**ESTP Overview**

For ESTPs the dominant quality in their lives is their enthusiastic attention to the outer world of hands-on and real-life experiences. ESTPs are excited by continuous involvement in new activities and in the pursuit of new challenges. ESTPs tend to be logical and analytical in their approach to life, and they have an acute sense of how objects, events, and people in the world work. ESTPs are typically energetic and adaptable realists, who prefer to experience and accept life rather than to judge or organize it.

ESTPs are spontaneous and fun-loving realists. They move into action easily, even impulsively. ESTPs live for excitement, pursuing new involvements, new relationships, and new locales. They live in the here and now and are most effective and happy when they can act on the needs of the moment. Flexibility is their hallmark. ESTPs do not have a lot of "shoulds" in their lives.

As a result they tend to be tolerant and open to a variety of experiences and people. ESTPs playfully seek out physical experience in all of its forms, in new food or travel, for example. In fact, things physical are usually of great interest to ESTPs, and they often have the latest electronics, vehicles, tools, and clothes. They may also have a taste for aesthetics. As keen observers of the outer world,

ESTPs may have an excellent memory for facts, details, and what is literally happening in their environment. Conversely, abstractions tend to be of little interest to them, and they may not entirely trust theory. In fact, ESTPs often learn best by optimistically diving into the middle of things and getting their hands on whatever it is that needs to be learned.

ESTPs are often excited by the sheer joy of activity. For example, they may enjoy participating in a sport for its own sake, their expertise arising from immersion in the action rather than from a focus on achievement. Incidentally, participation in sports or other forms of exercise often provide ESTPs with great pleasure and they may be gifted athletes. With their needs for variety and freedom, ESTPs can become frustrated by too much structure and may at times go around regulations they find too constricting.

Thinking gives ESTPs a way to critique and give meaning to their experiences, and to order their perceptions of reality, but Thinking is always secondary to the drive to gain new experiences. Thinking puts their pragmatism in a logical context; they look for the principles that underlie the working of things in the real world. As realists, ESTPs accept facts as they are, but because they are adaptable, ESTPs also know that there are many ways to solve a problem. With their unbending faith in their ability to respond to the needs of the moment, ESTPs are often skilled at managing crises or at solving real-life problems; they can make excellent negotiators and troubleshooters. ESTPs can also be tough-minded and a bit cool by nature, in spite of their outgoing personality.

ESTPs are pragmatists at heart. They want to concretely address the actual issue or problem at hand. As a result, the traditional classroom tends to hold little of interest to ESTPs, and the more the focus is on theory, the more quickly will their interest be lost. They may literally have trouble sitting still in class. ESTPs want to learn how to do something, and they want to learn by doing it, rather than by reading or talking about it; actions speak louder than words. For ESTPs to maintain their interest in school, they need to find active ways to learn and applications for the ideas they are studying.

ESTPs can have magnificent hands-on skills in using the tool of their choice, whether it be a computer, a golf club, a motor­ cycle, or anything else. As skilled operators of their environment, ESTPs know what resources are available and how to make the best use of them to achieve an end. This skillful operation may also show as an orientation to the arts or crafts, and they can be quite mechanically minded. Whatever the domain, ESTPs prefer working with things that can be seen, and thus are often found in the engineering, construction, technical, and health care or fitness professions.

Adventure, risk, and competition are not foreign to ESTPs, and they enjoy the thrill of responding in more "effective" ways than an opponent. As a result, ESTPs are commonly found in police work, business, and other areas where this need can be met, and where they can demonstrate the skillfulness and even­ headedness they so value. They also like to have an impact on others, and since they may also enjoy being "on stage," they can