their toes, never quite knowing what the ESTP will poke fun at next. ESTPs are unabashedly gregarious with people, but their interest in individuals may not last long; they are more likely to work a room, having a laugh with everyone, than they are to engage in depth with any one person.

ESTPs are comfortable in their physical environment and always looking for some action or activity. They tend to be the most naturally coordinated of all the types and are often found playing sports or engaging in various physical activities, especially ones with an element of danger. They are the stereotypical “adrenaline junkies” and may be found skydiving, motorcycle racing, or enjoying other extreme sports.

Popular Hobbies for the ESTP

Popular hobbies for an ESTP include all sorts of sports and athletic pursuits, especially team sports and risky or adventurous activities like race car driving, boxing, or flying.

Quotes About ESTP

"They tend to prefer action to conversation. The more directly a matter can be translated into action, the clearer and more effective they become."

- Isabel Briggs Myers, [Gifts Differing](#)

"None are as socially sophisticated as they, none as suave and polished—and none such master manipulators of the people around them."

- David Keirsey, [Please Understand Me II](#)

"With a basic built-in restlessness, these are they hyperactive 'doers,' who like to keep their hands in a variety of pots, churning as much as they can to keep everyone on their toes and to keep life exciting."

- Otto Kroeger, [Type Talk at Work](#)

Facts About ESTP

Interesting facts about the ESTP:

- On personality trait measures, score as Dominant, Flexible, Demanding, and Sociable
- More frequent among patients suffering from chronic pain
- One of four types reporting highest levels of assertiveness in college
- One of two types with lowest college GPA
- Among most likely of all types to stay in college
- Values at work include autonomy, variety, independence, and structure
- Overrepresented among MBA students
- Commonly found in careers in marketing, skilled trades, business, and law enforcement

ESTP at Work

At work, the ESTP is motivated to solve logical problems in the moment. ESTPs have a solid grasp of the concrete realities of a situation and a good sense of the resources at their disposal. Because they understand the facts of the present, they are often able to quickly see a way out of difficult situations.

The ESTP relies on past experience to choose the best approach for the situation at hand. ESTPs are concrete and hands-on, and have a kinetic sense of how things work. Although ESTPs may have trouble envisioning abstract ideas, they are flexible in their approach: if something sounds logical, they are usually willing to give it a try.

ESTPs often choose careers that take advantage of their athleticism, their mechanical skills, or their ability to negotiate their physical surroundings. They tend to prefer objects to ideas and often like a tangible product. They may have trouble sitting still and often avoid being stuck behind a desk.

ESTPs like a job that is a bit unpredictable, and offers them some fun and adventure throughout the workday. They want a job which allows them plenty of flexibility to solve problems on the spot, without pressure to follow set procedures or plans.

Top Careers for the ESTP

Top careers for the ESTP include:

[General Contractor](#)

[Building Inspector](#)

[Surveyor](#)

[Mechanic](#)

[Forester](#)

[Carpenter](#)

[Land Developer](#)

[Landscape Architect](#)

[Farmer or Rancher](#)

[Exercise Physiologist](#)

[Biologist](#)

[Chiropractor](#)

[Fitness Instructor](#)

[Respiratory Therapist](#)

[Radiology Technician](#)

[Real Estate Broker](#)

[Sales Engineer](#)

[Stockbroker](#)

[Sales Manager](#)

[Property Manager](#)

[Insurance Agent](#)

[Hotel Manager](#)

[Factory Supervisor](#)

[Cost Estimator](#)

[Chief Financial Officer](#)

[Chief Information Officer](#)

[Budget Analyst](#)

[Financial Planner](#)

[Vocational Teacher](#)

[Television Reporter](#)

[Military Officer](#)

[Police Officer](#)

[Firefighter](#)

[Athletic Trainer](#)

[Airline Pilot](#)

[Flight Engineer](#)

[Civil Engineer](#)

[Mechanical Engineer](#)

[Air Traffic Controller](#)

[Paramedic](#)

[Flight Attendant](#)

[Restaurant Owner](#)

[Chef](#)

[Bartender](#)

[Photographer](#)

Least Popular Careers for ESTP

It is important to note that any personality type can be successful in any occupation. However, some occupations are well suited to the natural talents and preferred work style of the ESTP, while other occupations demand modes of thinking and behavior that do not come as naturally to the ESTP.

Occupations that require the ESTP to operate outside their natural preferences may prove stressful or draining, and often sound unappealing to ESTPs who are choosing a career.

The following occupations have been found to be unpopular among ESTPs, based on data gathered from surveys of the general population.

[Writer](#)

[Librarian](#)

[Curator](#)

[Craft Artist](#)

[Animator](#)

Clergy

[Physician Assistant](#)

[Medical Assistant](#)

[Veterinary Technician](#)

[Public Health Nurse](#)

[Dental Hygienist](#)

[Preschool Teacher](#)

[Electrical Engineer](#)

[Chemical Engineer](#)

Electronics Technician

[Chemist](#)

[Market Researcher](#)

[Organizational Psychologist](#)