



QAMAR CONSULTING
Discovering Potential & Optimizing Performance

CAREER REPORT

Dr Qamar ul Hassan

ESTP

ESTP Extravert, Sensing, Thinking, Perceiving

Potential Strengths

ESTPs are friendly, energetic, and active people with great powers of observation and the ability to be completely in the moment at all times. They are realistic, curious, and pragmatic, tending to speak directly and clearly without worrying about hidden meanings or ulterior motives. ESTPs are usually easygoing but also believe in taking responsibility for oneself. They tend to like activities that are active and physical in nature and enjoy a certain amount of risk-taking.

Spontaneous and playful, ESTPs enjoy being at the center of attention and are often the life of a party. They are good at noticing the specific details of any situation, sizing up a problem and then quickly responding to it, and are better at immediate rather than long-range problem-solving. ESTPs can be good negotiators and tough, logical decision-makers when necessary but they prefer a "live and let live" attitude and lifestyle.

Potential Weaknesses

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As An ESTP, I Am Good At...

Making an accurate and efficient assessment of a current situation
Working with a variety of people, making quick connections with others
Noticing and remembering facts and details
Public speaking, sales, and negotiating
Starting projects with energy and exciting others to participate
Using my hands and tools efficiently and skillfully

I Need To Watch My Tendency To...

Forget, resist, or ignore the rules and procedures of organizations
Speak before I think things through carefully
Take on more projects that I can finish within deadlines
Accept things at face value without looking beyond the obvious
Be too casual with authority and insensitive to co-workers

What I Need In A Career For It To Be Satisfying

- 1.The opportunity to have personal and direct involvement with my projects, where at the end of the day, I can see the tangible results of my efforts.
 - 2.The freedom to work in a relaxed and friendly environment with opportunities to interact throughout the day with a variety of different people.
 - 3.An environment with a minimum of rules and restrictions; where I am in charge of my time and responsible for my actions.
 - 4.The opportunity to use my excellent logical reasoning to determine the best and most efficient solutions to tactical problems.
 - 5.A constantly changing and interesting environment, with plenty of excitement, challenge, fun ways to demonstrate my abilities to respond to immediate challenges
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Some Popular ESTP Careers To Consider

- Financial advisor
 - Police/corrections officer
 - Intelligence specialist
 - Entrepreneur
 - General contractor
 - Auctioneer
 - Stockbroker
 - Physical therapist
 - Airplane / helicopter pilot
 - Insurance salesperson
 - Private/insurance
 - investigator Investor/Banker
 - News reporter
 - Event promoter Chef/cook
 - Emergency room physician
 - Budget analyst Carpenter
 - Athlete / coach
 - Civil/mechanical engineer
 - Real estate broker/broker
 - Sportscaster
 - Restaurateur
 - Actor/performer
 - Franchise owner/operator
 - Firefighter
 - Tour agent / guide
 - Real estate developer
 - Forrester
 - Farmer / fisherman/woman
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Recommendations For The Job Search

Using My Strengths, I Excel. When I:

1. Notice and remember important facts and details about people and places
2. Impress interviewers with my responsiveness and eagerness
3. Sell myself as a capable and energetic team member
4. Immediately get to work contacting people and gathering information about available options
5. Negotiate with skill, flexibility, and diplomacy

Avoiding My Weaknesses, I Need To:

1. Develop a career plan that considers my future as well as present
 2. Follow through on commitments and honor deadlines
 3. Be willing to make decisions along the way to rule out options
 4. Resist the urge to take stop-gap jobs even when the process seems to take too long
 5. Communicate seriousness and genuine appreciation for help received from others
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Additional Careers Choices for ESTPs

SALES /SERVICE / ACTION

- Detective
- Paramedic
- Real estate agent
- Exercise physiologist/sports
- Medicine
- Sports merchandise salesperson
- Personal fitness trainer
- Ship and boat captain
- Military officer
- Probation officer
- Criminologist and ballistics expert
- Insurance adjuster _
- Gambling establishment manager
- Chiropractor

ENTERTAINMENT / SPORTS

- Entertainment agent
- Radio and television talk show host
- Television producer
- Musician
- Studio, stage, and special effects coordinator/technician

BUSINESS

- Real estate broker/agent
 - Land developer
 - Retail salesperson
 - Car salesperson
 - Management consultant (business operations)
 - Internet marketer
 - Insurance claims examiner (property and casualty)
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TECHNICAL / “HANDS-ON”

- Electronics specialist
 - Construction foreperson
 - Technical trainer
 - Logistics and supply manager (manufacturing)
 - Network integration specialist (telecommunications)
 - Private investigator
 - Industrial/mechanical engineer
 - Aircraft mechanic
 - Property manager: commercial /residential
 - Lawn service manager
 - Developer of electronic games
 - Transport coordinator
 - Park naturalist
 - Exercise physiologist
 - Landscape architect
 - Aviation inspector
 - Teacher: trade / industrial /technical
 - Audio-video and sound specialist
 - Soil conservationist
 - Professional photographer
 - Wilderness adventure leader
 - Police / emergency services dispatcher
 - Crisis center worker –
 - Air traffic controller
 - Eco-tourism specialist
 - Construction and building inspector
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*Knowing Yourself Is The
Beginning Of All Wisdom*



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