

# **ESTP: Extraverted, Sensing, Thinking, Perceiving**

## An Overview of the Persuader Personality Type

People with the ESTP personality type are frequently described as outgoing, action-oriented, and dramatic. ESTPs—also known as Entrepreneurs and Dynamos—are outgoing and enjoy spending time with a wide circle of friends and acquaintances. They are interested in the here and now and are more likely to focus on details than take a broader view of things.

People with this personality type are logical. When making decisions, they place a higher value on objectivity rather than personal feelings. ESTPs don't like to be pinned down by excessive planning. Instead, they like to improvise and keep their options open.

### **Key ESTP Characteristics**

People with an ESTP personality type tend to exhibit a number of characteristics centered on their tendency to be extraverted sensors. They tend to be decisive thinkers with strong people skills. ESTPs also tend to:

- Make decisions quickly: When confronted by problems, people with this personality type quickly look at the facts and devise an immediate solution. They tend to improvise rather than spend a great deal of time planning.
- Prefer the practical over the abstract: ESTPs don't have a lot of use for abstract theories or concepts. They are more practical, preferring straightforward information that they can think about rationally and act upon immediately.
- Have strong social skills: They are very observant, often picking up on details that other people never notice. Other people sometimes describe them as "fast-talkers" who are highly persuasive. In social settings, they often seem like they are a few steps ahead of the conversation.
- Act impulsively at times: ESTPs are not planners. They react in the moment and can often be quite impulsive or even risk-taking. This 'leap before they look' attitude can be problematic at times and it may lead them to say or do things they regret.

### **Strengths**

- Gregarious, funny, and energetic
- Influential and persuasive
- Action-oriented
- Adaptable and resourceful
- Observant

### **Weaknesses**

- Impulsive
- Competitive
- Dramatic at times
- Easily bored
- Insensitive

### **ESTPs You Might Know**

- Angelina Jolie
- Bruce Willis
- Donald Trump
- Eddie Murphy
- Ernest Hemingway
- George Bush
- Jack Nicholson

- Kevin Spacey
- Madonna
- Michael J. Fox
- Nicolas Sarkozy
- Samuel L. Jackson
- Winston Churchill

### **ESTP Career Paths**

The MBTI also suggests that certain personality types may exhibit preferences and strengths that align them with certain careers.<sup>3</sup> People with an ESTP personality type feel energized when they interact with a wide variety of people, so they do best in jobs that involve working with others. They strongly dislike routine and monotony, so fast-paced jobs are ideal.

ESTPs have several different personality characteristics that make them well-suited for certain careers. Because of their strong people skills, ESTPs tend to do very well in careers that involve sales and marketing.

Because they are action-oriented and resourceful, they are great in first-responder positions that require fast-thinking and quick responses, such as emergency medical personnel and police officers.

### **Popular ESTP Careers**

- Agent of artists
- Auditor
- Carpenter
- Comedian
- Computer support technician
- Craftsman
- Detectives
- Entrepreneur
- Firefighter
- Marketer
- Military
- Network Specialist
- Paramedic
- Police officer
- Project Manager
- Sales agent