ESTP  Extraverted Sensing with Thinking

People with ESTP preferences are friendly, adaptable realists. They rely on what they see, hear, and know first-hand. They good-naturedly accept and use the facts around them, whatever these are. They look for a satisfying solution instead of trying to impose any "should" or "must" of their own. They are sure a satisfying solution will turn up once they have grasped all the facts.

They solve problems by being adaptable, and often can get others to adapt, too. People generally like them well enough to consider any compromise they suggest. They are unprejudiced, open-minded, and tolerant of most everyone-including themselves. They take things as they are and thus may be very good at easing a tense situation and pulling conflicting factions together.

They are actively curious about objects, scenery, activities, food, people, or anything new presented to their senses. Their expert abilities in using their senses may show in: (a) a continuous ability to see the need of the moment and turn easily to meet it, (b) the ability to absorb, apply, and remember great numbers of facts, (c) an artistic taste and judgment, or (d) the handling of tools and materials.

With their focus on the current situation and realistic acceptance of what exists, they can be gifted problem solvers. Because they are not necessarily bound by a need to follow standard procedures or preferred methods, they are often able to see ways of achieving a goal by "using" the existing rules, systems, or circumstances in new ways, rather than allowing them to be roadblocks.

They make their decisions by using the logical analysis of thinking rather than the more personal values of feeling. Their thinking enables them to crack down when the situation calls for toughness, and also helps them grasp underlying principles. They learn more from first-hand experience than from study or reading, and are more effective in actual situations than on written tests. Abstract ideas and theories are not likely to be trusted by ESTPs until they have been tested in experience. They may have to work harder than other types to achieve in school, but can do so when they see the relevance.

ESTPs do best in careers needing realism, action, and adaptability. Examples are engineering, police work, credit investigation, marketing, health technologies, construction, production, recreation, food services, and many kinds of troubleshooting.

ESTPs are strong in the art of living. They get a lot of fun out of life, which makes them good company. They enjoy their material possessions and take the time to acquire them. They find much enjoyment in good food, clothes, music, and art. They enjoy physical exercise and sports, and usually are good at these.

How effective they are depends on how much judgment they acquire. They may need to develop their thinking so that they can use their principles to provide standards for their behavior, and direction and purpose in their lives. If their judgment is not developed enough to give them any character or stick-to-it-iveness, they are in danger of adapting mainly to their own love of a good time.