

ESTP “The Promoter”

ESTP's are outgoing, enthusiastic, and excitable. ESTP's are “doers” who live in the world of action. Blunt, straight-forward risk-takers - they are willing to jump right into things and get their hands dirty. They live in the present (here and now). They look at the facts of a situation, quickly decide what should be done, execute the action, and move on to the next thing.

ESTP's have an ability to perceive people's attitudes and motivations. They pick up on little cues which go completely unnoticed by most other types, like facial expressions and body language. ESTP's tend to have their own strong belief in what is right and what is wrong, and will stick to their beliefs.

ESTP's are usually good at storytelling and improvising. They typically make things up as they go along, rather than following a plan. They love to have fun and are fun people to be around. They can sometimes be hurtful to others without being aware of it, because their decision-making process does not involve taking people's feelings into account. They make decisions based on facts.

ESTP's are practical, observant, fun-loving, spontaneous risk-takers with an ability to quickly come up with a solution to a problem. They're enthusiastic, fun to be with, and are great motivators.

Possible Career Paths for ESTP's:

- Sales Representatives
- Police / Detective Work
- Paramedic / Emergency Medical Tech
- Computer Technical Support
- Athlete

