

MYERS-BRIGGS TYPE INDICATOR® | STEP I™ PROFILE

Prepared for
CHRIS SAMPLE

April 1, 2020

Interpreted by
Amy Consultant
ABC Consulting Partners



+1 800 624 1765 | www.themyersbriggs.com

Myers-Briggs Type Indicator® Step I™ Profile Copyright 1998, 2004, 2015 by Peter B. Myers and Katharine D. Myers. All rights reserved. Myers-Briggs Type Indicator, Myers-Briggs, MBTI, Step I, Introduction to Type, the MBTI logo, and The Myers-Briggs Company logo are trademarks or registered trademarks of The Myers & Briggs Foundation in the United States and other countries.



Your Myers-Briggs® Profile is designed to help you understand your results on the Myers-Briggs Type Indicator® (MBTI®) assessment. This assessment identifies which of 16 different personality types best describes you.

Your answers to the questions on the MBTI assessment show which preference in each of four pairs of opposites you favor. Your preferences are choices between equally valuable and useful qualities. Each preference is indicated by a letter.

Your Myers-Briggs personality type
ESTP

Your preferences
Extraversion | Sensing | Thinking | Perceiving

THE WAY YOU DIRECT AND RECEIVE ENERGY

Extraversion

People who prefer Extraversion tend to direct their energy toward the outside world and get energized by interacting with people and taking action.



Introversion

People who prefer Introversion tend to direct their energy toward their inner world and get energized by reflecting on their ideas and experiences.

THE WAY YOU TAKE IN INFORMATION

Sensing

People who prefer Sensing tend to take in information that is real and tangible. They focus mainly on what they perceive using the five senses.



Intuition

People who prefer Intuition tend to take in information by seeing the big picture. They focus mainly on the patterns and interrelationships they perceive.

THE WAY YOU DECIDE AND COME TO CONCLUSIONS

Thinking

People who prefer Thinking typically base their decisions and conclusions on logic, with accuracy and objective truth the primary goals.



Feeling

People who prefer Feeling typically base their decisions and conclusions on personal and social values, with understanding and harmony the primary goals.

THE WAY YOU APPROACH THE OUTSIDE WORLD

Judging

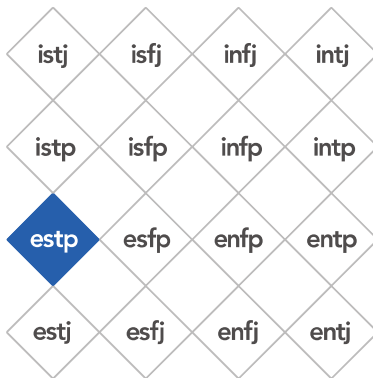
People who prefer Judging typically come to conclusions quickly and want to move on, and take an organized, planned approach to the world.



Perceiving

People who prefer Perceiving typically look for more information before coming to conclusions and take a spontaneous, flexible approach to the world.

TYPE DESCRIPTION: ESTP



- Flexible, adaptable, inventive, practical, realistic

- Respond creatively to challenging situations

- Resourceful; often find new ways to use existing systems

- Plunge into projects, learning as they go

- Base decisions on logical analysis and reasoning

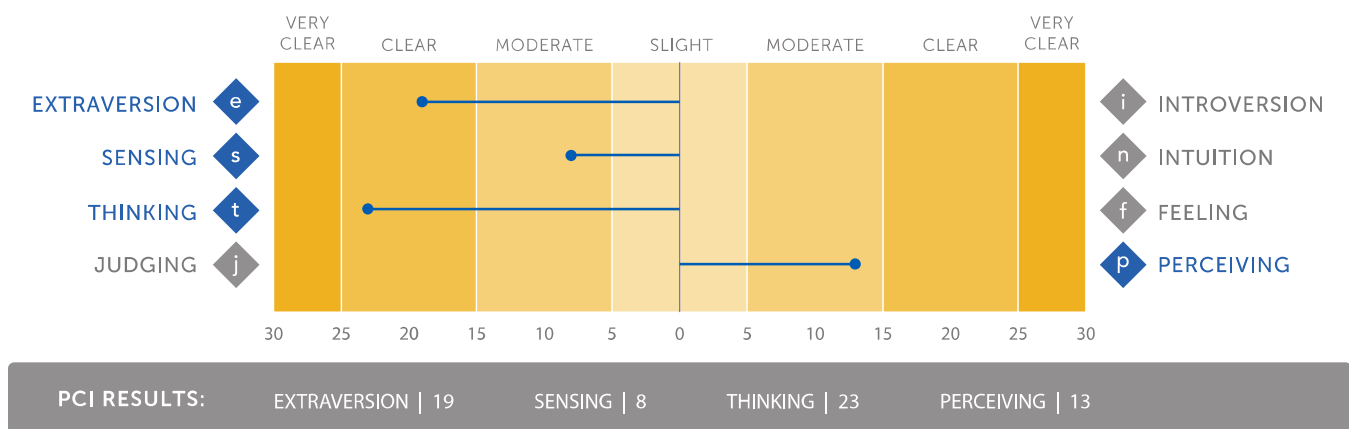
- Expert at seeing and quickly responding to immediate needs

- Seen as gregarious, fun loving, spontaneous

Some of these descriptors may not fit you because you are a unique person. Although most ESTPs have personality attributes in common, there are still plenty of individual differences among people who share the same four-letter type.

Your MBTI responses also provide a picture of how clearly or consistently you chose your preference in each pair of opposites. This *preference clarity index* (pci) is indicated in the graph below. A longer line suggests that you are quite sure about a preference; a shorter line means that you are less sure about whether that preference truly describes you. Your preference clarity does not indicate how well developed your preferences are or how well you use them.

CLARITY OF YOUR PREFERENCES: ESTP



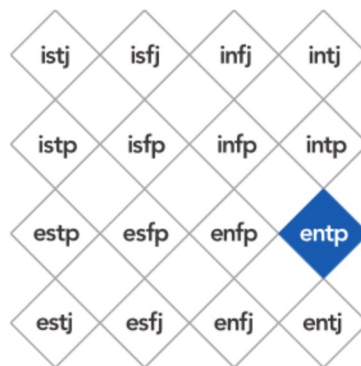
Each of the Myers-Briggs types is characterized by its own interests, values, and unique gifts. Although each individual tends to use his or her preferences most naturally and most often, keep in mind that everyone can and does use *all* of the preferences from time to time, depending on what the situation calls for. For a more complete understanding of the 16 different personality types, refer to the *Introduction to Myers-Briggs® Type* booklet by Isabel Briggs Myers or to the many other MBTI resources that are available.



CREATIVE
 IMAGINATIVE
 CURIOUS
 QUICK
 CLEVER
 INNOVATIVE
 ABSTRACT
 LOGICAL
 OBJECTIVE
 ANALYTICAL
 RATIONAL
 OUTSPOKEN
 ASSERTIVE
 ENTREPRENEURIAL
 RESOURCEFUL
 ENERGETIC
 ENTHUSIASTIC
 SPONTANEOUS
 ADAPTABLE
 IMPULSIVE

MYERS-BRIGGS TYPE INDICATOR® TYPE DESCRIPTION

Chris Sample



Extraversion | Intuition | Thinking | Perceiving

ENTPs are constantly scanning the environment for opportunities and possibilities, which they then analyze logically. They see patterns and connections not obvious to others and at times seem able to see into the future. Quick, ingenious, and resourceful in solving new and challenging problems, they move quickly from one new interest to another.

They value home, family, autonomy, and achievement.



+1 800 624 1765 | www.themyersbriggs.com

Myers-Briggs Type Indicator® Type Description Copyright 2007, 2014 by Peter B. Myers and Katharine D. Myers. Report developed by Allen L. Hammer. Myers-Briggs Type Indicator, MBTI, the MBTI logo, and The Myers-Briggs Company logo are trademarks or registered trademarks of The Myers & Briggs Foundation in the United States and other countries.

The logo for the ENTP personality type, consisting of the lowercase letters "entp" in white on a blue diamond background.

Characteristics of ENTPs

- ENTPs love challenging problems and are resourceful in solving them.
- They will seldom do anything the same way twice, always wanting to try something new.
- They continually scan the environment for new, exciting opportunities.
- ENTPs focus on the future rather than the here and now.
- They are constantly innovating.

ENTPs with Others

- ENTPs are extremely perceptive about the attitudes of others.
- They aim to understand people rather than judge them.
- They admire competence, intelligence, precision, and efficiency.
- ENTPs enjoy verbal sparring and love to debate ideas.
- Their energy and enthusiasm make them fun to be around.
- They are continually trying to improve themselves and others.
- Although they don't intend to, they may annoy others by making promises and then forgetting to follow through because they are on to the next interesting thing.

entp

ENTPs at Work

- ENTPs are adept at seeing opportunities and then analyzing them strategically.
- They are good at understanding how systems work.
- They have a lot of imagination and initiative for starting projects and a lot of impulsive energy for carrying them out.
- ENTPs are stimulated by difficulties, quickly devising creative responses and plunging into activity.
- With talent, they can be inventors, scientists, journalists, troubleshooters, marketers, promoters, computer analysts, or almost anything that it interests them to be.
- They are happiest and most effective in jobs that permit starting one project after another, with someone else taking over as soon as the situation is well in hand.
- ENTPs are not likely to stay in any occupation that does not continually provide new challenges.

Potential Blind Spots for ENTPs

- If ENTPs have not developed their Intuition, they may not take in relevant information and thus their "insights" may be greatly at odds with current reality.
- If they have not developed their Thinking preference, they may not have reliable ways to evaluate their insights or make plans to carry them through. They will then go from one enthusiasm to another, accomplishing little.
- Also, they may have difficulty prioritizing their many possible projects, which can lead to burnout as they try to do it all.
- Or, they may commit themselves to ill-chosen projects, fail to finish them, and squander their inspirations on uncompleted tasks.
- ENTPs tend to hate uninspired routine and find it remarkably hard to apply themselves to the sometimes necessary detail connected with any major interest.
- They may get bored with their projects as soon as the major problems have been solved or the initial challenge has been met.