



## Myers – Briggs Type Indicator® Career Report

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**QAMAR CONSULTING**  
Discovering Potential & Optimizing Performance

Report prepared for

**ENTP**

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## Introduction

This report is prepared to help you understand your results on the **Myers-Briggs Type Indicator®** (MBTI®) instrument and how they can be applied in the organizational settings.

The MBTI assessment is a self awareness tool based on the theories of Swiss psychologist **Carl Gustav Jung** and the work of an American mother-and-daughter team, **Katherine Briggs** and **Isabel Myers**. With more than sixty years of research and development supporting its reliability and validity, the MBTI tool has helped millions worldwide develop a deeper understanding of themselves and others.

The MBTI Assessment is nonjudgmental and helps people learn about themselves through an investigation of what they prefer, or their preferences. The MBTI assessment sorts individuals in terms of four pairs of preferences, or dichotomies, that reflect

**Source of Energy**

**Mode of Taking in Information**

**Mode of Evaluating Information**

**Lifestyle**

**Extraversion-Introversion (E-I)**

**Sensing – iNtuition (S-N)**

**Thinking – Feeling (T-F)**

**Judging – Perceiving (J-P)**

### **In understanding your MBTI results, remember that the MBTI tool**

- Describes rather than prescribes, and therefore is used to open possibilities, not to limit options
- Identifies preferences, not skills, abilities, or competencies
- Assumes that all preferences are equally important and can be used by every person
- Is well documented with thousands of scientific studies conducted during a sixty-year period
- Is supported by ongoing research

### **How Your MBTI® Career Report for Students is Organized**

- **Summary of your MBTI® Results**
- **Overview**
- **Learning**
- **Writing**
- **Procrastination**
- **Work Related Strengths**
- **Work Related Weaknesses**
- **Career Satisfaction**
- **Career Exploration**
- **Job Search**
- **Conclusion**

## Summary of Your MBTI® Results

This report is based on your results (best fit type) you have mentioned in the self-score able MBTI answer sheets after type verification process during the feedback session.

Best Fit Type				
Where you focus their attention	<b>E</b>	<b>Extraversion</b> Preferences for drawing energy from the outside world of people, activities, and things	<b>I</b>	<b>Introversion</b> Preferences for drawing energy from one's inner world of ideas, emotions, and impressions
The way you take in information	<b>S</b>	<b>Sensing</b> Preferences for taking in information through the five senses and noticing what is actual	<b>N</b>	<b>Intuition</b> Preferences for taking in information through a "sixth sense" and noticing what might be
The way you make decisions	<b>T</b>	<b>Thinking</b> Preferences for organizing and structuring information to decide in a logical, objective	<b>F</b>	<b>Feeling</b> Preferences for organizing and structuring information to decide in a personal, values-based way
How you deal with the outer world	<b>J</b>	<b>Judging</b> Preferences for living a planned and organized life	<b>P</b>	<b>Perceiving</b> Preferences for living a spontaneous and flexible life

ISTJ	ISFJ	INFJ	INTJ
ISTP	ISFP	INFP	INTP
ESTP	ESFP	ENFP	<b>ENTP</b>
ESTJ	ESFJ	ENFJ	ENTJ

### ENTP Snapshot

ENTPs are innovative, strategic, versatile, analytical, and entrepreneurial. They enjoy working with others in start-up activities that require ingenuity and unusual. Although the descriptors below generally describe ENTPs, some may not fit you exactly due to individual differences within each type.

Adaptive	Adventurous	Applied
Enterprising	Independent	Theoretical
Original	Outspoken	Clever
Analytical	Challenging	Strategic

## ENTP Overview

ENTPs are generally enthusiastic, flexible, creative, conceptual, and clever. They tend to focus on their external environment and they accurately assess situations and people. They are often quite talkative, outgoing, and entertaining. Their interest in creating and having fun often influences their ability to fit in at social gatherings. The ENTP typically has a keen imagination that generates many ideas. They also rely on their intuition and tend to focus on the future. ENTPs are generally interested in intellectual or philosophical concepts and enjoy arguing or debating. They also tend to be impulsive, spontaneous, and comfortable with change. Their strong desire for things that are new often influences them to move between various careers and have many different interests.

The ENTP is perceptive to their surroundings and is able to identify new possibilities. They typically generate a vast number of original ideas and are continually looking for fresh opportunities. They internally evaluate their ideas and are able to simultaneously examine multiple options. They will then use a logical and rational approach to decide which possibilities to pursue. It is often important for them to spend sufficient time on their own to facilitate this reflection and assessment. The ENTP also tends to apply their creativity to identify solutions to problems and handle difficult situations. They often use a proactive approach to deal with challenges and are able to identify the outcome or implication of a decision.

ENTPs are often fast-paced workers that have the ability to multi-task. They tend to enthusiastically generate ideas and initiate projects of interest. They are often unconcerned with the specifics and may avoid detail-orientated tasks. The ENTP generally works tirelessly on projects that they enjoy but may struggle to complete uninteresting jobs. They tend to focus their energy on the initial stages of a project and may neglect the remaining tasks. They tend to desire a challenge and require a lot of variety in their work. They are easily bored with routine and often find procedures and policies to be restricting. They may have trouble realistically evaluating the time required to transfer their ideas to reality and should ensure that they give themselves enough time to meet their deadlines. ENTP's are often able to motivate people and create a vision for others to follow. However, they should be cautious that their focus on the task does not cause them to neglect the needs of the people involved.

## LEARNING

### The ENTP student will often...

- Require challenging or difficult material that stimulates their mind
- Desire opportunities to evaluate case studies or critically analyze information
- Effectively learn through debating and discussing topics
- Prefer intelligent, competent, and creative instructors
- Generate their own ideas through working alone
- Desire to study with others in a group setting
- Complete unassigned reading on serious topics

## WRITING

ENTPs tend to clearly articulate complicated information in a well thought out manner. Their writing often reflects their propensity for ideas and big picture thinking. They typically enjoy topics that involve controversy or problem solving and tend to omit personal elements in their writing. They often excel at being able to effectively discuss their opinions but should be cautious that their underlying tone does not appear too harsh or aggressive. The ENTP may prefer creating a program or presentation on a topic as opposed to writing an actual document. When working on a team writing project, they may struggle with adhering to the leader's instructions or may create a writing plan that others feel is too complicated. ENTPs may find it helpful to discuss their thoughts and ideas with an outside source throughout the duration of a writing project.

### In the writing process, the ENTP will often...

- Prefer originality over traditional formats and methods
- Need to limit the number of topics they consider
- Easily connect the patterns that exist in their gathered information
- Focus on the big picture and possibilities
- Include diagrams, tables, and other visual cues
- Incorporate witty humor but should be cautious not to offend the reader
- Benefit from returning to the original draft to incorporate necessary detail and clarify complicated concept

## PROCRASTINATION

The ENTP's pursuit of numerous ideas and projects can result in leaving some tasks unfinished or producing inadequate work. It is often difficult for them to create closure because they are pulled in many different directions and captivated by a variety of interests. These factors combine to make it difficult for the ENTP to focus their attention on any one area. They often do not pay attention to the amount of work that builds up and feel overwhelmed when they realize what they are required to complete. ENTPs may also not take proper care of their bodies and become exhausted and feel unable to physically complete their tasks.

ENTPs will generally continue to procrastinate as long as possible and often work right up until the deadline. They typically do not see a need to modify their behavior because they are able to still complete their work and receive an acceptable outcome. They only recognize a need to change when their procrastination significantly affects their lives. It is important for the ENTP to learn how to evaluate the possibilities they identify and establish a list of what is important. It can also be beneficial for them to identify and examine the long-term impact of their choices.

### **WORK RELATED STRENGTHS**

- Excellent communication skills and the ability to get others excited about your ideas
- Eagerness to “think outside the box” and consider new possibilities
- Great creative problem solving skills
- Courage to take some risks, try new things, and overcome obstacles
- Broad range of interests and ability to learn new things quickly
- Ability to withstand rejection and maintain optimism and enthusiasm
- Great confidence and drive to continually increase your knowledge
- Natural curiosity and skills for getting the information you need
- Ability to see the big picture and the implications of actions and ideas
- Ability to juggle several projects at once
- Perceptiveness about people — their needs and motivations
- Adaptability and ease shifting gears and changing directions quickly

### **WORK RELATED WEAKNESSES**

- Trouble keeping yourself organized
- Difficulty setting priorities and making decisions
- Overconfidence; you may misrepresent your abilities or experience
- Propensity to always focus on what’s possible rather than what’s doable or probable
- Tendency to promise more than you can deliver
- Impatience with unimaginative or inflexible people
- Tendency to lose interest in projects once problems are solved
- Dislike of doing things in traditional, established, or routine manner
- Lack of discipline when it comes to attending to and following through on important details
- Tendency to become bored or easily sidetracked
- Dislike of repetitive tasks
- Impatience with people whose competence you question

## **CAREER SATISFACTION FOR ENTP**

### **Doing work that**

- Gives me opportunities to engage in creative problem solving and/or generating new and innovative approaches to problems
- Lets me implement my innovative solutions in the creation of more efficiently functioning systems
- Acknowledges and encourages my creativity, competency, and ability to improvise
- Lets me experience a variety of situations filled with fun, action, and excitement
- Follows a logical order and is based upon objective and fair standards, rather than the likes or dislikes of one individual
- Lets me increase my professional and personal power and interact frequently with other powerful people
- Lets me meet and have constant interaction with many different people, especially those I respect
- Can be done in a rapidly changing, high energy environment with significant interaction with others
- Is done in an environment that is casual and unstructured; where I can experience a high degree of personal freedom, time off, and the opportunity to operate in a spontaneous way
- Allows me to design or start projects but does not require me to follow through with tedious details

## **CAREER EXPLORATION**

### **An ENTP tends to find career satisfaction with careers that have the following characteristics:**

- Supports innovative thinking and new ways to complete tasks
- Involves diverse and challenging tasks
- Requires creative problem solving
- Provides an opportunity to interact with a variety of individuals
- Supports changing systems and processes to promote efficiency
- Involves few restrictions or rules and promotes freedom and spontaneity
- Fosters a fun, exciting, and action-orientated environment
- Provides a chance to enhance their individual power
- Assesses performance based on knowledge, capabilities, and ingenuity

### **When exploring career options, an ENTP will often...**

- Set many long-term ideals and benefit from creating a plan to meet these goals
- Creatively develop their own careers
- Gather information through their interaction with others
- Objectively examine the long-term implication of their choice
- Logically evaluate their career options but should also consider their values
- Struggle with making a decision and benefit from setting a deadline

## **JOB SEARCH**

### **During their job search, an ENTP will often...**

- Benefit from following an established plan
- Identify company's potential needs and position themselves accordingly
- Need to examine the realities of a job in addition to the possibilities
- Network with a large number of individuals
- Benefit from patiently conducting their job search
- Evaluate multiple job prospects at once
- Need to make decisions throughout their job search

### **During an interview, an ENTP will often...**

- Confidently discuss their skills and abilities
- Convey their enthusiastic attitude
- Present ideas and possibilities that will benefit the company
- Benefit from ensuring that they listen and not assume what will be said
- Need to be able to discuss their current contributions for the organization

For more than 60 years, the MBTI tool has helped millions of people throughout the world gain a deeper understanding of themselves and how they interact with others, helping them improve how they communicate, work, and learn.

## **REFERENCES**

Tieger, P. D., & Barron, B. (2007). *Do What You Are "Discover the Perfect Career for You Through the Secrets of Personality Type"* (4th ed.). Park Avenue, New York: Hachete Book Group, USA.

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## POPULAR OCCUPATIONS FOR ENTP'S

People with ENTP preferences are often attracted to and may find satisfaction in careers and occupations in the following areas:

- Photographer
- Artist or Entertainer
- Marketing Professional
- Computer Professional
- Psychiatrist
- Research Worker
- Construction Laborer
- Credit Investigator
- Engineer
- Writer
- Mortgage Broker

*(ALLEN L. HAMMER - INTRODUCTION TO TYPE AND CAREERS)*

- Arts and Entertainment
- Architecture
- Life and Physical Sciences
- Marketing and Public Relations
- Journalism
- Finance
- Psychology
- Human Resources
- Executive: Architecture, Transportation and Production
- Engineering: Aeronautical, Industrial and Chemical
- Sales and Advertising
- Construction and Skill Trades
- Computing: Analyst, Programmer
- Social Sciences
- Fine Arts and Visual Arts
- Management Consulting
- Manager and Executive
- Law
- Manager and Executive: Sales, Education and Training
- Executive: Business Finance and Health Care

*(CHARLES R. MARTIN, PHD - LOOKING AT YOUR TYPE "YOUR CAREER")*

- Biologist
- Political analyst
- Investment Counselor
- Chemical engineer
- Executive
- Electrician
- Construction worker
- Developer
- Computer Programmer
- Public relation specialist
- Mechanical engineer
- Sales person
- Planner
- Physician
- Computer System Specialist
- Consultant
- Attorney
- Researcher
- Politician
- Psychiatrist
- Manager
- Corrections and Probation Officer

*(DONNA DUNNING - WHAT'S YOUR TYPE OF CAREER)*

- Entrepreneur
- Inventor
- Management Consultant
- Venture capitalist
- Literary agent
- Photographer
- Journalist
- Owner
- Restaurant/bar
- Actor
- Social scientist
- Technical trainer
- Diversity manager
- University/college
- Property manager
- Detective
- Criminalist
- Environmental scientist
- Employees relations specialist
- Agent and business manager
- Urban and regional planner
- Human resource recruiter
- Security analysis
- Hotel and motel manager
- Attorney litigator
- Marketing and creative
- Advertising creative director
- Public relations specialist
- Marketing research
- Sports marketing
- Producer
- International marketing
- Graphic designer
- Art director
- Urban planner
- Sales agent
- Political Analyst
- Columnist, Critic and Commentator
- Creative writer
- Copy Writer
- Outplacement consultant
- Political manager
- Broad cast news analyst
- Planning and Development
- Strategic planner
- Personnel systems developer
- Real estate agent
- Special projects developer
- Investment broker
- Computer analyst
- Logistic consultant
- Personal financial advisor
- Investment banker
- Desktop publishing Specialist
- Internet architect
- Politics
- Director: Stage , Moon Picture

(PAUL D. TIEGER AND BARBARA BARRON - DO WHAT YOU ARE)

However, there are successful people of all types in all occupations. The key to getting where one wants to go involves firstly identifying what one really wants, something that comes from a more individual place than type. Individuals with ENTP preferences then need to use knowledge of their type to gain insight into how they might approach the different activities in planning a career. In other words, ENTPs need to build on the strengths of their type and address potential obstacles that may come along with their style as they explore options, connect with others, make decisions, and manage their careers.

## LESS POPULAR CAREERS FOR ENTP

Every type is in virtually every career, and clearly people are drawn to careers for many reasons other than their type. People with ENTP preferences are, however, less often attracted to careers and occupations that pragmatic personal care or the fostering of relationships, as in careers in childcare, teaching younger students (preschool through grade 12), nursing, health-care support, or religious careers. They are also found less often in careers that require work in isolation or careers that demand a great deal of routine hands- on or mechanical work, as in office support, production, or repair jobs.