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## An ESTP profile

ESTPs tend to be averagely distributed amongst the '16 different ways of being normal'. In the Australasian population they represent just over 6 percent. This type is often styled **'the Promoter'** or **'Conqueror'**, characterised by being action-orientated, spontaneous, entrepreneurial, diplomatic, resourceful, friendly, urbane, socially sophisticated, good negotiators, acute observers of others' motives and manipulators of their environment.

*Extravert, Sensing, Thinking and Perceiving* by preference, they are likely to be good at on-the-spot problem solving, unworried, and adaptable, but with little patience for long explanations and best with 'real' or mechanical things, rather than ideas and concepts.

ESTPs are likely to be spontaneous and active, often competitive in business situations with a special liking for 'gamesmanship', which they may well equally admire in others. They can be quick to forget the past, may distrust the future for its unpredictability, and so will usually focus on the present, for ideas, information and action now. They are likely to scorn what they see as unrealistic or impractical suggestions, trust in the moment but, under pressure, may become unscrupulous, unkind, opportunist or stubborn. As with many SPs, they may well not see the benefit of theoretical classroom learning and its practical value, thus tending to favour more practical, utilitarian topics.

Their motto may be **'live for the moment'**, the ultimate realists, with their focus on the present and the advantage they might obtain from it. Any admission of failure may appear to them as a weakness, and they are likely to admire and respect strength in others. They can often gain others' trust quickly by asking others' views and opinions, listening intently and showing self-restraint and tact when appropriate. They may also be quick to spot others' weaknesses and, in confrontation, may use this to provoke, mislead or demolish. For them, the end may well justify the means. They may also issue ultimatums to serve these ends.

ESTPs can be hard working and very tactically minded, often showing both reserve and resolve to achieve their objectives. They may also be highly adaptable in the face of changing circumstances.

They tend to enjoy showing they have understood what others have said, or asking more questions to clarify their understanding.

*Their 'dominant function' is extraverted Sensing*, which is why they may be described as the ultimate realists, living in the moment, delighting in all their senses to learn from all that they see, hear, touch, taste and smell. If it serves their ends, they may well employ blunt or crude use of these senses to shock others, and take pleasure from this. Exaggerated under pressure, they may compulsively seek new experiences.

*Their 'auxiliary function' is introverted Thinking*, which will inform their strong tactical sense while still allowing them to keep their personal opinions private. It is this function that may well produce the emotional and physical toughness so often observed in this type.

*Their 'tertiary function' is Feeling*, and at this level may be simplistic. Accordingly, they may well find themselves unpleasantly surprised by those they thought they could trust. Otherwise, this function may be used to build trust in others, but not necessarily to the others' 'advantage', as their competitive nature might see it. This function may also be expressed by occasional and unexpected generosity.

*Their 'inferior function' is introverted Intuition*. Being least well developed, it may result in unhelpful stereotyping of those who are perceived to be threatening, hostile or a source of personal pain, possibly attributing danger or insult where none was intended. Under extreme pressure, ESTPs may harbour feelings of being unloved or uncared for.

ESTPs can make outstanding business people and entrepreneurs when their energies are channelled constructively. They are often found in marketing, selling and general self-employment.

To be persuaded, they are likely to want to know the facts, based on the here and now, rather than the logic (it may be wrong, whose side are you?), feelings or vision (who can tell?).