**ENTP Career Profile**

ENTPs are most likely to find interesting and satisfying those careers that make use of their breadth of interests, their grasp of possibilities, their use of logic and analysis, and their adaptability. ENTPs are found in a variety of careers that reflect their diversity of interests, but the fields in which they work typically allow them to engage their inventive and analytical minds. Their creativity, comfort with the abstract, and problem-solving abilities often attract them to careers in the fields of science, communications, and technology. They are almost driven to start new projects or envision new ways of doing things, and because they are so stimulated by complexity and new problems to solve, they are often found in careers where trouble­ shooting plays a part. In addition, whatever career they choose must provide them with a stream of new challenges, whether that career is in the sciences, journalism, or elsewhere. ENTPs are not inclined to sit still for long.

Competence is usually of great importance to them, and they may enjoy careers where they can continually test out their abilities to analyze, debate, convince, improvise and succeed. ENTPs can often develop skills in any field that truly interests them. They usually have a great deal of enthusiasm and confidence not only in their ideas but also in their ability to succeed, which often translates into skill in influencing or winning the support of others. Their ·outgoingness, their more analytic stance, and their keen perceptions of other people can make them successful in careers that require more objective approaches to people, as in law, public relations, or marketing. They tend to be nonconformists, and their sureness in the value of their insights can serve to justify their willingness to go around the system; they may have an entrepreneurial character. ENTPs value autonomy and excitement, and usually resist having too many rules or too much structure in their work environment.

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These characteristics of ENTPs are also relevant to the other careers in which they are often found, careers where creativity and expression in the external world are important, as in careers in the arts. They report being attracted to careers in which they can be independent and feel competent; where there is the opportunity for variety, creativity and innovation; and where ideas are important. They also enjoy work where they can interact with many different people and where they can be action-oriented. They also prefer to leave details and follow-up to others.

For ENTPs the job search can be an opportunity to use their energy, creativity, and flexibility. They can usually imagine a wide range of possibilities, analyze what needs to be done to maximize their chances in the job search, and enthusiastically market themselves. Their enthusiasm, ingenuity, and thoughtful adaptatability will usually be communicated to others in the job search. Potential drawbacks for ENTPs in the job search include inattention to the facts and details of jobs or of the job search, inattention to the emotional climate of interviews, and a tendency to allow opportunities to pass by due to lack of decision-making or follow-through activities. Under stress, they may become withdrawn and listless, or they may become inappropriately concerned with the details of the job search. They may find it helpful to objectively analyze the realities of their situation and to understand the necessity of taking a measured approach to the job search process.

Examples of careers often chosen by ENTPs include photography, marketing, public relations, journalism/ writing, engineering, computer sciences, life and physical sciences, construction, consulting, acting, arts and entertainment; and law. Other careers in which ENTPs are often found are listed in the next section of this report.

ENTPs are found much less often in careers that require a great deal of pragmatic personal care or the fostering of relationships. For example, they are found much less often in careers in child care, teaching younger students (pre-school through grade 12), nursing, or careers in the field of religion. Careers in which ENTPs are less often found are also listed in the next section of this report.

## • Careers in which ENTPs are most and least often found

In the previous type description you have read about some of the general career patterns that are often associated with being an ENTP. The specific occupature listed below are occupations in the CAPT databank that have the highest and lowest percentages of ENTPs.

All of the careers in the databank can be ranked from highest to lowest, based on the percentage of ENTPs found in that career. Careers at the top of the ranking are the careers in which there are a greater than average number of ENTPs, and careers at the bottom of the ranking are careers in which there are fewer than the average number of ENTPs. It is important to remember that not all careers or classes of careers are represented in these lists.

The careers listed are intended to suggest patterns of interest for ENTPs, and to provide you with specific career ideas you may not have yet considered. They are not intended to be a list of careers that would absolutely be "right" for you. In fact, a wide variety of types are found in all careers and in any given career.

## • Careers most often selected by ENTPs

The careers in this list are the careers in CAPTs databank that have the highest percentage of ENTPs. The list begins with the careers that have the highest percentages.

1. Photographer
2. Marketing Professional
3. journalist
4. Actor
5. Computer Systems Analyst or Support

Representative

1. Credit Investigator or Mortgage Broker
2. Physician: Psychiatry
3. Engineer: Chemical
4. Construction Worker
5. Engineer: Mechanical
6. Public Relations Worker or Publicity Writer
7. Artist or Entertainer
8. Research Worker
9. Electrician
10. Lawyer
11. Management Consultant
12. Consultant: General
13. Manager: Corporate Executive
14. Restaurant or Food Service Worker
15. Computer Operations, Systems Researcher, Programmer, or Analyst
16. Electronic Technician
17. Engineer: Aeronautical
18. Writer
19. Corrections Officer or Probation Officer
20. Child Care Worker
21. Sales Manager
22. Psychodrama Therapist
23. Electrical or Electronic Engineering Technician
24. Scientist: Biology
25. Farmer
26. Dental Assistant
27. Lawyer or judge
28. Personnel or Labor Relations Worker
29. Scientist: Life or Physical
30. Manager: Financial or Bank Officer
31. Speech Pathologist
32. Health Education Practitioner
33. Human Resources Planner
34. Medical Assistant
35. Engineering or Science Technician
36. Respiratory Therapist
37. Suicide or Crisis Counselor
38. Real Estate Agent or Broker
39. Engineer: All Categories
40. Psychologist
41. Attorney: Administrator, Non-Practicing
42. Insurance Agent, Broker, or Underwriter
43. Musician or Composer
44. Minister
45. Administrator: Student Personnel

## • Careers least often selected by ENTPs

The careers in this list are the careers in CAPTs databank that have the lowest percentage of ENTPs. The list begins with the careers that have the lowest percentages.

1. Police Detective
2. Factory or Site Supervisor
3. Home Management Advisor or Home Economist
4. Teacher: Foreign Language in junior or Senior High School
5. Corrections Officer
6. Fine Artist
7. School Bus Driver
8. Priest
9. Religious Order: Lay Member
10. Nursing Aide
11. Teacher: Pre-School
12. Teacher: Grades 1 through 12
13. Social Services Worker
14. Dentist
15. Library Attendant
16. Religious Educator: All Denominations
17. Optometrist
18. Physician: Family Practice and General Practice
19. School Principal
20. Medical Secretary

In looking at these lists and related data we find that ENTPs tend to be drawn to those careers that appear to make use of their natural preferences. That is, the careers on the "most often selected" list are the careers to which we would expect ENTPs to be drawn, based on what we know about their type. The careers on the "least often selected" list are also what we would expect based on what we know about ENTPs.

ENTPs who work in careers that make use of their natural type preferences will more likely be satisfied and energized than ENTPs who work in careers that require them to make constant use of their nonpreferred functions. Working in a career that makes use of your natural preferences is more likely to be stimulating and enjoyable, and you are more likely to meet people of "like mind."

ENTPs who enter a career in which their type is more rarely found may find that they are less often working with people of "like mind." This may present you with some disadvantages as well as advantages. You may, for example, have difficulty understanding or being understood by your coworkers. In addition, ongoing use of your nonpreferred functions may lead you to feel stressed or fatigued. On the other hand, you may bring a unique and exceptionally valuable perspective to your work, one that your coworkers will not have considered. You may also carve out a path or choose a specialty within that career that is particularly suited to ENTPs. Alternatively, you may need to find a way outside of your career to satisfy your natural type preferences. As we noted earlier, there is much more to an individual than their type preferences, and all types tend to be found in all careers.

It is a fact that ENTPs are found in many of the careers on the "less often selected" list, but it is equally true that they are not found in very high numbers. If you are considering a career less often selected by ENTPs, you may also want to clarify the different factors influencing your career decisions. Is this a career that you feel a call to pursue? Are your family, friends, or environment pushing you to be in a particular career, one that may be less satisfying to ENTPs? Do you have an accurate picture of what is involved in that career? You may find it helpful to talk to a friend , persons in those careers, or counselor about some of these issues, in order to make more informed decisions.

*Gathering Career Information, Making Decisions, Planning and Taking Action*

You now have some sense of the patterns of career choice among ENTPs. This section of the report will address how your type preferences may influence three activities often Involved In career exploration: gathering information, making decisions, and taking action. As you read this section of the report, keep In mind the following question: What do you need to do to make use of your strengths and minimize the potential blindspots of your type as you go about these activities?

## • Gathering information

An important step in career exploration is finding out more about yourself and the careers you are considering, and there are a variety of ways to do that. You can, for example, call and meet with people, read biographies or reference materials, talk with a counselor, take career instruments, or do volunteer work.

Gathering information about yourself and about careers is an ongoing process in career exploration. It is important not only to take advantage of your natural strengths, but to be sure you don't miss some forms of information-gathering that may be less preferred by ENTPs. For example:

As an extravert you may be more likely or more inclined to engage in information-gathering activities that involve interacting with others or gaining direct experience. Examples include networking, inter­ viewing, volunteering, or interning. You may want to be sure that you also take time to gather information in ways that require alone-time and reflection. Examples include reading career materials, and working through self-assessment exercises.

As an intuitive type you may be more inclined to look at patterns in the information that you have, in the careers to which you are attracted, and to look for the meaning in those patterns. You may also be more willing to trust your "hunches" in your career exploration. You may tend to pay attention to possibilities and become excited by distant future goals inherent in a career. You may want to be sure that you attend to factual material and information about careers (e.g., jobs available, salaries, location), and be sure to gather some first-hand experience.

As a thinking type you may be inclined to pursue and trust information you consider to be the most objective. Thus, you may be inclined to make use of reference materials and job analyses. You may also be more inclined to work through various exercises and analyses of your interests, skills, and other relevant information. In your pursuit of objective information you may miss information available from significant others or people you trust. You may also want to trust that you care about something, even if it seems illogical.

As a perceiving type you may be inclined to believe that you continually need more information, and you may benefit from making some judgments about the wealth of information you have already collected.

## • Making decisions

Even though it may feel as though there must be one big decision in your career exploration, in fact you are making decisions all along the way. You have probably already made some tentative decisions about your type preferences, and you have probably already decided against some career options even as you have considered others.

The purpose of this section of the report is to help you see what may be the strengths and potential blindspots for your type as you go about making career decisions.

Effective decision-making depends on having both good information (using sensing or intuition) and a reliable method for weighing that information (using thinking or feeling). The two middle letters of your type formula tell you which information-gathering function and which decision-making function you prefer to use.

As someone who prefers intuition, you may be most inclined to:

* trust the kind of career information that opens up new possibilities for your imagination.
* pay attention to meanings and/or patterns in the career information you have, and put it in the context of your life and future.
* be concerned with the potential for growth or change in a career, and be concerned with where you want to be several months or years down
* the road.
* consider a variety of career options, whether or not they fit with your past.

For a more thorough assessment of your career situation, it may be important for you to pay attention to pragmatic and factual kinds of career information as you assess yourself, such as education, skills, and work history. You may also benefit from attending to facts about jobs and the job market, such as job avail­ ability, location, and salaries available.

As someone who prefers thinking, you may also be inclined to:

* approach your decision-making in a more critical and impersonal manner, attempting to weigh all of the information objectively, including information about yourself.
* look at all of the consequences, both good and bad, of the various choices you have available to you.
* analyze your degree of fit with a career based on what you know of yourself and of your career options.
* make objective decisions which involve ideas or people you care about.

For a more thorough evaluation of your career situation, you may want to consider not only what is logical, but also how much you personally care about the various career options and whether a given career would be good or bad for your well-being. You may also want to consider the impact the choices may have for your long-term values, and on those about whom you care.

There is another factor associated with your type that may have an effect on how quickly you make decisions, and how comfortable you are with those decisions.

Persons with your combination of extraversion and perceiving (E-P) are often described as adaptable and always seeking new experiences. EP types often say that they feel pulled in many directions and don't want to miss options by settling on a career too soon. If this description fits for you, it may be important for you to ask yourself to make some tentative decisions so that directed action can be taken, and for you to realize that you are not closing off your options forever in doing so.

## • Making plans and taking action

Once you have made some decisions, you need to make plans and take action. Planning may include such things as setting career goals and breaking those goals down into short term tasks to be accomplished. Career goals may include settling on a first career, planning to make changes within a career you already have, or changing careers entirely. Short term tasks may include plans for getting further training or education, making business contacts, going on information interviews, and/or (re-)writing your resume. Taking action means moving from the planning to the doing phase and acting on the goals and tasks you have set for yourself.

The purpose of this section of the report is to make you aware of some of the strengths and potential blindspots your type may bring to these planning and action steps.

Your preference for extraversion may show in a tendency to:

* network naturally and already have access to a large network.
* be comfortable with information interviewing.
* move readily to the action phases.
* represent yourself well verbally in interviews.

Possible blindspots may be that you discuss the career exploration process too much with others, or that you interact for the sake of interacting and do not gather appropriate information. Another blindspot may be that you act too quickly without reflecting and may mistake activity for results. It is also possible that you may come on too strong by talking too much and not listening enough.

Your preference for intuition may show in a tendency to:

* be very good at setting up long term goals and envisioning steps for getting there.
* be good at seeing alternatives to traditional career search and development paths.
* represent yourself in an optimistic way in inter­ views and be very convincing (especially if extraverted as well).
* see possibilities for employment where others do not.

Possible blindspots may be that you see too many possibilities and have difficulty focusing or have diffi­ culty acting on the possibilities. Other potential blind­ spots may be that you have difficulty following through once goals and plans are ·made, or that you underestimate or leave out important pragmatic steps in setting and achieving goals. It is also possible that you may not respond as well to interview questions asking for specific details.

Your preference for thinking may show in a tendency to:

* establish a strategy for the job search, and move logically from step to step.
* be good at doing objective research on a career or employer.
* be good at communicating competencies on paper or in interviews.
* be good at standing your ground in a tough interview.

Possible blindspots may be that you expect the process to proceed more logically than real life usually does, or that you may be too rigid in your use of a particular strategy. Other potential blindspots may be that you ignore useful information if the interviewer does not meet your expectations of competence, or that you appear too task-oriented in the interview and not sensitive to any interpersonal concerns involved in the position.

Your preference for perceiving may show in a tendency to:

* be able to adjust plans and redefine goals as you go along.
* be able to see options that others do not.
* be open to seize opportunities as they come along.
* appear flexible, spontaneous, and adaptable in interviews.

Possible blindspots may be that you spend too much time gathering information, and you may have difficulty acting or committing. Other potential blind­ spots may be that you do not set realistic time frames or deadlines for achieving goals. You may also be in danger of appearing too flexible and not goal-directed enough in interviews.