



ENTP CAREER GUIDANCE KIT



QAMAR CONSULTING
Discovering Potential & Optimizing Performance

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CHAPTER 01

Know Yourself & Understand Others

About Human Preferences

EXTRAVERSION



INTROVERSION

Where do you get your energy from?

SENSING



INTUITION

What kind of information do you prefer to use?

THINKING



FEELING

What process do you use to make decisions?

JUDGING



PERCEIVING

How do you deal with the world around you?



Understanding Preferences Through Pictures

EXTRAVERSION (E)

Keywords:
Active
Outward
Sociable
Open in communication
Expressive in nature



INTROVERSION (I)

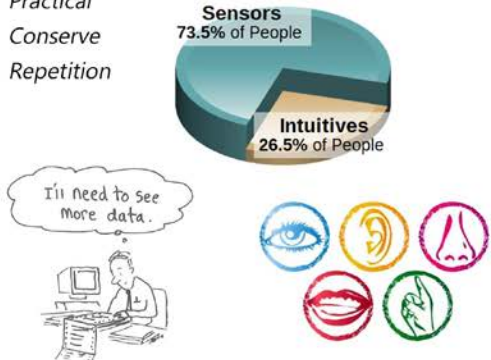
Keywords:
Reflective
Inward
Reserved
Private in communication
Quiet in nature



Check your response which preference you prefer the most?

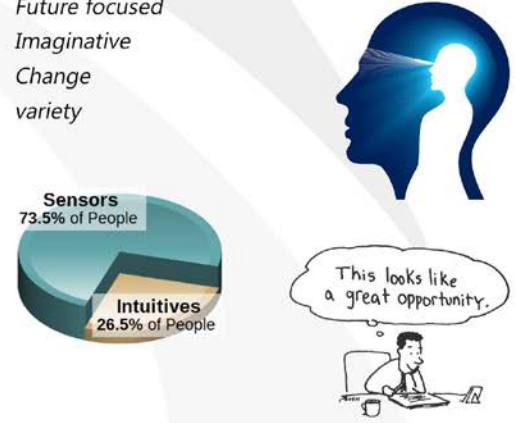
SENSING (S)

Keywords:
Pay attention to facts and details
Present focused
Practical
Conserve
Repetition



INTUITION (N)

Keywords:
Pay attention to patterns
Future focused
Imaginative
Change
variety



Check your response which preference you prefer the most?

THINKING (T)

Keywords:

Decides with head

Use logic

Analyze and critique

Impersonal

Concerned with truth and justice



FEELING (F)

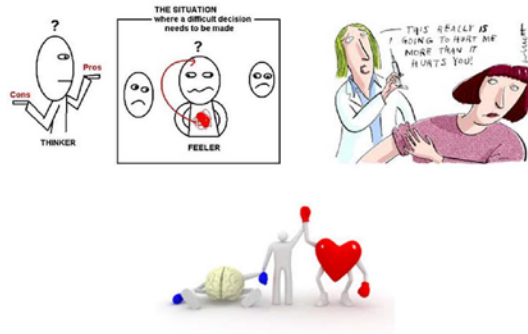
Keywords:

Decides with heart

Use personal convictions

Empathize and appreciate Personal

Concerned with values, relationships and harmony



Check your response which preference you prefer the most?

JUDGING (J)

Keywords:

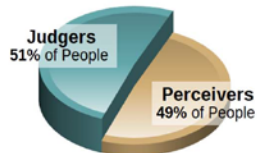
Organized

Control

Decisive

Deliberate

Plan



PERCIEIVING (P)

Keywords:

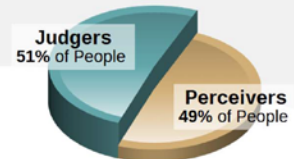
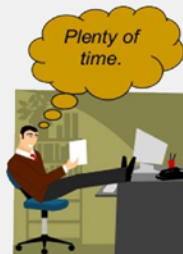
flexible

experience

Curious

Spontaneous

wait



Check your response which preference you prefer the most?

Brief Overview Of 16 Personality Types

ISTJ



DUTIFUL

- PRACTICAL
- SENSIBLE
- REALISTIC
- SYSTEMATIC
- REASONABLE

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ISFJ



PROTECTOR

- REALISTIC
- CONCRETE
- SPECIFIC
- KIND
- SENSITIVE

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INFJ



GUIDE

- INSIGHTFUL
- VISIONARY
- IDEALISTIC
- COMPLEX
- DEEP

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INTJ




MASTERMIND

- CONCEPTUAL
- CREATIVE
- INSIGHTFUL
- LONG RANGE THINKERS

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ISTP



CRAFTSMAN

- PRACTICAL
- REALISTIC
- FACTUAL
- PRAGMATIC

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ISFP



ARTIST

- TRUSTING
- KIND
- SENSITIVE
- GENTLE
- OBSERVANT

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INFP




HEALER

- CONCERNED
- CARING
- IDEALISTIC
- CURIOUS
- CREATIVE

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INTP




CONCEPTUALIZER

- LOGICAL
- ANALYTICAL
- OBJECTIVELY
- CRITICAL
- INSIGHTFUL

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ESTP




ACTIVIST

- OBSERVANT
- PROBLEM SOLVERS
- PRACTICAL
- RATIONAL
- STRAIGHTFORWARD

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Brief Overview Of 16 Personality Types

ESFP



PERFORMER

- PRACTICAL
- SPECIFIC
- ACTIVE
- OPTIMISTIC

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ENFP



CHAMPION

- PRACTICAL
- SPECIFIC
- ACTIVE
- OPTIMISTIC
- PERSUASIVE

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ENTP



INVENTOR

- CREATIVE
- IMAGINATIVE
- CONCEPTUAL
- ASSERTIVE

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ESTJ



GUARDIAN

- OBJECTIVELY
- CRITICAL
- DECISIVE
- ASSERTIVE
- SYSTEMATIC

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ESFJ



PROVIDER

- WARM
- SYMPATHETIC
- PERSONABLE
- TACTFUL

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ENFJ



MENTOR

- PERSONABLE
- LOYAL
- SUPPORTIVE
- TRUSTWORTHY
- IMAGINATIVE

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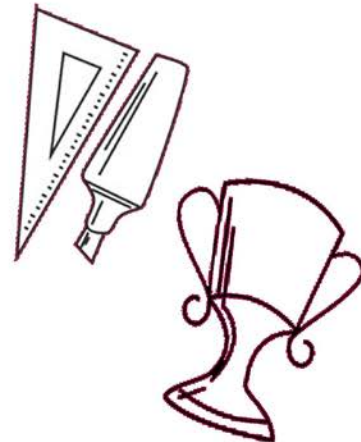
ENTJ

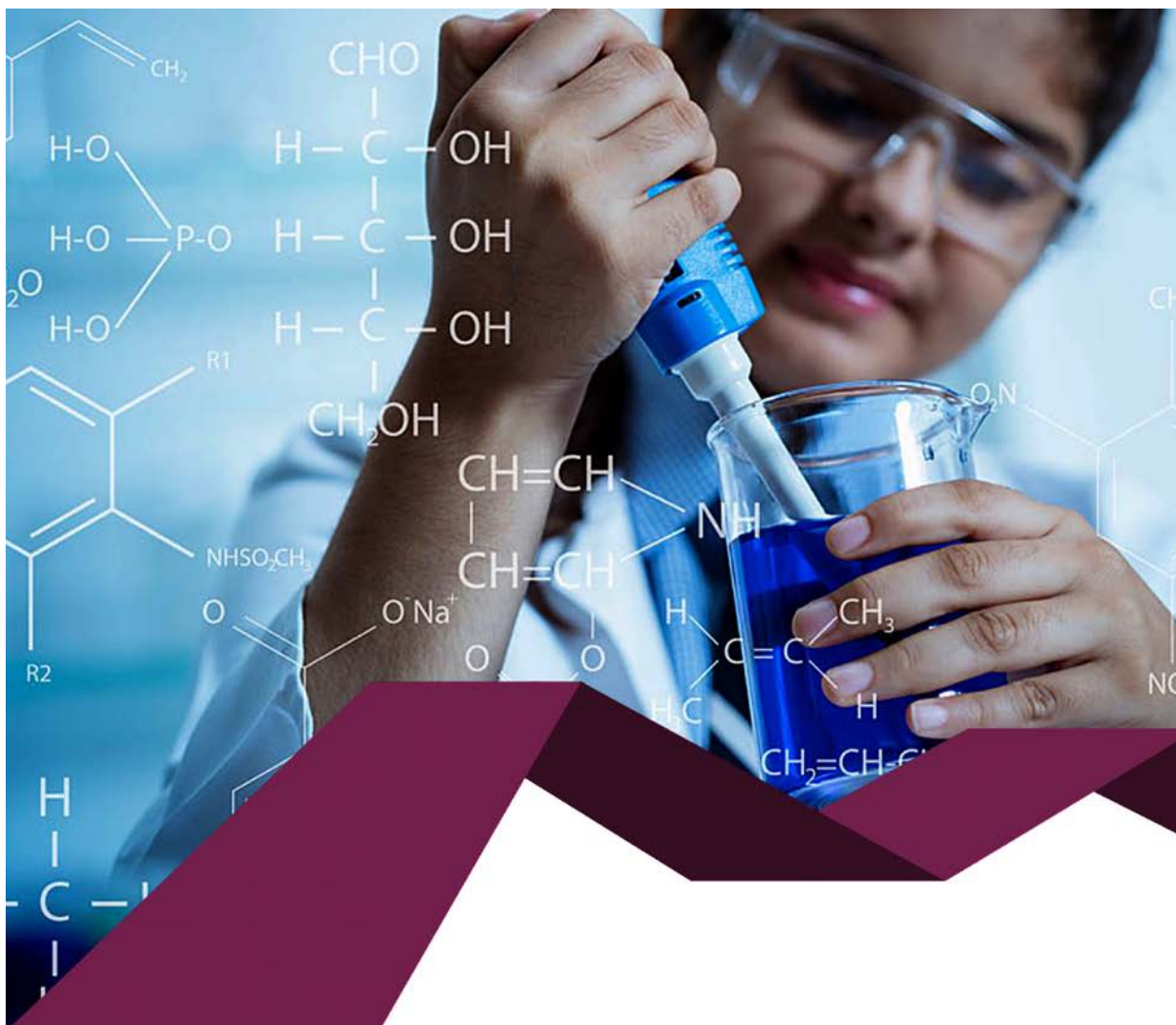


COMMANDER

- ANALYTICAL
- CHALLENGING
- DECISIVE
- CLEAR
- CONCEPTUAL

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CHAPTER 02

Mapping Your Career Journey

ENTP (Inventor)

ENTP Born Talents

Adaptive اپنا نا

Original اصل

Analytical تجزیاتی

Outspoken صاف بات کرنے والا

Challenging مشکلات کا سامنا کرنے والا

Questioning سوال پوچھنے والا

Clever ہوشیار

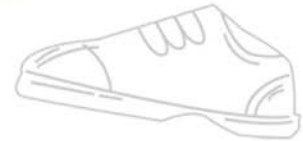
Resourceful وسائل

Enterprising منجلا

Strategic حکمت عملی بنانے والا

Independent آزاد

Theoretical نظریاتی



INVENTOR (ENTP)



Initially seem skeptical, analytic, & detached, can be easygoing tolerant & casual

Open ended & exploratory, take in & integrate information from many sources

Think outside the box & come up with new & untried solutions to problems

Energetic & enthusiastic immersed in projects to actualize their vision

What Excites ENTP the Most?

Doing work that

- Lets me work with a diverse group of people on a variety of projects, motivated by creative inspiration.
- Lets me create new ideas, products, services, or solutions to problems that will help other people, and enjoys seeing projects that become reality.
- Is fun, challenging, and always varied.
- Rarely requires me to handle the follow through, routine details, or maintenance of a system or project.
- Lets me work at my own pace and schedule, with a minimum of rules or structure and the freedom to act spontaneously.
- Lets me meet new people, learn new skills, and continually satisfy my curiosity.
- Is consistent with my personal beliefs and values and lets me create opportunities that benefit others.
- Is done in a friendly and relaxed environment with humor, goodwill, and a minimum of interpersonal conflict.
- Allows me the freedom to follow my inspirations and participate in exciting and intriguing adventures.
- Is done in an environment that appreciates and rewards enthusiasm, ingenuity, and imagination.

During an Interview an ENTP will Often

- Confidently discuss their skills and abilities.
- Convey their enthusiastic attitude.
- Present ideas and possibilities that will benefit the company.
- Benefit from ensuring that they listen and not assume what will be said.
- Need to be able to discuss their current contributions for the organization.

ENTP Career Trend and Potential Strength

Career Trends

What stands out about ENTPs is the breadth of career fields covered by their most popular occupations. One set of occupations involves dealing with things or ideas, such as in architecture, engineering or science. The other involves working with people & includes positions in business, healthcare & education as an executive or manager. The variety indicates that the content of the job may not be as important as the opportunity to continually take on new challenges.



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Potential Strength

- Creativity
- Problem solving at a system level
- Analytical skills
- Technical expertise
- Entrepreneurial approach

کیریئر ٹرینڈ :

ENTPs کے بارے میں جو چیز پائی جاتی ہے وہ ان کے بہت سے مشہور پیشے ہیں۔

ایک پیشہ ہے جو کہ Engineering, Architecture اور Science کا ہے جس میں ان کو deal کرنے میں مزا آتا ہے۔ دوسرا لوگوں کے ساتھ کام کرنے میں جیسے کہ Business Education یا Healthcare، کو سمجھانا۔



Popular Occupations of ENTP

People with ENTP preferences are often attracted to and may find satisfaction in careers and occupations in the following areas:

1. Arts & entertainment
2. Manager & executive: arts, entertainment, media
3. Journalism, visual arts, photography
4. Acting
5. Life & physical science: geology, biology
6. Social sciences
7. Marketing & public relations
8. Finance
9. Executive: business, finance, health care
10. Human resource
11. Computing: analyst, programmer
12. Management consulting
13. Sales & advertising
14. Manager & executive
15. Psychology: industrial
16. Engineering: industrial, chemical
17. Architecture
18. Executive: transportation, production
19. Computer technician
20. Construction & skilled trades



Popular Occupations of ENTP

However, there are successful people of all types in all occupations. The key to getting where one wants to go involves firstly identifying what one really wants, something that comes from a more individual place than type. Individuals with ENTP preferences then need to use knowledge of their type to gain insight into how they might approach the different activities in planning a career. In other words, ENTPs need to build on the strengths of their type and address potential obstacles that may come along with their style as they explore options, connect with others, make decisions, and manage their careers.

Less Popular Occupations of ENTP

Every type is in virtually every career, and clearly people are drawn to careers for many reasons other than their type. People with ENTP preferences are, however, less often attracted to careers and occupations that pragmatic personal care or the fostering of relationships, as in careers in childcare, teaching younger students (preschool through grade 12), nursing, health-care support, or religious careers. They are also found less often in careers that require work in isolation or careers that demand a great deal of routine hands- on or mechanical work, as in office support, production, or repair jobs.



ABOUT US

"Qamar consulting excels in generating human and organizational development solutions".

Qamar Consulting is a management consultancy firm specializes in Organization Development, Training and Development, Career & Talent Management and MBTI based counseling services. It is the leading TYPE based (using MBTI) training and consulting firm in the region that works with organizations to facilitate them in discovering their human potential and optimizing their performance. It offers services to Individuals, Institutes and Organization, whether it is small or large, profit or nonprofit sectors.

Qamar Consulting operates in the following domains:

1. Corporate Development Solutions
2. Family Development Solutions
3. Career Development Solutions

FOUNDER

Dr. Muhammad Qamar-ul-Hassan is the Founder & CEO of Qamar Consulting. He enables people of organizations to know their talents and potential and how they can improve their performance in achieving greatest success in all the lives. He was a Medical doctor and after practicing medicine for about 10 years serving in institution like Agha Khan and Ziauddin, he quit medicine in favor of positive Psychology to facilitate health and wellbeing of the people so that they can achieve greatest success in all the lives.

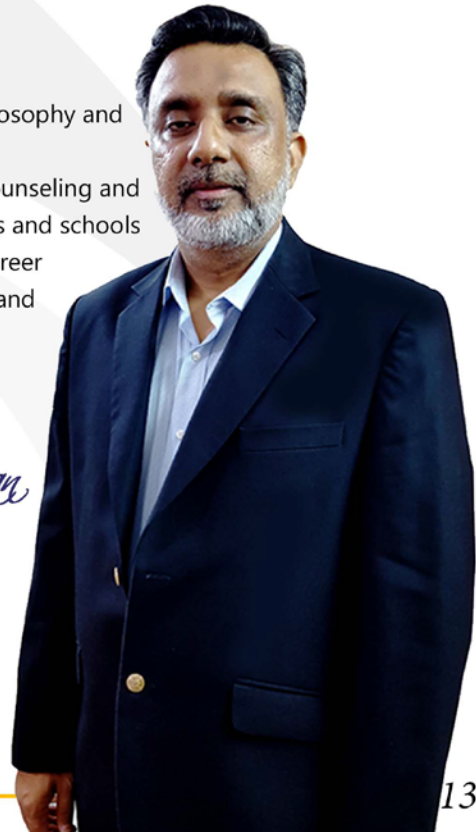
TWO WORDS:

UNDERSTAND and **IMPROVE** best describe his business philosophy and work.

He has over 16 years of experience of Consulting, Training, Counseling and Research. He has worked with many organizations, universities and schools in the areas of Leadership and Management Development, Career Management, Employee Retention, Team Building, Parenting and Teaching Effectiveness to promote Better Understandings for Improved Performance.

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