

ESTP

Extroverted Sensing (Se) – Introverted Thinking (Ti)

MAIN CHARACTERISTICS

PERSONALITY

ESTPs are characterized above all by their realism and the attention they pay to concrete facts. They react spontaneously and quickly to situations, taking life as it comes and enjoying what presents itself.

ESTPs want to maximize their efforts and energy expended to achieve a result. They are looking for maximum efficiency and practical utility and it is this criterion that guides them in most of their activities. They have a sense of concrete action and the means to implement to achieve it. They spontaneously use the appropriate tools and only resort to the instructions when all other steps have failed.

ESTPs are generally sociable and easy-going. Their keen sense of observation allows them to perceive the slightest nuances of expression in their interlocutors and therefore to adapt to them. They are often generous, loving to surprise and liven things up with gifts and parties. Their natural exuberance easily attracts attention. They like activity and entertainment for their own sake, even if it means provoking them when they don't come naturally.

ESTPs live in the present, putting the proverb “tomorrow is another day” into full effect. They know how to enjoy the here and now and do not like to lament over past mistakes or painful events. Their desire to stick to present reality often makes them unpredictable, because they are capable of changing as quickly as events.

ESTPs only like to learn when they see first-hand the practical usefulness of what they are taught and can immediately put it into practice. They learn through experience and most often refuse any theorizing. The traditional school system generally suits them poorly.

PROFESSIONAL LIFE

ESTPs make remarkable negotiators, combining both flexibility and seduction in their approach with precision and firmness in their goals. They easily assume responsibilities, especially in times of crisis where their ability to integrate a multitude of timely data and adapt to it is particularly effective. They like to take risks, it adds spice to their lives and gives them the opportunity to prove their abilities.

ESTPs like rapid, effective interventions and are resourceful. They are perfect “troubleshooters”. They then care little about the procedures, the result is the only thing that counts.

ESTPs thrive in a flexible, non-routine environment, where authority is not burdensome. It's not that they particularly rebel against it, but they tend to forget its existence.

ESTPs often choose a profession as an independent entrepreneur: tradesmen, artisans, mechanics, surgeons, etc. But it is obviously possible for them to carry out any other type of activity that interests them.

REACTIONS TO STRESS

FIRST LEVEL

In cases of stress, ESTPs can demonstrate extreme pragmatism, lacking the ability to project themselves into the future and foresee the consequences of their actions.

Their intense activity can turn into activism; the spontaneity of their reactions and the rejection of procedures can sometimes go wrong and lead them to errors that a little reflection would have avoided.

They may also have a tendency to lack continuity in their action and to make unpredictable about-faces on the grounds that conditions have changed; they can thus abandon those they have led so far to turn to something else and neglect the promises made.

They then risk being insensitive to other people, lacking consideration and making remarks that are too direct and tactless.

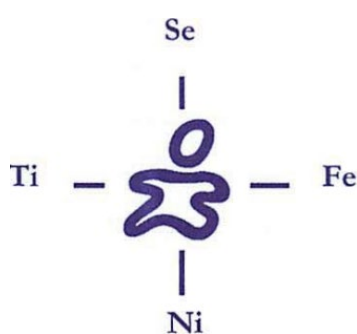
SECOND LEVEL

If stress increases, their critical thinking may fail them in relation to people for whom they have excessive feelings, positive or negative.

Likewise, we may see rational, concrete, precise ESTPs rushing into esoteric theories as if to satisfy the needs of their neglected intuition.

Their less developed intuition may suddenly manifest itself in a negative way. This is how a normally expansive ESTP may experience bouts of melancholy and depression because they will have been overwhelmed by a negative vision of the future.

DEVELOPMENT PATH



To develop, ESTPs will benefit from taking into account the human dimension and observing the results of their behavior. They will be able to learn to express what they feel and demonstrate their personal values.

They will thus be able to gradually measure the consequences of their actions and therefore prepare for the development of their intuition. By taking more time for themselves, they will have a broader understanding of situations. This will not harm their spontaneous and pragmatic side but will give them more consistency in their choices. They will also be less dependent on action and will enjoy reflection and more theoretical aspects.

ESTPS SEEN BY THEMSELVES

- “I need rhythm, rapid action in decision-making.
- Rigorous, square appearance, but with an important relaxation factor: time to work, be efficient, optimize your time and a moment to unwind, laugh, joke.
- Postpone until tomorrow

Rational concrete practice. My reasoning is based on logic. With maturity I manage more and more the human dimension in taking positions. I tend to intervene. It's a fault, I don't know how to keep quiet. I have to take a stand even if I am not concerned by a subject. I tend to want to impose my point of view. I am very persuasive and generally people follow me. On the other hand, I am happy to change my point of view; you just need to submit logical arguments to me.

Flexible, I adapt to what presents itself. The unexpected, the surprises, the last minute changes stimulate me.

Impulsive, I react then I think. I have a hard time forcing myself to step back. Mistakes make me progress. It is by doing that I learn.

Active, I need to act to feel fully happy. In my work, it is in overload that I perform best. I find it hard to cope with doing nothing. On vacation, I move around, I DIY, I go mountain biking, I cook, I don't know how to stop. On the beach I make sandcastles, I move, I walk, I collect shells. Even in front of the TV, I peel vegetables or do my ironing. My activity is efficient but very diversified and even scattered. I always have several projects going on at once. At the office I also do 15 things at a time, I organize myself to do everything at the same time, every second is optimized.

Stress motivates me in general, but if I'm worried about something serious, I organize myself excessively, I go into detail. I start cleaning, tidying up... the activities that de-stress me are embroidery, knitting, watercolor...

With maturity, I increasingly integrate the human dimension into my positions. I take more into account the interlocutor in front of me when formulating my answers. »

ESTP IN BRIEF

Features	Pragmatism, efficiency, sense of opportunity
Environment	Active, spontaneous, action-oriented
Communication	Fast, results-oriented, factual
Leadership	Dynamic, results oriented
Learning	Through practice, in a concrete or even manual way
Change	Adaptation to circumstances, great mobility
Decision	Fast and changing
Stress 1	Activism, versatility, impatience
Stress 2	Melancholy, irrational beliefs, negative vision of the future