



**QAMAR CONSULTING**  
Discovering Potential & Optimizing Performance



**CAREER PLANNING KIT**

**ENTTP**

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# 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	
ENTP Born Talents	08
As an ENTP i am Good at.....	09
ENTP Career Trends & Potential Strengths	10
Popular Occupation / Fields for ENTP	11
Less Popular Occupation for ENTP	12



## ***CHAPTER 01***

# ***Know Yourself & Understand Others***

# About Human Preferences

**EXTRAVERSION**

**INTROVERSION**

Where do you get your Energy from?

۱۔ آپ کو توانائی کہاں سے حاصل ہوتی ہے؟

**SENSING**

**INTUITION**

How do you prefer to take in information?

۲۔ آپ سیکھنے کے لئے کس طریقے کو ترجیح دیتے ہیں؟

**THINKING**

**FEELING**

What process do you use to make decision?

۳۔ آپ کس طریقے سے فیصلہ کرنے کو ترجیح دیتے ہیں؟

**JUDGING**

**PERCEIVING**

How do you interact with the outer world around you?

۴۔ آپ باہر کی دنیا کو کیسے اثر انداز کرتے ہیں؟

**LEFT**

**Right**

# Understanding Preferences Through Pictures

## EXTRAVERSION (E)

Characteristics:

- Active
- Outward
- Sociable
- Open in communication
- Expressive in nature

صفات:

- ☆ گھٹنے ملنے والے
- ☆ کام کاج میں تیزی دکھانے والے
- ☆ نئے لوگوں کو دوست بنانے والے
- ☆ بات چیت میں مہارت رکھنے والے
- ☆ کھل کر اظہار کرنے والے

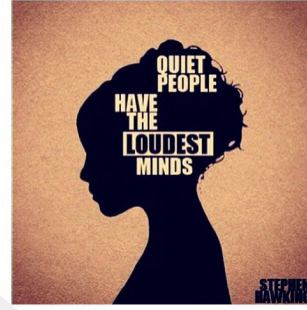
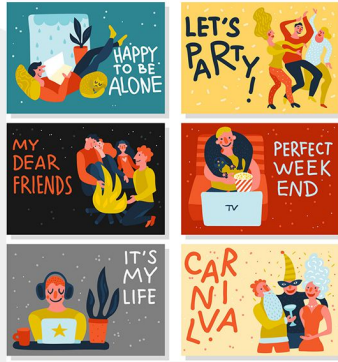
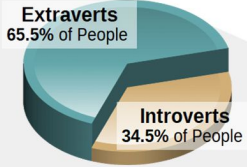
## INTROVERSION (I)

Characteristics:

- Reflective
- Inward
- Reserved
- Private in communication
- Quiet in nature

صفات:

- ☆ غور و فکر کرنے والے
- ☆ لکھ کر اظہار رائے کرنے والے
- ☆ سوچ کر بولنے والے
- ☆ خاموش رہنے والے
- ☆ تنہائی پسند



Check your response which preference you prefer the most?

## SENSING (S)

Characteristics:

- Pay attention to facts and details
- Present focused
- Practical
- Conserve
- Repetitive

صفات:

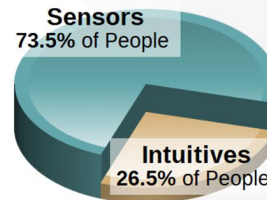
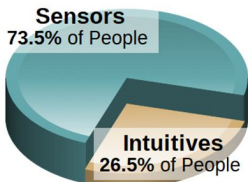
- ☆ اعداد اور تفصیل پر توجہ دینے والے
- ☆ حقیقت پسند
- ☆ حقائق اور اسکی تفصیل پر توجہ دینے والے
- ☆ ایک کام کو ایک طریقے سے بار بار کرنے والے
- ☆ عمل کرنے والے

Characteristics:

- Pay attention to patterns
- Future focused
- Imaginative
- Change oriented
- Variety focused

صفات:

- ☆ آنے والے وقت پر نظر رکھنے والے
- ☆ تبدیلی پسند کرنے والے
- ☆ خیالی سوچ رکھنے والے
- ☆ چٹھی حس پر اعتماد کر کے فیصلہ کرنے والے
- ☆ ممکنات کو سوچنے والے



Check your response which preference you prefer the most?

## THINKING (T)

Characteristics:

Decides with head

Use logic

Analyze and critique

Impersonal

Concerned with truth and justice

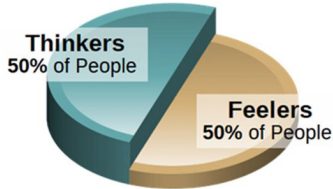
صفات:

☆ انصاف پسند کرنے والے

☆ حق اور سچ پر فیصلہ کرنے والے

☆ تنقید کرنے والے

☆ دل کے بجائے دماغ سے فیصلہ کرنے والے



## FEELING (F)

Characteristics:

Decides with heart

Use personal convictions

Empathize and appreciate personal

relationships and harmony

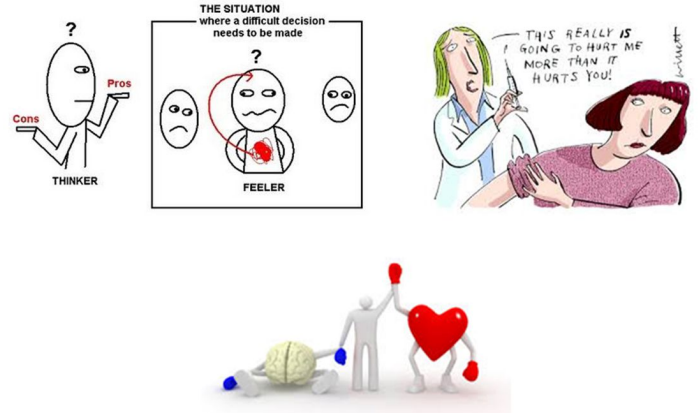
صفات:

☆ احساسات اور اتحاد کو ترجیح دینے والے

☆ دل سے فیصلہ کرنے والے

☆ رحمدلی کی کوشش کرنے والے

☆ ذہنی طور پر خود کو دوسروں کی جگہ رکھ کر سوچنے والے



Check your response which preference you prefer the most?

## JUDGING (J)

Characteristics:

Organized

Control

Decisive

Deliberate

Plan

صفات:

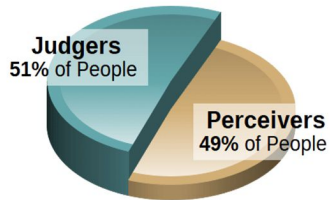
☆ وقت پر کام ختم کرنے والے

☆ وقت کی پابندی کرنے والے

☆ جلدی نتیجے پر پہنچنے والے

☆ چیزوں کو ترتیب سے رکھنے والے

☆ ہر کام کو منصوبہ بندی سے انجام دینے والے



## PERCEIVING (P)

Characteristics:

Flexible

Experience

Curious

Spontaneous

Wait

صفات:

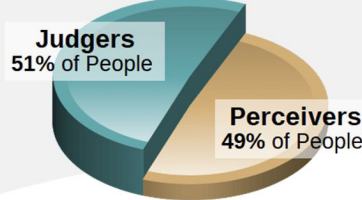
☆ نئے نئے تجربے کرنے والے

☆ آخری وقت پر کام شروع کرنے والے

☆ کام کرنے کے نئے انداز تلاش کرنے والے

☆ کام کو منصوبہ بندی کے بجائے اپنے طریقے سے کرنے والے

☆ کام کا پریشانی لینے والے



Check your response which preference you prefer the most?

# Brief Overview Of 16 Personality Types

## ISTJ



### DUTIFUL

FACTUAL  
 LOGICAL  
 ORGANIZED  
 REALISTIC  
 RESERVED

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## ISFJ



### PROTECTOR

LOYAL  
 PATIENT  
 PRACTICAL  
 QUIET  
 TRADITIONAL

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## INFJ



### GUIDE

CONCEPTUAL  
 CREATIVE  
 DEEP  
 IDEALISTIC  
 SENSITIVE

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## INTJ



### MASTERMIND

ANALYTICAL  
 INDEPENDENT  
 ORIGINAL  
 PRIVATE  
 THEORETICAL

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## ISTP



### CRAFTSMAN

ADVENTUROUS  
 PRACTICAL  
 REALISTIC  
 SPONTANEOUS  
 INDEPENDENT

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## ISFP



### ARTIST

CARING  
 LOYAL  
 SENSITIVE  
 UNDERSTANDABLE  
 TRUSTFUL

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## INFP



### HEALER

DEEP  
 EMPATHETIC  
 IDEALISTIC  
 IMAGINATIVE  
 LOYAL

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## INTP



### CONCEPTUALIZER

INDEPENDENT  
 LOGICAL  
 ORIGINAL  
 SELF-DETERMINED  
 THEORETICAL

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## ESTP



### ACTIVIST

EASYGOING  
 ENERGETIC  
 OUTGOING  
 QUICK  
 VERSATILE

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# Brief Overview Of 16 Personality Types

## ESFP

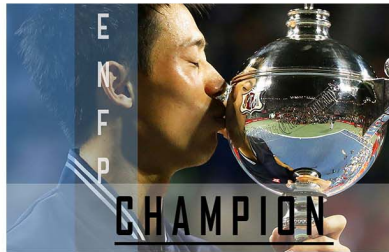


**PERFORMER**

- CASUAL
- COOPERATIVE
- FRIENDLY
- SOCIABLE
- TALKATIVE

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## ENFP



**CHAMPION**

- CREATIVE
- ENERGETIC
- FRIENDLY
- INDEPENDENT
- RESTLESS

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## ENTP



**INVENTOR**

- CHALLENGING
- CLEVER
- ORIGINAL
- RESOURCEFUL
- PRIVATE

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## ESTJ



**GUARDIAN**

- LOGICAL
- OBJECTIVE
- ORGANIZED
- RESPONSIBLE
- TASK-FOCUSED

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## ESFJ



**PROVIDER**

- COOPERATIVE
- LOYAL
- PERSONABLE
- TACTFUL
- SOCIABLE

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## ENFJ



**MENTOR**

- ENERGETIC
- IDEALISTIC
- LOYAL
- ORGANIZED
- RESPONSIBLE

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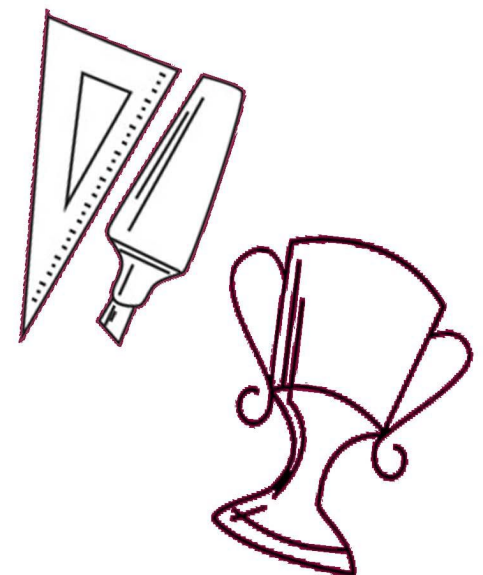
## ENTJ



**COMMANDER**

- CHALLENGING
- DECISIVE
- PLANFUL
- STRATEGIC
- LOGICAL

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## ***CHAPTER 02***

### ***Mapping Your Career Journey***

**ENTP (Inventor)**

# ENTP Born Talents



Adaptive اپنانا

Analytical تجزیاتی

Challenging مشکلات کا سامنا کرنے والا

Clever ہوشیار

Enterprising منچلا

Independent آزاد

Original اصل

Outspoken صاف بات کرنے والا

Questioning سوال پوچھنے والا

Resourceful وسائل

Strategic حکمت عملی بنانے والا

Theoretical نظریاتی



# INVENTOR (ENTP)

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

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

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

Energetic & enthusiastic; immersed in projects to actualize their vision



## *What I need in a Career for it to be Satisfying*

- The opportunity to work on a variety of creative challenges that let me try new and different approaches.
- A casual yet exciting atmosphere where rules and restrictions are kept to a minimum.
- Plenty of opportunities to meet influential people and constantly increase my own level of personal power.
- To be recognized, evaluated and compensated for my creativity, expertise and competence.
- A support staff to whom I can delegate much of the follow through or the detail management.

## *As an ENTP i am Good at....*

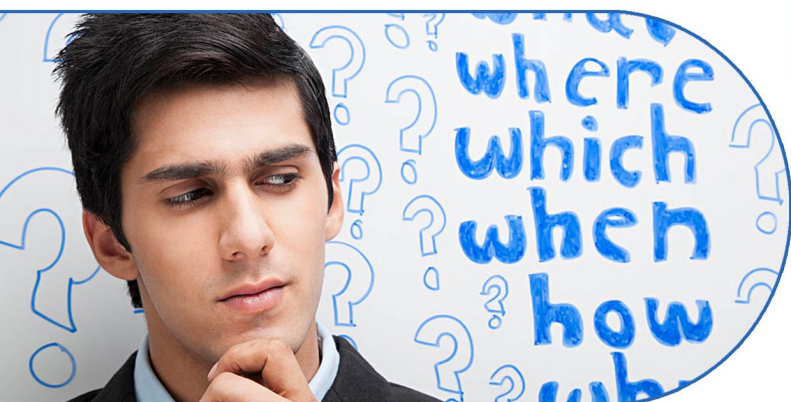
- Communicating with enthusiasm and inspiring other to buy my ideas.
- Seeing unique ways of solving problems and using creativity.
- Public speaking and leading meetings.
- Detecting flaws in logic and debating issues with conviction.

## *Work Related Strengths*

- Excellent communication skills and the ability to get others excited about your ideas.
- Eagerness to “think outside the box” and consider new possibilities.
- Great creative problem solving skills.
- Courage to take some risks, try new things, and overcome obstacles.
- Broad range of interests and ability to learn new things quickly.
- Ability to withstand rejection and maintain optimism and enthusiasm.
- Great confidence and drive to continually increase your knowledge.
- Natural curiosity and skills for getting the information you need.
- Ability to see the big picture and the implications of actions and ideas.
- Ability to juggle several projects at once.
- Perceptiveness about people — their needs and motivations.
- Adaptability and ease shifting gears and changing directions quickly.

## *Work Related Blind Areas*

- Trouble keeping yourself organized.
- Difficulty setting priorities and making decisions.
- Overconfidence; you may misrepresent your abilities or experience.
- Propensity to always focus on what’s possible rather than what’s doable or probable.
- Tendency to promise more than you can deliver.
- Impatience with unimaginative or inflexible people.
- Tendency to lose interest in projects once problems are solved.
- Dislike of doing things in traditional, established, or routine manner.
- Lack of discipline when it comes to attending to and following through on important details.
- Tendency to become bored or easily sidetracked
- Dislike of repetitive tasks.
- Impatience with people whose competence you question.



# ENTP Career Trends and Potential Strengths

## 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.

## Potential Strengths

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

## کیرئیر 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۔ دوسرے لوگوں کے ساتھ کام کرنے میں جیسے کہ Business Education یا Healthcare, کو چلانا۔



# Popular Occupations of ENTP

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

## ENTREPRENEURSHIP/BUSINESS

- Agent and business manager
- Property manager
- Diversity manager/trainer
- University or college president
- Sales agent
- Human resources recruiter
- Security analyst
- Manufacture's service
- Hotel or motel manager
- Employee relations specialist
- Meeting and convention planner

## MARKETING/CREATIVE

- Art director (magazine)
- Motivational speaker
- Cartoonist and animator
- Architect
- Theatrical producer
- Informational-graphic designer
- New business developer
- Creative director on multimedia team
- Desktop publishing specialist
- Internet marketer
- Internet architect
- Creative writer
- Copywriter
- Director: stage, motion pic.
- Columnist critic commentator

## PLANNING/DEVELOPMENT

- Personnel systems developer
- Special projects coordinator
- Property manager
- Industrial design manager
- Logistics consultant
- Network integration specialist
- Training and development manager

## MISCELLANEOUS

- Psychiatrist
- Sociologist
- Archeologist
- Environmental scientist
- Educational psychologist
- Athletic coach and scout
- Criminalist & ballistics expert
- Social scientist
- College professor (Humanities)
- High school teacher
- Park naturalist
- Software developer
- Political analyst



# Less Popular Occupations of ENTP

People with ENTP preference are 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.





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**No one  
is *You*  
and that  
is your  
*Power***

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Best of Luck

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