



ESTP CAREER GUIDANCE KIT



www.qamarconsulting.com

TABLE OF CONTENTS

Chapter 01

Know Yourself & Understand Others	02
About Human Preferences	03
Understanding Preferences Through Pictures	04-05
Brief Overview of 16 Personality Types	06-07

Chapter 02

Mapping Your Career Journey	
ISTJ Born Talents	08
What Excites ISTJ the Most	09
ISTJ Career Trend & Potential Strength	10
Popular Occupation / Fields for ISTJ	11
Less Popular Occupation for ISTJ	12
Founder Profile	13



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

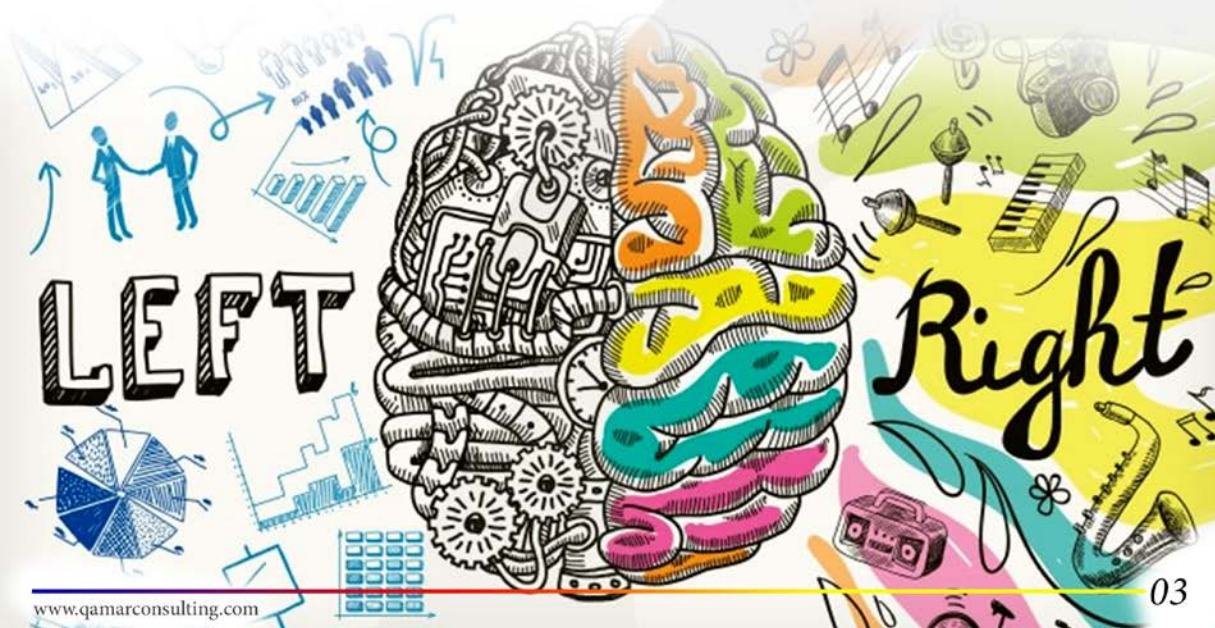
What process do you use to make decisions?

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)

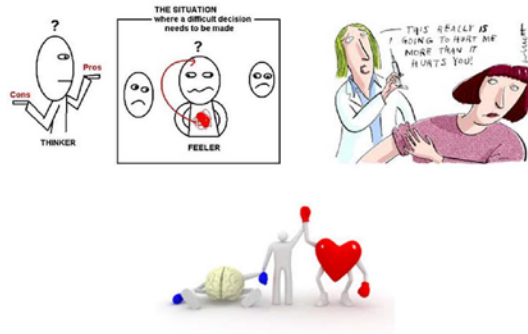
Keywords:

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:

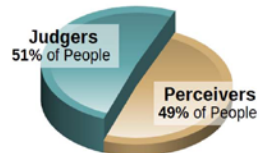
Organized

Control

Decisive

Deliberate

Plan



PERCIEIVING (P)

Keywords:

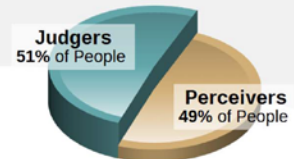
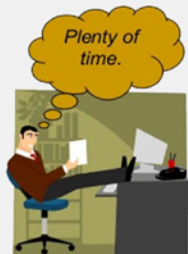
flexible

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

www.qamarconsulting.com

ISFJ



PROTECTOR

- REALISTIC
- CONCRETE
- SPECIFIC
- KIND
- SENSITIVE

www.qamarconsulting.com

INFJ



GUIDE

- INSIGHTFUL
- VISIONARY
- IDEALISTIC
- COMPLEX
- DEEP

www.qamarconsulting.com

INTJ




MASTERMIND

- CONCEPTUAL
- CREATIVE
- INSIGHTFUL
- LONG RANGE THINKERS

www.qamarconsulting.com

ISTP



CRAFTSMAN

- PRACTICAL
- REALISTIC
- FACTUAL
- PRAGMATIC

www.qamarconsulting.com

ISFP



ARTIST

- TRUSTING
- KIND
- SENSITIVE
- GENTLE
- OBSERVANT

www.qamarconsulting.com

INFP




HEALER

- CONCERNED
- CARING
- IDEALISTIC
- CURIOUS
- CREATIVE

www.qamarconsulting.com

INTP




CONCEPTUALIZER

- LOGICAL
- ANALYTICAL
- OBJECTIVELY
- CRITICAL
- INSIGHTFUL

www.qamarconsulting.com

ESTP




ACTIVIST

- OBSERVANT
- PROBLEM SOLVERS
- PRACTICAL
- RATIONAL
- STRAIGHTFORWARD

www.qamarconsulting.com

Brief Overview Of 16 Personality Types

ESFP



PERFORMER

- PRACTICAL
- SPECIFIC
- ACTIVE
- OPTIMISTIC

www.qamarconsulting.com

ENFP



CHAMPION

- PRACTICAL
- SPECIFIC
- ACTIVE
- OPTIMISTIC
- PERSUASIVE

www.qamarconsulting.com

ENTP



INVENTOR

- CREATIVE
- IMAGINATIVE
- CONCEPTUAL
- ASSERTIVE

www.qamarconsulting.com

ESTJ



GUARDIAN

- OBJECTIVELY
- CRITICAL
- DECISIVE
- ASSERTIVE
- SYSTEMATIC

www.qamarconsulting.com

ESFJ



PROVIDER

- WARM
- SYMPATHETIC
- PERSONABLE
- TACTFUL

www.qamarconsulting.com

ENFJ



MENTOR

- PERSONABLE
- LOYAL
- SUPPORTIVE
- TRUSTWORTHY
- IMAGINATIVE

www.qamarconsulting.com

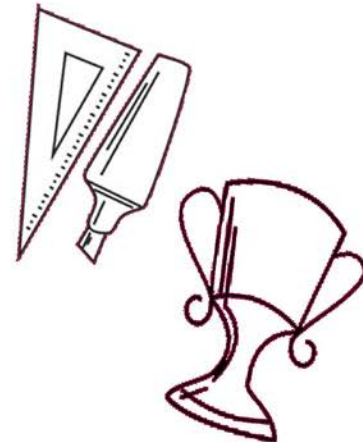
ENTJ



COMMANDER

- ANALYTICAL
- CHALLENGING
- DECISIVE
- CLEAR
- CONCEPTUAL

www.qamarconsulting.com





CHAPTER 02

Mapping Your Career Journey

ESTP (Activist)

ESTP Born Talents

Activity-oriented سرگرمی پسند

Outgoing کھومنے پھرنے والا

Adaptable سمجھوتہ کار

Persuasive اکسانے والے

Adventurous بہادر

Pragmatic حقیقت پسند

Alert ہوشیار

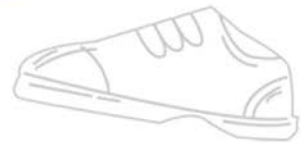
Quick جلد باز

Easygoing سادہ

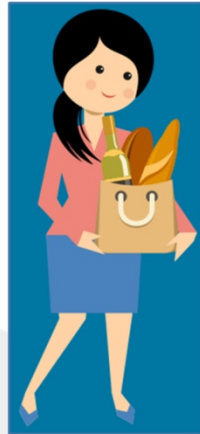
Spontaneous بغیر سوچے سمجھے کام کرنے والا

Energetic جوشیلہ

Versatile ہر فن مولا



ACTIVIST (ESTP)



Initially seem somewhat detached or indifferent

Focused on the facts & details of the immediate situation, observant of realities

Consider a number of options open ended & flexible

Analytical & practical, seek to understand how & why things work

What Excites ESTP the Most?

Doing work that

- Lets me meet and interact spontaneously with many people; offers something different everyday, and is fun.
- Lets me use my keen powers of observation and my capacity for absorbing and remembering facts.
- Lets me use my ability to search for solutions to problems, using firsthand experience and then critically analyzing these solutions to find the best ones.
- Is active and full of adventure and fun, where things happen quickly, and where I am allowed to take risks and be alert to new opportunities.
- Lets me respond to unplanned situations, using unconventional approaches, where I can skillfully negotiate satisfactory solutions.
- Is done in an environment without a lot of rules or restrictions, where I work with other practical and lively people and I am able to enjoy free time after completing my assignments.
- Lets me organize myself as I go along and as I deem necessary, rather than according to someone else's standards.
- Is practical and logical, where I can use my reasoning abilities to find discrepancies or flaws in the logic of a system and fix it on the spot.
- Leaves me free to respond to a crisis and work in an expedient manner dealing with pressing issues.
- Involves real people and things, not theories or ideas; where my efforts are directed to producing a tangible product or service.

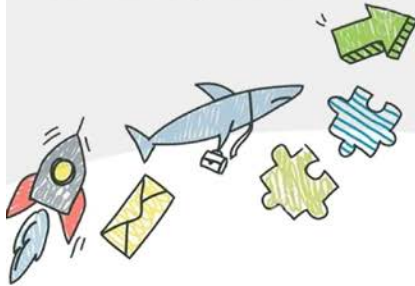
During an Interview an ESTP will Often

- Display their enthusiasm for the position.
- Create a feeling of rapport with the interviewer.
- Convey their ability to work well in a team.
- Need to ensure their fun and relaxed disposition does not make them appear too casual or unreliable.
- Need to be cautious not to talk excessively.

ESTP Career Trend and Potential Strength

Career Trends

One of the trends in the popular occupations is a desire of ESTPs to work with their hands in jobs that require careful attention to detail, such as installing, repairing or operating equipment and also in carpentry. Various positions in the military also appeal to ESTPs, as does outdoor work where they can put their skills to practical use.



Potential Strength

- Entrepreneurial approach
- Crisis management
- Ability to sell and promote
- Adaptability
- Willingness to take risks

کیرئیر ٹرینڈ :

کچھ رجحانات میں سے مشہور پیشوں میں ESTP کو نوکری میں ہاتھ سے کام کرنا اچھا لگتا ہے۔ جس میں وہ اچھا کام کر سکتے ہیں، جیسے کہ installing، Repairing اور چیزوں کو Operate کرنا یا پھر carpentry کا کام کرنا۔ ملٹری کے پیشوں میں بھی ESTP کو دلچسپی ہوتی ہے۔ جس میں باہر کے کام ان کو زیادہ اچھے لگتے ہیں، تاکہ وہ اپنی صلاحیتوں پر عمل کر سکیں۔



Popular Occupations of ESTP

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

1. Marketing & Sales
2. Law Enforcement: police officer & detective
3. Construction & trades: carpentry other
4. Protective services: firefighter, other
5. Aviation & transportation: pilot, aircrew, driver
6. Military careers
7. Forestry, gardening, farming, fishing
8. Banking
9. Credit investigator & local officer
10. Recreation
11. Business & finance
12. Tax examiner & auditor
13. Engineering: materials, other
14. Reporter & editor
15. Machinist & mechanic
16. Electrical or electronic installation
17. Pharmacy
18. Real Estate & insurance sales
19. Business Management
20. Bartending, chef & cook



Popular Occupations of ESTP

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 ESTP 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, ESTPs 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 ESTP

Every type is in virtually every career, and clearly people are drawn to careers for many reasons other than their type. People with ESTP preferences are, however, less often attracted to careers and occupations that require interests or skills in the theoretical, abstract, or symbolic, such as in architecture, life, physical and social sciences, and careers in the arts or teaching. They also tend to be found much less often in organized human care roles such as psychology, health care, and the religious professions.



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.

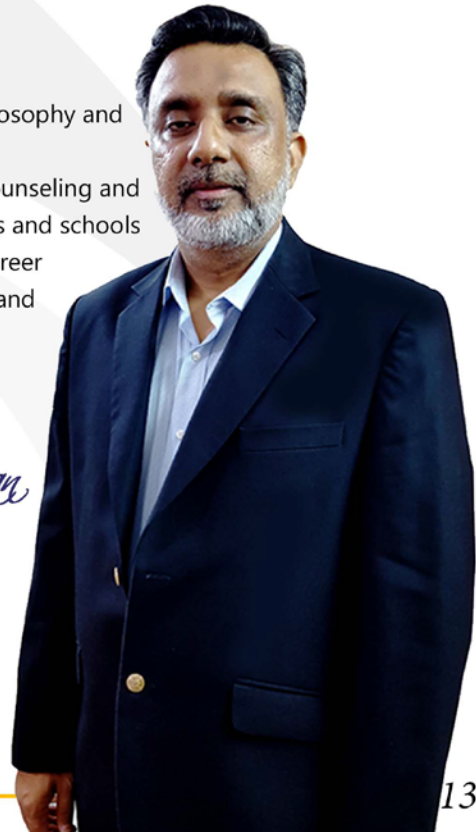
TWO WORDS:

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.

Dr. Muhammad Qamar Ul Hassan

(CEO of Qamar Consulting)





+92 336 2221212 | 0213 6624246

qamarconsulting.com | info@qamarconsulting.com

Dr.Muhammad.Qamar.ul.Hassan

/qamar_consulting | /in/dr qamar