



ISTP CAREER GUIDANCE KIT



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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

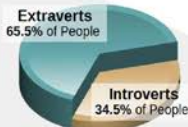
How do you deal with the world around you?



Understanding Preferences Through Pictures

EXTRAVERSION (E)

Keywords:
Active
Outward
Sociable
Open in communication
Expressive in nature



INTROVERSION (I)

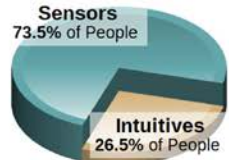
Keywords:
Reflective
Inward
Reserved
Private in communication
Quiet in nature



Check your response which preference you prefer the most?

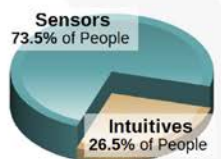
SENSING (S)

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:

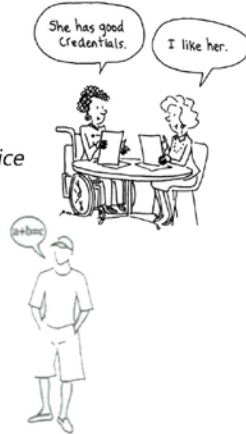
Decides with head

Use logic

Analyze and critique

Impersonal

Concerned with truth and justice



FEELING (F)

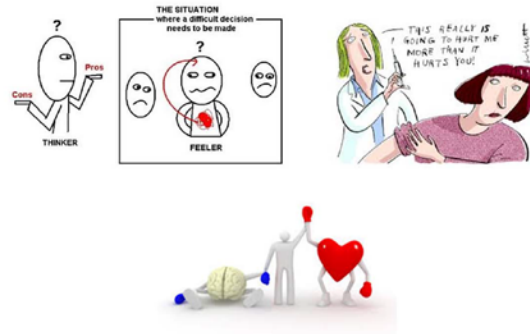
Keywords:

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:

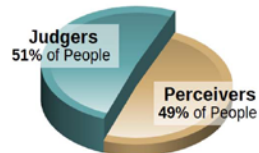
Organized

Control

Decisive

Deliberate

Plan



PERCIEIVING (P)

Keywords:

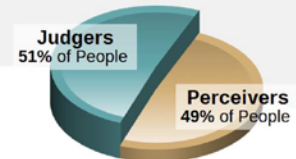
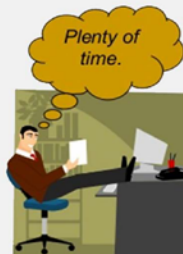
flexible

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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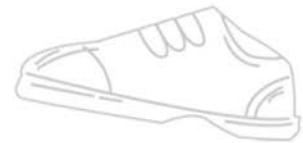
CHAPTER 02

Mapping Your Career Journey

ISTP (Craftsman)

ISTP Born Talents

- | | |
|------------------------------|------------------------|
| Adaptable تبدیل ہو جانے والا | Logical منطقی |
| Adventurous بہادر | Practical عملی |
| Applied عملی | Realistic حقیقی |
| Expedient لائق | Resourceful وسائل زدہ |
| Factual حقیقت پر مبنی | Self-determined پر عزم |
| Independent آزاد | Spontaneous بے ساختہ |



CRAFTSMAN (ISTP)



Calm, observant, adaptable troubleshooters, seen as detached or impersonal

Expedient & dislike any dialogue that slows them down or wastes their time

Immediate, not strategic, focus do not like to discuss abstract or long range goals

Impatient with ongoing rehashing of information or highly structured participation

What Excites ISTP the Most?

Doing work that

- Lets me identify and use resources that are available to me in the most efficient manner possible
- Lets me practice, master, and then use skills I have acquired, especially mechanical skills or those requiring the use of tools
- Lets me apply my understanding and technical knowledge of the world around me and see the logical principles underlying my work; lets me engage in troubleshooting and problem solving
- Has clear directions; where I can work expediently and deal with real and practical products
- Is fun and active and lets me work independently with frequent opportunities to get out of my work space and be outdoors
- Is done in an environment without excessive rules or operating standards imposed by others; where I can enjoy spontaneous adventures and step in to manage any crisis
- Lets me work independently, with a minimum of supervision, and where I am not required to closely supervise others
- Gives me plenty of time to pursue my interests and hobbies
- Gives me a substantial amount of enjoyment and is continually challenging
- Lets me use an economy of motion and energy and does not require needless routine or procedures

ISTP Career Trend and Potential Strength

Career Trends

The main theme running through the most popular occupations for ISTPs involves applying some kind of technical expertise to a practical problem in order to produce something tangible. This is found in fields such as computers, engineering, production and electronics. ISTPs also show an interest in working outdoors.



Potential Strength

- Analytical skills
- Problem-solving ability
- Technical knowledge and expertise
- Adaptability
- Willingness to take risks

کیریئر ٹرینڈ :

سب سے مشہور پیشے جو کہ ISTP پسند کرتے ہیں اس میں Technical قسم کے کام آجاتے ہیں جس میں وہ کچھ الگ کرنا چاہتے ہیں یہ سب کچھ انہیں ،Engineering، Computer Electronics اور Production کی فیلڈ میں ملتا ہے۔ باہر کے کاموں میں بھی ISTPs کو دلچسپی ہوتی ہے۔

During an Interview an ISTP will Often

- Appear quiet and reserved when initially meeting employers
- Answer questions in a straightforward manner
- Benefit from practicing to discuss their skills and abilities
- Need to be cautious of the amount of detail they provide, be able to discuss future projections, and assess hypothetical situations
- Need to learn how their people skills can be tied to the 'bottom line' and how to market this to a company.

Popular Occupations of ISTP

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

1. Forestry
2. Agriculture & plant sciences
3. Farming & ranching
4. Construction & trades: carpentry, electrical, other
5. Military
6. Aviation: air crew, assembler, mechanic
7. Engine and equipment mechanic
8. Engineering: electrical, mechanical, computer hardware & software
9. Electrical, electronics, telecommunication installation & repair
10. Geology & geophysics
11. Protective services: law enforcement, correction
12. Computer sciences: systems administrator, operator
13. Surveying
14. Machinist
15. Power & chemical plant operations
16. Law: lawyer, legal administration
17. Physical therapy
18. Accounting
19. Manager & administrator
20. Teaching: adult education, coaching



Popular Occupations of ISTP

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 ISTP 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, ISTPs 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 ISTP

Every type is in virtually every career, and clearly people are drawn to careers for many reasons other than their type. People with ISTP preferences are however less often attracted to careers and occupations in health care practice, personal care and services, religious professions, arts/design/entertainment, sales community and social services, and counseling/ psychotherapy. They are typically found less often in careers that require a great deal of nurturing or relationship oriented work, and work that require attention to material that is highly theoretical or less tangible.



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.

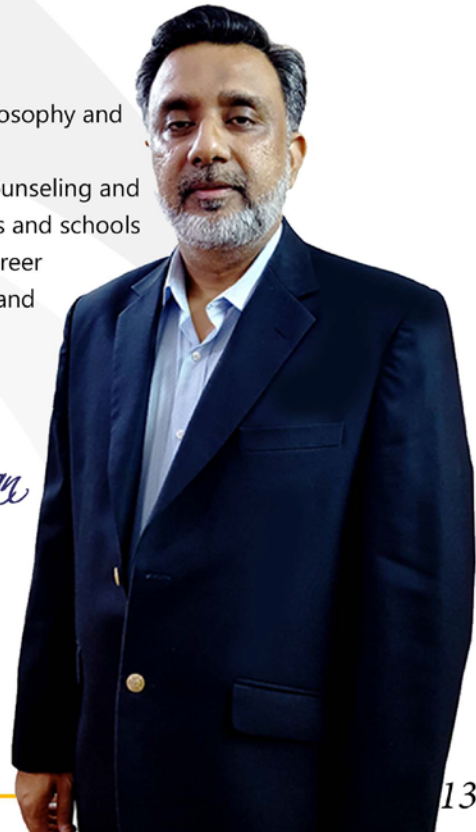
TWO WORDS:

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

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