

ENTP

CAREER REPORT

Discover your Ideal Career Path
with Personality Type

ETHAN LIN

3rd Edition

ENTP CAREER REPORT

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MESSAGE FROM THE AUTHOR

Choosing a career can be a daunting thing for people of any age.

How are we supposed to choose a career anyway?

The way society looks at careers feels so.... Final.

As if once the career is chosen, your life path is forever set and you'll either be happy or sad for the rest of life.

Feels like the same pressure you have to marry the right person!

The truth, as with most things, is somewhere in the middle.

There are indeed people who have resigned from finding a life of passion, fulfilment and joy that comes from choosing the right career.

They've given up.

Just settling for a routine life that pays the bills.

And yet there are those who chose the wrong career at the start, but yet eventually found the right one through exploration and research.

I was the latter.

I (INFP) studied accounts in university because I happen to be good in Math, only to find out midway that I HATED numbers.

I wanted to quit halfway, but because I was on scholarship, I persisted through but vowed never do to accounts in my life.

I went on to pursue my passion for understanding Type.

So here I am today.

The journey took several years, but I think I'm beginning to find my way.

Personality Type does not explain everything in life but knowing it is a big plus. Knowing it early, because you even choose your first field of study or job is even better.

I wished I learned this earlier in my life.

I wrote this because I know it will help you make a better decision in your professional life and I hope it will bless you tremendously and give you insights into yourself.

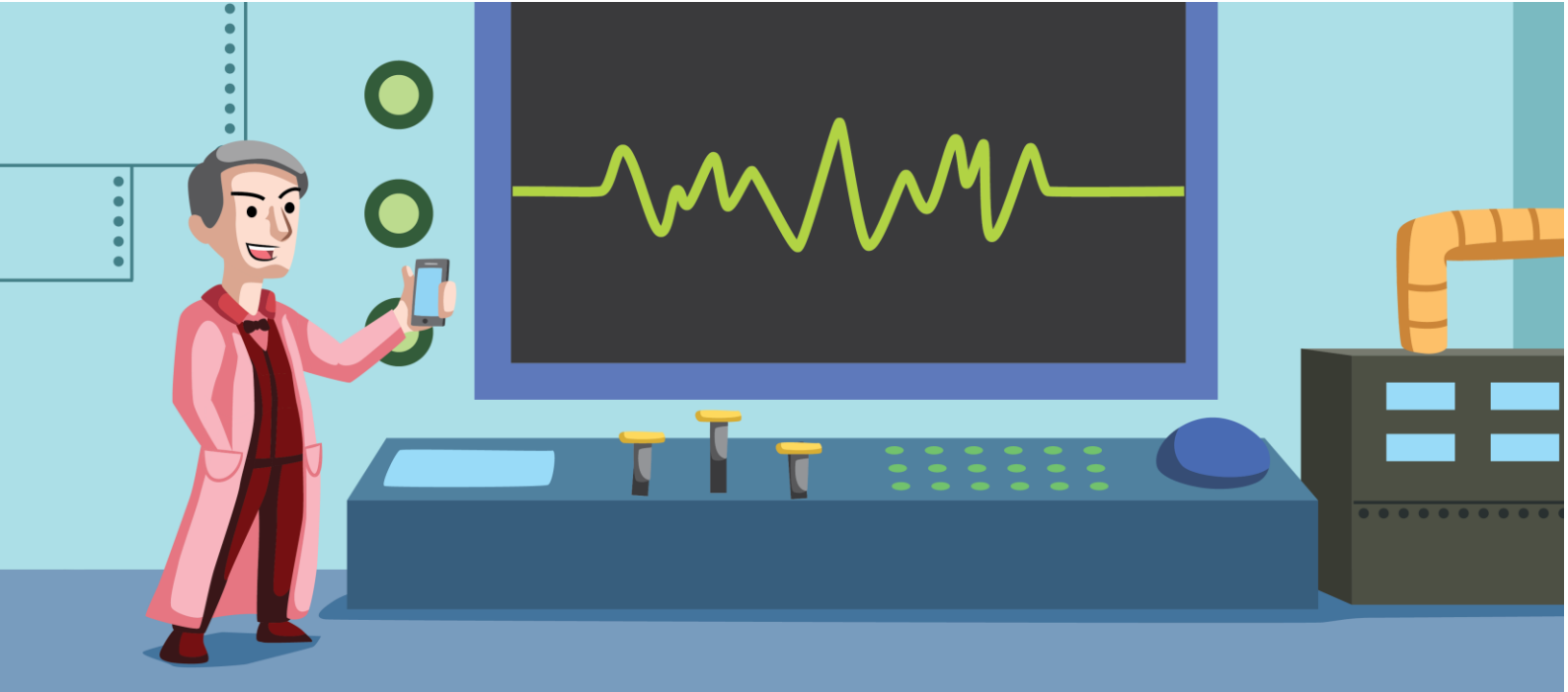
To your success!

Best Regards,

A handwritten signature in dark ink that reads "Ethan Lin". The script is fluid and cursive, with the first name "Ethan" and last name "Lin" clearly distinguishable.

Ethan Lin
Founder,
Personality-Central.Com

OVERVIEW



We will begin an overview of the ENTP personality with their natural strengths:

STRENGTHS

- **Assertive**
They are confident and assertive individuals who are not afraid to speak their minds.
- **Great Visionaries**
They are global thinkers; big picture planners who have the gift of foresight and can construct and analyse the big picture.
- **Creative Problem Solvers**
They readily spot loopholes in situations and will often have innovative solutions to improve and utilise them.
- **Analytical Thinkers**
They are analytical and logical thinkers who will take a neutral, impersonal stand when evaluating situations.

- **Curious**

They are curious and are always seeking deeper intellectual understanding of the world around them.

BLIND SPOTS

- **May be overbearing**

Because of their natural tendency to be critical and opinionated, ENTPs may come across as overbearing.

- **May miss details**

With the ENTP's global thinking and big visions comes the likelihood of missing out on details and impatience with people who are overly concerned with the nitty-gritty.

- **Reluctance to follow through**

ENTPs are inspired by new projects or endeavours but may fall short when it comes to following through to the end.

CAREER SUGGESTIONS



I must stress that all personality types exist in all occupations.

Due to other factors involved such as interests, geography, salary and working hours, most people do not end up in occupations that ideally fit their personality.

However, if you are in a job or career that is not ideal for your type:

- You may experience difficulty communicating or agreeing with your co-workers. Because everyone else speaks a different language from you, you may find communication issues arising in the course of your work.

- What you deem to be important in a job may not be in sync with your colleagues; hence, the use of your personalities' strengths in the course of your work may not lead to promotion or reward.
- Because you do not feel your work is valued, you may experience stress, dissatisfaction, burnout and lack of productivity.

It doesn't mean you have to quit your job right now.

As you will learn later on in this guide, you can find satisfaction in your current job with some simple strategies.

With that, let's look at some possible careers for the ENTP:

BUSINESS

ENTPs will be attracted to business and entrepreneurship.

They enjoy pioneering work, starting new projects and initiatives and in taking calculated risks for profit and gain.

Pioneering work need not just include entrepreneurship but can also include working within an organisation.

ENTPs can consider the following:

- Entrepreneur
- Management consultant
- Strategic consultant
- Venture capitalist
- Corporate communications officer
- Retail Owner
- Franchisor
- Sales agent
- Business manager
- Technical Trainer
- Human resource recruiter
- Floor Manager
- Lawyer
- Inventor

- Financial Advisor
- Personal Banker
- Investment Banker
- Stock Broker
- Commodities Trader

SPORTS, ARTS AND ENTERTAINMENT

ENTPs' confident and assertive nature makes them comfortable in the field of sports, arts and entertainment.

They are also creative individuals who can conceptualise the results of productions and publications before they even start.

The jobs they would enjoy include:

- Talk show host
- Producer
- Movie Director
- Art director
- Magazine Writer
- Photographer
- Internet marketer
- Sales copywriter
- Actor
- Broadcast news analyst
- Reporter and correspondent
- Sports commentator
- Athletic coach
- Photographer

STRATEGIC PLANNING

Because ENTPs have an innate ability to spot flaws and come up with creative solutions, it makes them great business consultants.

They can engage clients from businesses or organisations to help them solve their problems effectively.

Some jobs that may appeal to them in this area are:

- Business development executive
- Management trainer
- Security consultant
- Education consultant
- Political consultant
- Training and development executive
- Urban planner
- Investment broker
- Logistics consultant

RESEARCH AND INVESTIGATION

ENTPs have great intellectual curiosity and love to research to unravel mysteries about the world. In the same vein, they are suited for investigative work, which requires them to find answers from fragmented clues.

Some of the jobs could include:

- Detective
- Educational psychologist
- Criminalist
- Environmental scientist
- Social Scientist
- Political Scientist
- Chemist
- Economist

Remember that this list only seeks to be a guide for what you can do and is not exhaustive.

There are hundreds of career choices out there that you can consider.

What you should take away from this section is to understand why certain jobs appeal to you and apply it to possible career paths in your consideration.

ORGANISATIONAL CULTURE



Even though you're in the right job, it is the culture or environment of the organisation that will ultimately determine your job satisfaction.

There are work environments that will support your development, and there are those that simply frustrate and stress you out.

When you are applying or considering a new job, consider looking for organisations that are known to have:

- **Pioneering and entrepreneurial**

ENTPs enjoy being part of organisations that are constantly changing, innovating and pioneering, especially one which has a potential to be a leader in their field.

Through some internet research and word-of-mouth, you should be able to determine if the company has a drive and desire to become industry leaders.

- **Opportunities for career advancement**

ENTPs like organisations that give them clear opportunities to be promoted.

Consider management associate programs in big organisations.

Also, attempt to find out how long employees stay in their current position before promotion.

- **Different from the norm**

ENTPs enjoy being different and associated with organisations that pride themselves to be distinct from the pack.

It could be the difference in methods, marketing or branding; ENTPs are attracted to that.

Younger organisations like technology companies have greater potential to differ from the norm as they are the frontiers of pioneering work.

STRESSORS

- **Incompetent manager**

ENTPs respect managers that are as competent, objective and organised as they are.

They may not respect or may even be contemptuous of the manager if he/she is disorganised and unsure of their work.

ENTPs will find it hard to work with such management styles.

- **Low energy environment**

ENTPs are active, energetic individuals and want to see activity and action in their workplace.

A bustling workplace energises them while a low energy one drains them of their energy.

This will eventually become a source of frustration for the ENTP.

JOB SEEKING



The job search process is unique to each personality.

In this section, you will learn about strengths and weaknesses inherent to the ENTP's personality during the job search process.

This includes exploring careers, choosing one, and the interview process.

STEP 1: THE CAREER EXPLORATION PROCESS

The ENTP's career exploration process usually consists of:

- **Considering long-term idealistic goals**
ENTPs think big and think far.

You may have already designed a plan to achieve your long-term career goals before you even started exploring the possible options.

- **Talking to people about the exciting possibilities of a new job**

You will probably be talking to people about your long-term career goals, particularly to people who get as excited about it as you do.

- **Taking advantage of unforeseen circumstances**

ENTPs stay open to opportunities that present themselves along the way and readily take advantage of unforeseen circumstances that may favour them.

ENTPs may have blind spots in these areas:

- **Not considering job realities**

ENTPs are excited about job possibilities and as a result, may not consider career realities.

Consider the work hours, work location, organisational culture and salary before you put anything down in writing.

Imagine your daily routine as you embark on this job; this will bring your expectations closer to reality.

STEP 2: CHOOSING A CAREER

After looking at all your options, you will decide your choice.

Here are some things ENTPs will usually do when it comes to making the decision:

- **Logical Analysis of Alternatives**

ENTPs conduct a logical analysis of the alternatives with an objective cost-benefit analysis.

It's an impersonal decision-making process by looking at the pros and cons of their career options.

However, ENTPs should also consider these:

- **Personal Values**

Before they decide on their careers, ENTPs should also consider what is important to them as well such as their personal interests, principles or relationships and how their choice of careers will affect these.

- **Set deadlines for decision**

Because of all the possibilities they are considering, ENTPs may be reluctant to decide for their career choice.

Set deadlines for your decision and ensure that you stick to them and possibly find someone you can be accountable to.

STEP 3: GETTING THE JOB

After you choose a few possible alternatives and sending your resume, the next step is to ace the interview.

In this section, you will understand your strengths in the interview process and some blind spots you have to watch out for.

- **Impress others with your competence**

One of your greatest strengths is in your success in whatever you commit yourself to.

You should talk about your past achievements and successes to show your competence.

- **Convey energy and enthusiasm**

ENTPs naturally convey energy and enthusiasm, especially when talking about possibilities about their role in the new job.

Push the conversation toward the possibilities of what you could achieve in the organisation, and your enthusiasm will naturally come out.

- **Emphasize your potential and ability to learn quickly**

Because of their critical, big thinking nature, ENTPs can learn and adapt to new roles very quickly.

You can talk about this during your interview and give examples of how you've done so in the past.

With these strengths, you should be able to ace your interview.

Here are three tips to make your interview even better.

- **Pause during interviews so that others can ask questions**

ENTPs may see a need to continually speak to get their points across without giving a chance for the interviewers to reflect or ask a new question.

Learn to pause and allow silence so that interviewers can consider and evaluate your answers before moving on to another question.

If anything, it will show the interviews that you are a good listener as well.

- **Emphasize on how you can make an immediate impact**

Because ENTPs get excited about possibilities, they miss out talking about current realities.

So as you are talking about possibilities for the organisation, also emphasise on the immediate impact you can make once you get the job.

- **Ensure your networking time is productive**

When you are speaking with your prospective employer, do note not to spend too much time having small talk or chatting about irrelevant subjects.

While little small talk is required to build rapport, remember to stay focused and ask the necessary questions you need to know about the job.

WORK RELATED STRENGTHS AND WEAKNESSES



Getting the job is only the beginning of your journey.

Along the way, you will still face challenges in your workplace.

Ultimately, the way to excel in your workplace is to take up roles that take advantage of your personality strengths and minimise the use of your weaknesses.

In this section, I have included your personality strengths, weaknesses, and some tips for professional development.

STRENGTHS

- **Great communicators**

ENTPs are confident and articulate and can communicate their point of view across well.

This makes them great communicators.

- **Creative problem solvers**

ENTPs often have brilliant and creative solutions to existing problems at work because of their ability to make connections.

They can come up with very different and original ideas.

- **Able to see the big picture**

They can observe situations and events from a macro-perspective, seeing the big picture implications in everyday activities.

This makes them valuable in helping an organisation stay ahead.

- **Confident and assured**

ENTPs have great confidence in themselves and their ability to take charge, organise and plan people and resources.

Usually, managers or superiors will spot this in ENTPs very quickly, often promoting them to positions of leadership.

- **Able to multi-task**

ENTPs can manage a variety of tasks or projects at the same time without feeling overwhelmed by them.

They can be entrusted with multiple portfolios or projects without a problem.

- **Great motivation and drive**

They have a great desire to succeed, and this shows in the motivation and drive they commit to their work.

WEAKNESSES

- **Impatience with others**
Being competent and efficient in the execution of their responsibilities, ENTPs may find it hard to comprehend the more methodical and thorough approach to work and hence develop impatience with those who do.
- **May overpromise**
ENTPs can sometimes overpromise on what they can deliver to show their competency, but only to fall short later on.
- **Bad organisational skills**
ENTPs may have a problem dealing with policies, procedures, deadlines and schedules, which are all part of making an organisation run.
- **Dislike working with details**
ENTPs, being global thinkers, tend to dislike working with details in their projects or work.

Hence, they tend to have careless errors in their reports, presentations or planning, which may reflect poorly on them.

- **Dislike repetitive tasks**
ENTPs are spurred by new projects and initiatives but are not interested in repetitive tasks or routine work.

It would be displayed in their restlessness and the careless errors in their work.

PROFESSIONAL DEVELOPMENT

- **Stay open to growth**

ENTPs can sometimes be too set in their ways that they refuse to listen to the views of others which may increase their understanding.

Always aim to grow by being open to what you see and hear, especially when it disagrees with what you already know.

- **Identify what is important to you**

Learn to set your priorities according to what is important to you.

Manage your tasks in such a way that is reflective of your values and goals and do not allow yourself to be distracted by tasks that have no relation to them.

- **Follow through on your tasks**

It is common for ENTPs not to follow through as they are driven by inspiration.

Realize that your insights and ideas can only truly become an achievement when they are completed.

If you have an inspiration, set yourself to push it through to completion, no matter how repetitive or mundane the tasks are.

FINDING JOB SATISFACTION



You may not always get the job you want, or even if you do, you might find that the things you do on a daily basis do not use your personality strengths.

This is just reality; most people do not get perfect fits for their jobs.

However, by altering your job scope, you can put yourself in a position where your strengths are used, and you become a recognised and valued individual in the organisation.

Here are some tips for altering your job scope to your personality:

- **Delegate routine tasks to others**

Because routine tasks frustrate you and even stress you out, try to find a way to delegate routine work to others while you stay focused on project-based tasks.

- **Hire an assistant or secretary**

If your job role allows it, consider hiring an assistant or secretary to help you with managing your schedules and deadlines.

You are far less likely to miss out on the details or forget deadlines with them.

- **Seek a group of friends who can challenge each other**

You seek growth through intellectual debates and challenging ideas. However, not everyone is interested in one.

Seek a group of friends or peers who are willing to challenge and debate new ideas with you.

- **Volunteer for ad-hoc projects**

If you cannot delegate routine work or hire an assistant, try to volunteer for ad-hoc projects that your organisation is currently recruiting for.

Or consider initiating projects.

This way, you can have a more project-oriented portfolio.

REFLECTION EXERCISE

Describe what you want from your ideal job.

Don't list out the type of jobs that you want, but rather the nature of activities you prefer to be involved in.

e.g. Instead of writing that you would like to be a manager, write out that you would enjoy people management, organising and strategising.

List out at least three occupations or careers that will allow you to use your preferred skills as stated above.

Write out some weaknesses or blind spots you can start developing today to help you succeed in your chosen career.

LAST WORDS



Finding an ideal career is a challenging task, and even with the guidelines and advice given in this report, you still may not end up in your ideal career.

The truth is we live in a world where many other factors come into consideration: salary required to support our families, working hours, travelling time, personal interests, economic conditions, availability of jobs.

Nonetheless, this report will help you to understand more about yourself and which jobs will appeal to you.

Whichever career you are in, you can take these insights with you and use them to your advantage.

Most importantly, understand that your personality is unique.

Sometimes, we can be very discouraged and second guess ourselves on the job, especially when we are in a career that does not support our personality preferences.

Granted, to be successful in certain careers require you to act and behave in some ways, but you must come to a point where you understand the difference between who you are and what you do.

While you can adapt what you do and how you behave in certain situations, you must always live with the understanding of who you are and not be apologetic about it.

When you fully accept yourself, you will find happiness, confidence and courage to be the best you can be.

Here at Personality Central, we hope to bring out the best in you through the insights with personality type.

For more information, please visit www.personality-central.com.