**ENTP Overview**

For ENTPs the dominant quality in their lives is their attention to the outer world of possibilities; they are excited by continuous involvement in anything new, whether it be new ideas, new people, or new activities. They look for patterns and meaning in the world, and they often have a deep need to analyze, to understand, and to know the nature of things. ENTPs are typically energetic, enthusiastic people who lead spontaneous and adaptable lives.

ENTPs are continually pulled to new activities, new ways of doing things, and new ways of thinking about things. What is over the horizon is almost always more interesting than what is going on in the here and now. ENTPs can be dynamic visionaries, and they trust the truth of their insights. They believe that if they can imagine something, then materializing it is just one step away. ENTPs work toward their vision or toward solutions in bursts of energy and enthusiasm. ENTPs are eternal optimists.

ENTPs are pursuers of change. They are innovators, inventors, planners, and designers. ENTPs are driven by inspiration and tend to have a low tolerance for boredom; they become frustrated when things appear to be moving too slowly. ENTPs have a bias toward action and need variety in their lives; they typically have many irons in the fire. With their bias toward active learning, ENTPs want to see their visions materialized in the world, though not following through on their visions may at times be their downfall.

Thinking provides ENTPs with a way to focus and critique their visions, but Thinking is always secondary to the driving energy of their Intuition. Thinking makes ENTPs logical and analytical, and thus they value rationality as well as inspiration. Things should make sense, and if they don't now, the ENTP believes they will eventually after further analytical probing. ENTPs love to solve complex problems and approach them as challenges.

ENTPs continually look for the meaning behind statements, in events, in data, and in actions. They are often skilled at noticing trends and forecasting the future. ENTPs are conceptualizers; they continually build and rebuild mental models to explain the world, and they tend to be complex, abstract, and original thinkers. Because ENTPs are also critical in their thinking, they may be skilled in being able to see several different points of view. They imagine the possibilities of a situation and then strategically analyze those different possibilities to determine which course of action would be the most effective to pursue. ENTPs can be ingenious, and they also trust their abilities to improvise and respond to the needs of the moment.

ENTPs tend to value knowledge and competence, and they are often achievement-oriented. As a result, they tend to value others on the basis of perceived intelligence and ability, rather than on the basis of status. ENTPs, however, are often aware of power and status issues. They can play the game if need be to achieve the realization of their visions.

ENTPs enjoy careers that call upon their ability to look at things creatively and analytically. They may also become bored if they do not feel challenged with a continuous stream of new projects. ENTPs are often drawn to the sciences and technology. They may also be entrepreneurs, marketers, or professors, or anything else that engages their interests.

ENTPs tend to be gregarious, sociable people, and they can be quite exciting company. They enjoy being involved with others, and their enthusiasm can be contagious. It may also be overwhelming to others at times. Typically easy-going and casual, ENTPs usually look self-confident in their interactions with others. ENTPs do tend to view their lives and people in an objective and analytical manner, and as a result they can be or appear to be insensitive to emotional issues or relationship concerns. Paradoxically, ENTPs can be skilled at discerning what others think or believe, when they choose to attend to others in that way.

ENTPs are often verbally skilled and can be energetic conversationalists. They may at times argue for the sake of argument, simply because they enjoy the interplay of ideas with another person. Others, however, may be turned off by their penchant for debate and intellectual sparring. ENTPs also tend to have a high need for autonomy. This need, in conjunction with their belief in their own insights, often leads to their being dyed-in-the-wool individualists. They are not strong believers in rules, and they will often ignore or go around structures that make no sense to them.

ENTPs need development of introverted Thinking to help them critique their many ideas and inspirations, otherwise they may waste their energy by being involved in too many projects or in an endless succession of new interests. ENTPs need to make use of their ability to analyze to help them clarify a direction in life and to help them develop self-discipline. They need to realize that implementing an idea is not always as easy as imagining it. Often once a project is begun, ENTPs can have difficulty attending to or following through on details. Development of Thinking will help them see the consequences of continual pursuit of the new with no follow-through. Through development of Feeling, ENTPs can become more aware of their impact on others and of the sometimes negative consequences of continual intellectual challenge and debate. Development of Sensing will help them attend to the pragmatics of making their visions a reality.

Under stress, ENTPs may take on too many projects without any practical way of completing them. They may even become rigidly nonconforming if they feel too much structure is being imposed on them. Under great stress, ENTPs may find it difficult to pull themselves away from a project to attend to practical or physical needs. For example, they may forget to eat or sleep, may drive themselves to exhaustion, or may even have inexplicable accidents. In surprising contrast to their usual abstract and global style, under stress ENTPs can also become compulsively focused on irrelevant details.