



QAMAR CONSULTING
Discovering Potential & Optimizing Performance



CAREER PLANNING KIT

ESTP

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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

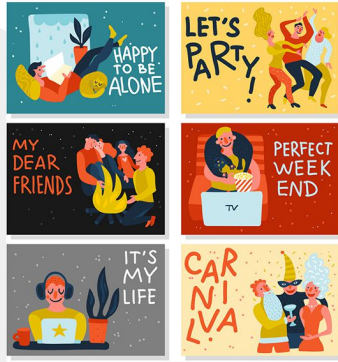
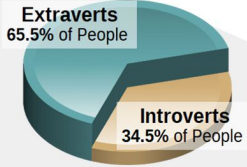
INTROVERSION (I)

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:

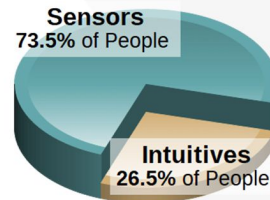
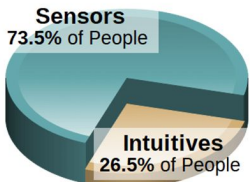
- ☆ اعداد اور تفصیل پر توجہ دینے والے
- ☆ حقیقت پسند
- ☆ حقائق اور اسکی تفصیل پر توجہ دینے والے
- ☆ ایک کام کو ایک طریقے سے بار بار کرنے والے
- ☆ عمل کرنے والے

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

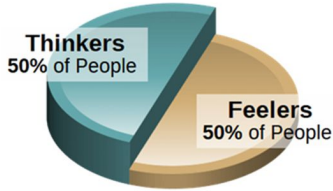
صفات:

☆ 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

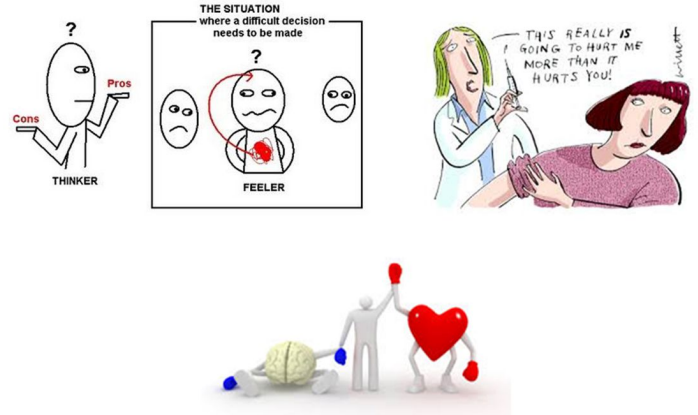
صفات:

☆ 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:

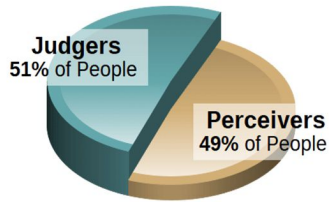
☆ وقت پر کام ختم کرنے والے

☆ 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:

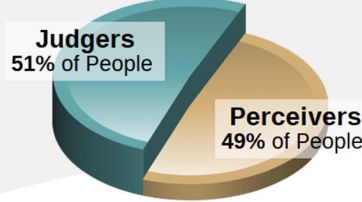
☆ نئے نئے تجربے کرنے والے

☆ 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

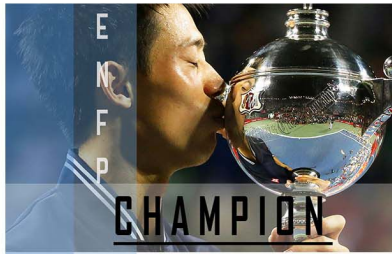
ESFP



- CASUAL
- COOPERATIVE
- FRIENDLY
- SOCIABLE
- TALKATIVE

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ENFP



- CREATIVE
- ENERGETIC
- FRIENDLY
- INDEPENDENT
- RESTLESS

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ENTP



- CHALLENGING
- CLEVER
- ORIGINAL
- RESOURCEFUL
- PRIVATE

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ESTJ



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

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ESFJ



- COOPERATIVE
- LOYAL
- PERSONABLE
- TACTFUL
- SOCIABLE

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ENFJ



- ENERGETIC
- IDEALISTIC
- LOYAL
- ORGANIZED
- RESPONSIBLE

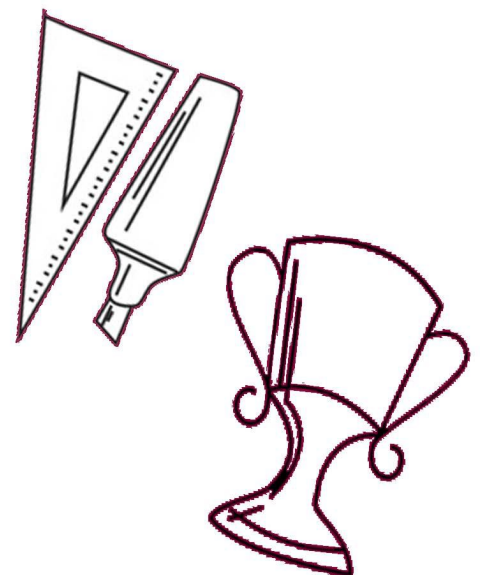
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ENTJ



- CHALLENGING
- DECISIVE
- PLANFUL
- STRATEGIC
- LOGICAL

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CHAPTER 02

Mapping Your Career Journey

ESTP (Activist)

ESTP Born Talents

Activity-oriented سرگرمی پسند

Outgoing گھومنے 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

Consider a number of options open ended & flexible

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

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



What I need in a Career for it to be Satisfying

- The opportunity to have personal and direct involvement with my projects, where at the end of the day, I can see the tangible results of my efforts.
- The freedom to work in a relaxed and friendly environment with opportunities to interact throughout the day with a variety of different people.
- An environment with a minimum of rules and restrictions, where I am in charge of my time and responsible for my actions.
- The opportunities to use my excellent logical reasoning to determine the best and most efficient solutions to tactical problems.
- A constantly changing and interesting environment, with plenty of excitement, challenge, fun ways to demonstrate my abilities to respond to immediate challenges.

As an ESTP i am Good at....

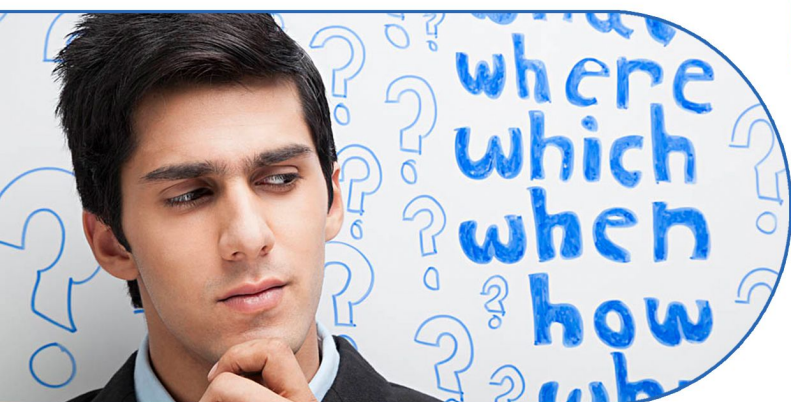
- Making an accurate and efficient assessment of a current situation.
- Working with a variety of people, making quick connections with others.
- Noticing and remembering facts and details.
- Public speaking, sales and negotiating.
- Starting projects with energy and exciting others to participate.
- Using my hands and tools efficiently and skillfully.

Work Related Strengths

- Keen powers of observation, with excellent memory for factual information.
- Ability to see what needs doing and is realistic about what is necessary to complete a job.
- Enjoys initiating and promoting projects.
- Lots of energy; enjoy being active on the job.
- Ability to adapt well to change and shift gears quickly.
- Ability to make work fun and exciting.
- Enjoy being part of a team.
- Practical, realistic perceptions, and possesses good common sense.
- Process oriented approach; creates lively and fun atmosphere at work.
- Flexible and willing to take risks and try new approaches.
- Willingness to accept differences and has the ability to “go with the flow” learner.

Work Related Blind Areas

- Difficulty working alone, especially for long periods of time.
- Dislike preparing in advance; may have trouble organizing time.
- Tendency to be blunt and insensitive to feelings of others or too casual with people’s feelings.
- Inability to see opportunities and options that don’t exist at the moment.
- Impatient and/or intolerant with administrative details and procedures.
- Difficulty making some decisions and/or prioritizing projects.
- Tendency to be impulsive and easily tempted or distracted.
- Difficulty seeing the long-term consequences of actions.
- Dislikes excessive rules and structured bureaucracies.
- Resistance to setting long-term goals and difficulty meeting deadlines.



ESTP Career Trends and Potential Strengths

Career Trends

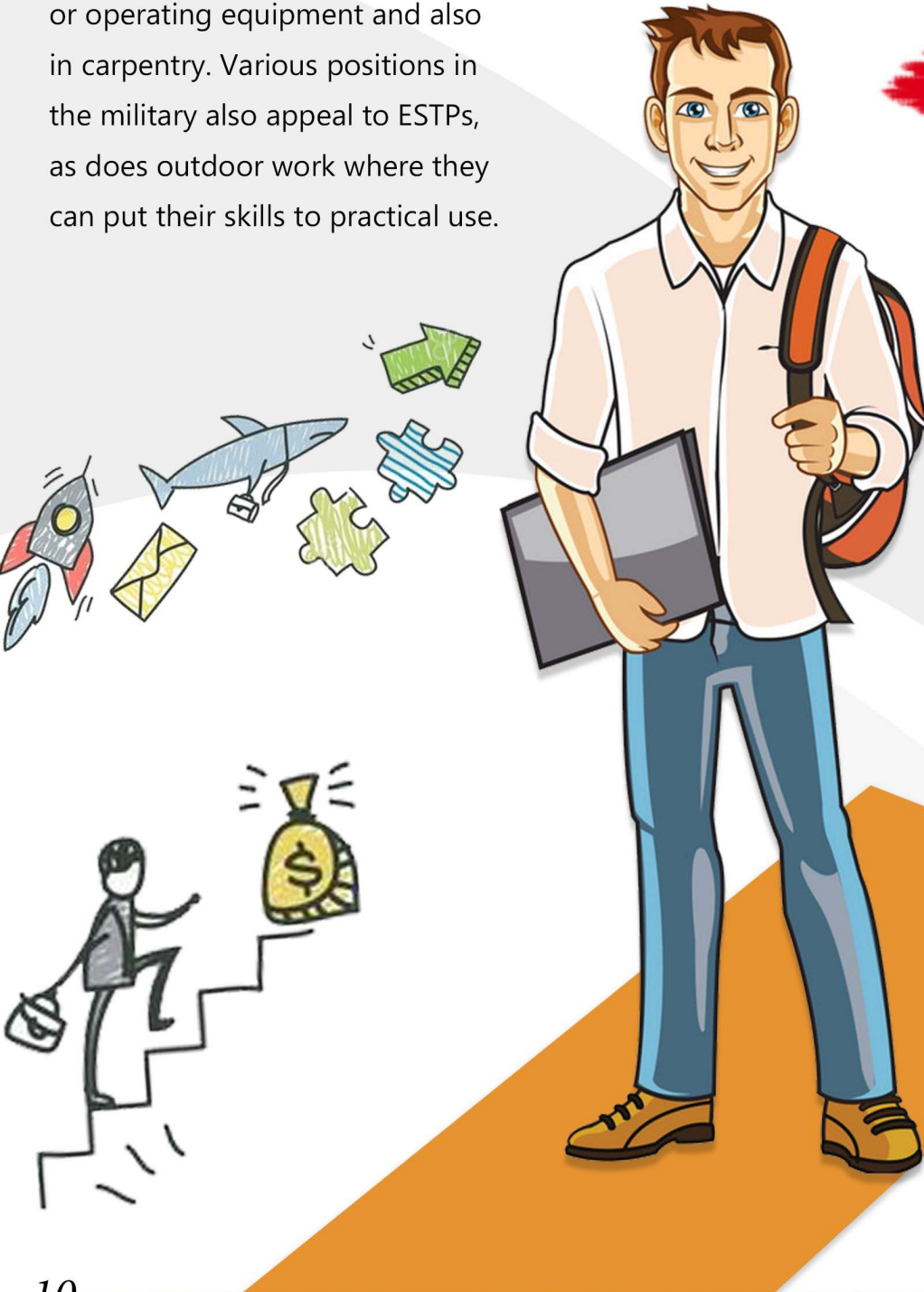
One of the trends in the popular occupations is a desire of ESTPs to work with their hands in jobs that require careful attention to detail, such as installing, repairing or operating equipment and also in carpentry. Various positions in the military also appeal to ESTPs, as does outdoor work where they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

Potential Strengths

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

کیرئیر ٹرینڈ :

کچھ رجحانات میں سے مشہور پیشوں میں ESTP کونو کمری 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 preference are often attracted to and may find satisfaction in careers and occupations in the following areas:

SALES/SERVICE/ACTION

- Detective
- Paramedic
- Real estate agent
- Exercise physiologist
- Sports merchandise salesperson
- Personal fitness trainer
- Ship and boat captain
- Military officer
- Probation officer
- Criminologist and ballistics expert
- Insurance adjuster
- Gambling establishment manager

ENTERTAINMENT/SPORTS

- Entertainment agent
- Radio and television talk show host
- Television producer
- Musician
- Studio, stage and special effects coordinator

BUSINESS

- Real estate broker
- Land developer
- Retail salesperson
- Car salesperson
- Management consultant
- Internet marketer
- Insurance claims examiner

TECHNICAL/ "HANDS ON"

- Electronic specialist
- Construction foreperson
- Technical trainer
- Logistics and supply manager
- Network integration specialist
- Private investigator
- Industrial mechanical engineer
- Aircraft mechanic
- Property manager
- Lawn service manager
- Developer of electronic games
- Transport coordinator
- Park naturalist
- Exercise physiologist
- Landscape architect
- Aviation inspector
- Teacher
- Audio-video and sound specialist
- Soil conservationist
- Professional photographer
- Wilderness adventure leader
- Policy/emergency services dispatcher
- Crises center worker
- Air traffic controller



Less Popular Occupations of ESTP

People with ESTP preference are 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.





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and that
is your
*Power***

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