

ENTP

Extraverted, Intuitive, Thinking, Perceiving

Estimated to be between 4 and 6 percent of the American population

Temperament: [Deep Green](#) (NT)

Dominant Function: [Extraverted Intuition](#) (your greatest gift/talent)

Auxiliary Function: [Introverted Thinking](#) (your supporting gift/talent)

ENTPs usually make a great impression, and often have a natural gift for getting people excited about their ideas. Charming, outgoing, and friendly, they are extremely perceptive and skillful at communicating with all kinds of people. As dominant Extraverted Intuitives, they possess the ability to see the big picture and anticipate trends, a willingness to take reasonable risks, and enormous confidence. Their enthusiasm is so infectious, and their negotiating skills so accomplished, they are often able to persuade others to join them in their always innovative, and often successful, ventures.

But ENTPs can sabotage their best inspirations by neglecting their least developed function, which is Introverted Sensing. Many of their best ideas never come to fruition because they do not pay close attention to important details, grow bored after the initial, creative phase of the project has been completed, or tend to ignore the important follow-through on the many commitments they make. For many ENTPs, it is definitely the thrill of the chase, rather than having obtained the prize, that is most exciting, energizing, and satisfying.

Although they are Thinkers, ENTPs like to please people and have a strong need to be liked. Comfortable occupying center stage, they enjoy demonstrating their cleverness and sophisticated language skills -- which usually include an impressive vocabulary and penchant for puns. Eager to entertain their many friends and acquaintances, they are often funny, witty, and engaging storytellers. ENTPs are also superb negotiators who know how to use their strategic thinking skills to get what they want. Despite their outward charm and facility with people, they are ultimately pragmatic decision makers, capable of analyzing situations objectively, weighing the pros and cons dispassionately, and making decisions that are politically expedient.

But because they are so personable, engaging, and apparently sincere, ENTPs may disappoint or even alienate their friends and supporters when they fail to follow through on their commitments or when they talk a better game than they actually play. People find this behavior inconsistent, confusing, and misleading, and can come to mistrust the ENTP.

ENTPs are very flexible and adaptable, and able to turn on a dime and go in the opposite direction if the situation calls for it. Neither particularly liberal or conservative by nature, ENTPs are aware of the rules of the game, and masters at bending them to suit their purposes. Curious and open-minded, they are extremely process oriented, preferring to continue collecting data and keeping their options open as long as possible. But because they so dislike closing off options, many ENTPs have difficulty making decisions or sticking with choices already made. For ENTPs who have this problem, there can be some serious consequences. They run the risk of becoming chronic procrastinators, squandering their inspiration, and never reaching their true potential. And they may develop a reputation for being indecisive and untrustworthy. Fortunately, most ENTPs who have these tendencies are smart enough to recognize their destructive potential, learn from their mistakes, and change their behavior. And, usually, when they focus even a bit of their considerable talents, they reap great rewards.

How to get along with ENTPs

- Be prepared to talk about your idea and especially to answer a myriad of questions that may occur to the ENTP spontaneously.
- Emphasize the way your idea/proposal/suggestion is new and different. The more innovative, the more appealing it will be to the ENTP.
- Don't overwhelm them with details. It's the big picture that is important to them. They have innate confidence that if the idea is good, the bugs can be worked out later.
- Be flexible and solicit their suggestions. They will likely see ways of improving the idea and may want to put their own thumbprint on it as well. Be prepared for the possibility they will want to share any credit derived from the project's success.
- If feasible, always present them with several different options to consider, rather than just one.
- Don't force them to make decisions before they are ready. However, you may well have to nudge them into ultimately making a decision, and lobby convincingly for letting some decisions stand once made, since their natural inclination might be to revisit it repeatedly as new information becomes available.

Tips for ENTPs

- Avoid squandering your energies on too many projects. Try to pick those that have the most potential value and focus on them.
- Estimate the time you think a project will take, and whatever that is, double it.
- Try to ally yourself with someone who enjoys the follow-through phase of a project.
- When presenting an idea, prepare in advance rather than just relying on improvisation. This can help you gain more support for your projects.
- Remember that your endless ideas can be tiring to others. Keep some of them to yourself.
- Learn to work within the system or arrange things to become self-employed so you can thrive on the autonomy you crave.
- Avoid overextending yourself, partying too much, or overindulging to the point of saturation. Make time for activities that can help release stress and excess energy wisely.
- Remember that arguing, debating, and matching wits can be fun for some people, but it will wear others out.
- Avoid interrupting others and learn the benefits of listening.
- Be accountable. Take deadlines seriously. Respect others' time and need for planning.
- Slow down and pay attention to the simple facts and joys of everyday life all around you. Create times when there's nothing you have to do.
- Learn to accept your emotional pain and negative feelings. They are natural parts of life.

Hallmarks of an ENTP

Ingenious	Enthusiastic	Competent	Adaptable
Innovative	Resourceful	Conceptual	Curious
Enterprising	Independent	Outspoken	Strategic
Creative	Challenging	Analytical	Clever
Questioning	Theoretical	Outgoing	Multi-talented

Career Satisfaction for ENTPs

As an ENTP, career satisfaction means doing work that:

1. Gives me opportunities to engage in creative problem-solving and/or generating new and innovative approaches to problems.
2. Lets me implement my innovative solutions in the creation of more efficiently functioning systems.
3. Acknowledges and encourages my creativity, competency, and ability to improvise.
4. Lets me experience a variety of situations filled with fun, action, and excitement.
5. Follows a logical order and is based upon objective and fair standards, rather than the likes or dislikes of one individual.
6. Lets me increase my professional and personal power and interact frequently with other powerful people.
7. Lets me meet and have constant interaction with many different people, especially those I respect.
8. Can be done in a rapidly changing, high-energy environment with significant interaction with others.
9. Is done in an environment that is casual and unstructured; where I can experience a high degree of personal freedom, time off, and the opportunity to operate in a spontaneous way.
10. Allows me to design or start projects but does not require me to follow through with tedious details.

Work that Attracts Personality Type ENTP: The Explorer/Inventor

The ENTP theme is inventing. ENTPs find ingenious solutions to people and technical problems. Their talents lie in developing ideas into functional and innovative applications that are the first of their kind. They thrive on finding new ways to use theories to make systems more efficient and people better off. ENTPs hunger for new projects. They have faith in their ability to instantly come up with new approaches that will work. They are engineers of human relationships and systems as well as in the more scientific and technological domains.

BACKGROUND INFORMATION

Preferences:

- Extraverting (**E**): Outward and active focus. They're energized by the outer world.
- iNtuiting (**N**): Imaginative, innovative, inspired. Pay attention to insights & abstract information.
- Thinking (**T**): Make decisions according to objective, logical principles.
- Perceiving (**P**): Seek openness. Like flexibility. Want things open so they can be spontaneous.

Temperament: **NT** (Deep Green/Knowledge Seeker)

NTs are analytical, hypothetical, conceptual, inventive, logical, abstract and investigative. They are motivated by a need to knowledge and competency. They value intelligence, insight, fairness and justice.

Satisfying work for an NT might include:

- An environment where they can create or develop models, explore ideas or build systems
- Work that constantly challenges their mind and requires solving complex problems ingeniously
- Working alone or with other competent people whose expertise and intelligence they respect

Dominant Function: **Extraverted Intuition** – *Brainstorming/Patterning* (their greatest gift)

- Outward and active focus on the new, the possibilities, meanings & patterns in the outer world
- Inferring relationships, noticing threads of meaning, and scanning for what could be
- Hypothesizing, seeing potentials, wondering and brainstorming
- Attention to the outer world of ideas, symbols and possibilities
- Noticing and making "connections" while watching the world or by talking out loud
- Adaptability and opportunity-seeking
- An orientation to change

Auxiliary Function: **Introverted Thinking** – *Analyzing/Problem-solving* (their second greatest gift)

- Inward and reflective focus on the subjective world of reason that seeks understanding through finding the logical principles behind phenomena
- Analyzing, categorizing, and figuring out how something works
- Giving order to ideas (rather than objects)
- Seeking the "truth"
- Tough-minded (and often categorical) analysis
- Reliance on and trust in own logic that may go against the "norm."

Interaction Style: **Get-Things-Going**

- ENTPs get everyone involved participating and move the group to action
- They make enthusiastic, collaborative decisions that ensure buy-in
- ENTPs focus on interactions to get more from the group than group members can get individually
- They discover new ways of seeing things and doing things

ENTPs at Work

- Are constantly brainstorming multiple possibilities to solve problems in innovative, creative ways
- Naturally make connections between ideas and people and capitalize on new opportunities
- Actively work at a fast pace when inspired; see possibilities and potential
- Often engage in a variety of activities and multiple tasks, all at the same time when possible!
- Gregoriously promote and optimistically communicate their visions
- Often act as a catalyst, inspiring others to act
- Have excellent communication skills; make talented trainers, counselors, facilitators, motivators, negotiators, persuaders and recruiters
- Do everything they can to outwit, avoid and ignore rules, structure and conventions
- Move and act quickly with little regard for limitations
- Love to start up new projects and work with others in an open and exploratory environment

Greatest Challenges for ENTPs

Following rules, procedures and routines

Managing time and tasks: learning to deal with all the details

Developing patience: learning to reflect and listen

Paying attention to the here and now (including needs for a healthy diet, exercise and "down time")

Typical ENTP Occupations

ARTS AND ENTERTAINMENT

Actor
Artist
Entertainer
Photographer

If you have creative flair or like to perform, you might want to pursue a career in the arts and entertainment field.

SCIENCE

Biologist
Chemical engineer
Engineer
Mechanical engineer
Physician
Psychiatrist
Researcher or investigator

If you enjoy complex problem solving, a career in the sciences may be of interest to you.

TRADES AND TECHNOLOGY

Computer programmer
Computer specialist
Computer systems analyst
Construction worker
Developer
Electrician

Occupations here can often be entered with shorter technical training or on-the-job experience so they are appealing to some ENTPs. If you are a good troubleshooter and you like lots of variety, you may find one of these types of careers satisfying.

LEADERSHIP

Consultant
Executive
Manager
Political analyst
Politician

Many ENTPs love strategic planning and are interested in managing people and projects. If this sounds like you then leadership might be a good career direction.

PROVIDING SERVICES

Attorney
Corrections and probation officer
Investment counselor
Planner
Public relations specialist
Salesperson

If you like using your independent thinking, your problem solving, your communication and your negotiation skills, then a career like one of these service careers might suit you.

COMMUNICATIONS

Editor
Journalist
Newscaster
Reporter
Social scientist
Speech pathologist

One of these careers may be rewarding for you if you are verbally fluent or enjoy expressing yourself in words. A wide range of careers are available to ENTPs in the communications field.

MARKETING

Advertising director
Marketer
Public relations
Publicist

If you are one of the many ENTPs that are skilled at persuasion and negotiation, love promoting their ideas and enjoy influencing others, one of these careers might be appealing to you.

PLANNING AND CREATING

Conference planner
Consultant
Entrepreneur
Inventor
Research assistant
Strategic planner

Many ENTPs like to work for themselves because their ideas tend to be ahead of their time and they like to think outside the box. These are just some of the careers that ENTPs find allows them to create cutting-edge systems and processes.

Other careers that attract ENTPs

Entrepreneurship/Hospitality/Business

- Actor
- Agent and Business Manager
- Attorney (especially litigator)
- Diversity Manager/Trainer

- Employee Relations Specialist
- Entrepreneur
- Hotel/Motel Manager
- Human Resources Recruiter
- Inventor
- Journalist
- Literary Agent
- Management Consultant
- Management Consultant (especially compensation, benefits, and job analysis)
- Manufacturer's Service Representative
- Ombudsman
- Outplacement Consultant
- Photographer
- Property Manager (especially for commercial or residential real estate)
- Restaurant/Bar Owner
- Sales Agent (especially securities and commodities)
- Security Analyst
- Small Business Owner
- Technical Trainer
- University/College President
- Urban and Regional Planner
- Venture Capitalist

Marketing/Creative

- Advertising Creative Director
- Art Director (especially of magazines)
- Broadcast News Analyst
- Columnist/Critic/Commentator
- Copy Writer
- Creative Director (especially of a multimedia team)
- Creative Writer
- Desktop Publishing Specialist
- Director (especially stage or motion pictures)
- Information Services Developer (especially of new business)
- Informational-Graphics Designer
- International Marketing Expert
- Internet Architect
- Internet Marketer
- Marketing Researcher/Planner
- Producer
- Public Relations Specialist
- Radio/TV Talk Show Host
- Reporter/Correspondent
- Sports Marketing Expert

Planning and Development

- Computer Analyst
- Industrial Design Manager
- Investment Banker
- Investment Broker
- Logistics Consultant (manufacturing)
- Network Integration Specialist (telecommunications)
- Personal Financial Advisor
- Personnel Systems Developer
- Real Estate Agent/Developer
- Special Projects Developer
- Strategic Planner
- Urban Planner

Politics/Government

- Political Analyst
- Political Manager
- Politician
- Regional/urban planner
- Social Scientist

Miscellaneous

- Athletic Coach
- Athletic Scout
- Chiropractor
- Criminalist (Forensic Science Technician/Chemist)
- Detective
- Educational Psychologist
- Environmental Scientist
- Forensic Ballistics (Firearms) Expert

Business/Finance/Administration

- Executives of all kinds (especially business, financial services, healthcare, entertainment)
- Financial analyst
- Financial planner
- Hotel manager
- Investment banker
- Investment broker/securities sales agent
- Management consultant
- New business development specialist
- Property manager
- Sales manager
- Training and development specialist
- Venture capitalist

Communications/Creative/Marketing

- Advertising director

- Business managers of all kinds (especially of artists, entertainers or athletes)
- Editor
- Journalist
- Literary agent
- Public relations director/publicist
- Stage/film producer
- Talk show host
- Web developer/designer
- Writer

Computer/Information Technology

- Computer analyst
- Computer engineer
- Computer programmer
- Computer security specialist
- Database administrator
- Hardware/software engineer
- Information systems manager
- Internet marketer
- Internet strategic partnerships specialist
- Network integration specialist
- Network systems and data communication analyst
- Support specialist
- Systems analyst

Education

- Athletic coach
- Higher education teacher/university professor

Health Science/Psychology

- Emergency room doctor/surgeon
- Family practitioner
- Internist
- Psychiatrist

Law

- Lawyers of all kinds (especially bankruptcy, immigration, litigation, mergers & acquisitions, or intellectual property)

Professions

- Architect
- Detective
- Industrial engineer
- Industrial psychologist