



QAMAR CONSULTING
Discovering Potential & Optimizing Performance



CAREER PLANNING KIT

ISTP

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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

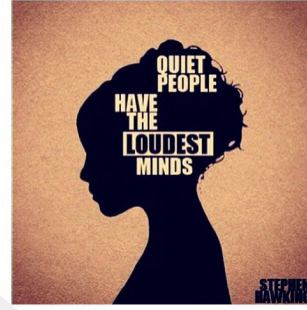
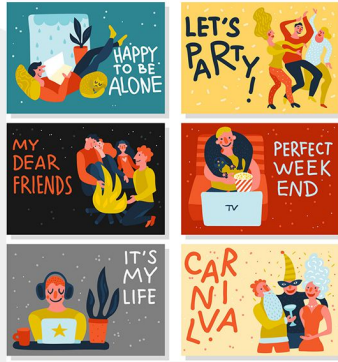
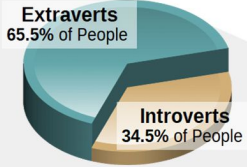
INTROVERSION (I)

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:

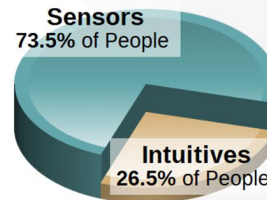
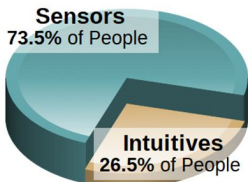
- ☆ اعداد اور تفصیل پر توجہ دینے والے
- ☆ حقیقت پسند
- ☆ حقائق اور اسکی تفصیل پر توجہ دینے والے
- ☆ ایک کام کو ایک طریقے سے بار بار کرنے والے
- ☆ عمل کرنے والے

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

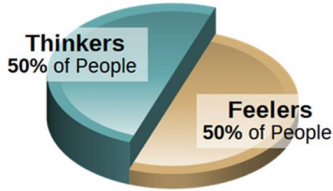
صفات:

☆ 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

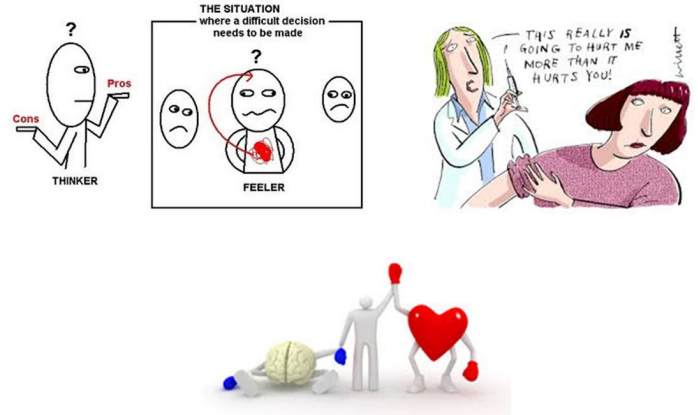
صفات:

☆ 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:

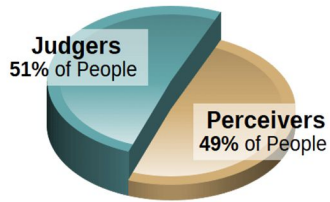
☆ وقت پر کام ختم کرنے والے

☆ 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:

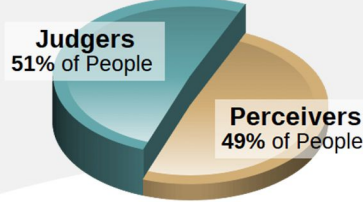
☆ نئے نئے تجربے کرنے والے

☆ 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

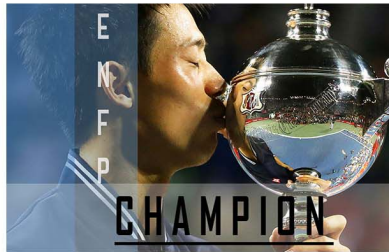
ESFP



CASUAL
 COOPERATIVE
 FRIENDLY
 SOCIABLE
 TALKATIVE

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ENFP



CREATIVE
 ENERGETIC
 FRIENDLY
 INDEPENDENT
 RESTLESS

www.qamarconsulting.com

ENTP



CHALLENGING
 CLEVER
 ORIGINAL
 RESOURCEFUL
 PRIVATE

www.qamarconsulting.com

ESTJ



LOGICAL
 OBJECTIVE
 ORGANIZED
 RESPONSIBLE
 TASK-FOCUSED

www.qamarconsulting.com

ESFJ



COOPERATIVE
 LOYAL
 PERSONABLE
 TACTFUL
 SOCIABLE

www.qamarconsulting.com

ENFJ



ENERGETIC
 IDEALISTIC
 LOYAL
 ORGANIZED
 RESPONSIBLE

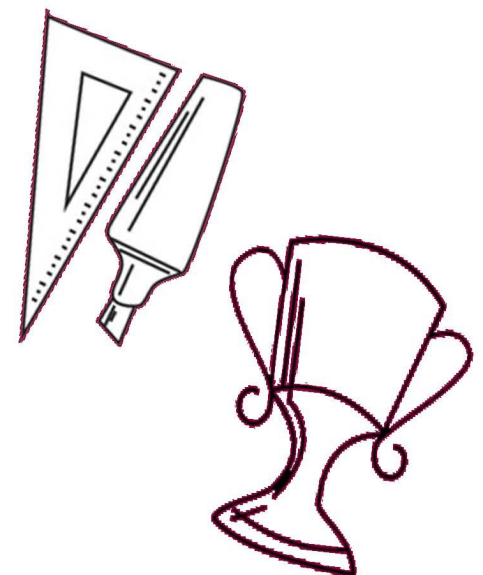
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ENTJ



CHALLENGING
 DECISIVE
 PLANFUL
 STRATEGIC
 LOGICAL

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CHAPTER 02

Mapping Your Career Journey

ISTP (Craftsman)

ISTP Born Talents

Adaptable تبدیل ہو جانے والا

Logical منطقی

Adventurous بہادر

Practical عملی

Applied عملی

Realistic حقیقی

Expedient لائق

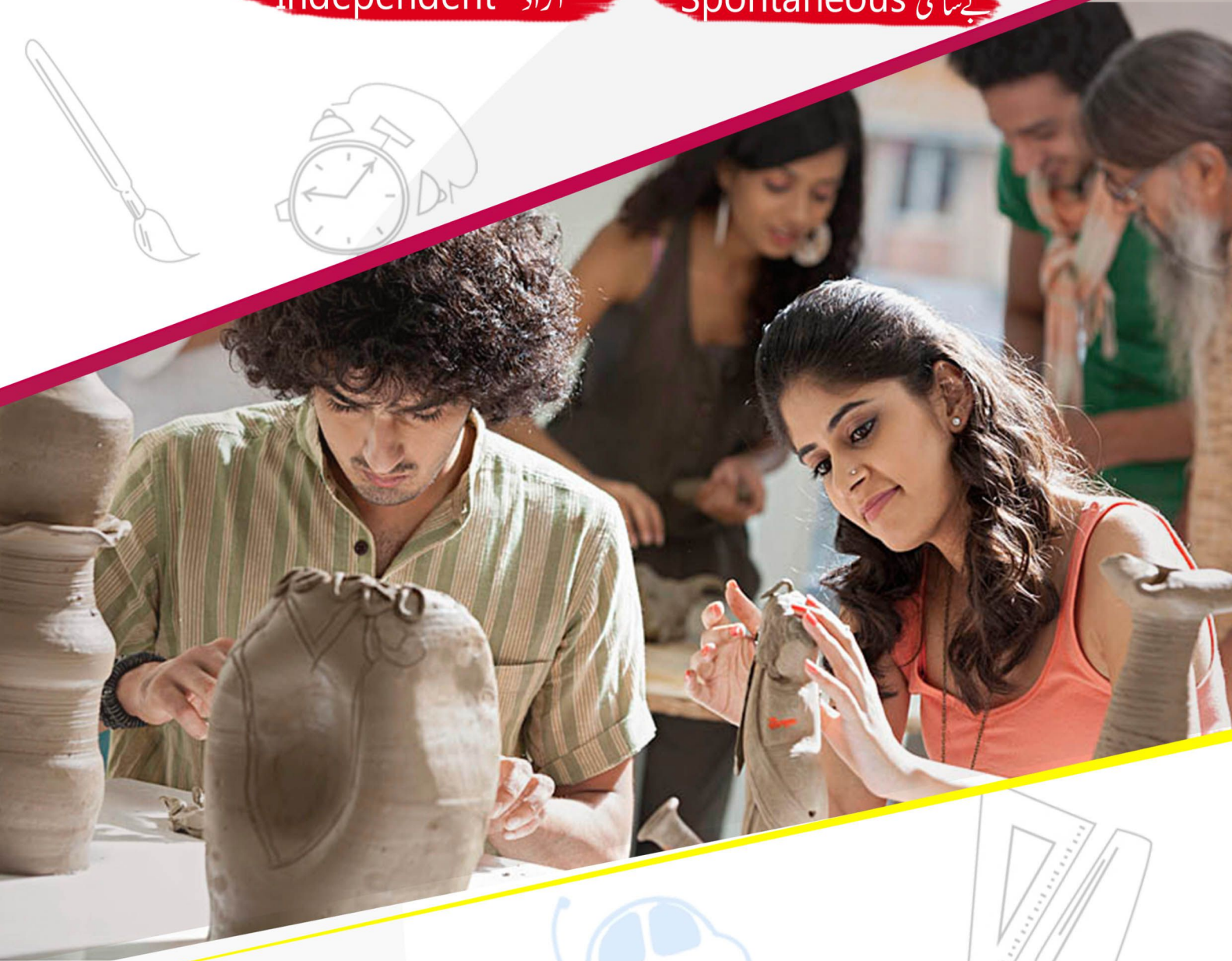
Resourceful وسائل ذمہ

Factual حقیقت پر مبنی

Self-determined پر عزم

Independent آزاد

Spontaneous بے ساختگی



CRAFTSMAN (ISTP)

Calm, observant, adaptable
troubleshooters
seen as detached or impersonal

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

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

Impatient with ongoing
rehashing of information or
highly structured participation



What I need in a Career for it to be Satisfying

- Work that is clearly defined and specific in nature, where I master and then use my well-developed skills.
- The opportunity to work at my own pace, independently, without a lot of restrictions on my activities or demands on my times.
- An environment that is relaxed and informal, where I work along side other skilled people I respect and who respect me.
- The opportunity to engage in short-term problem solving, trouble shooting activities and crises management.
- Work that is practical and uses my ability to make sense of things logically, work that applies my technical knowledge of how things work.

As an ISTP, I am Good at...

- Making careful, thorough observations, paying attention to details.
- Working alone with great ability to concentrate on projects that I enjoy.
- Mastering skills, especially those requiring the use of my hands or tools, using those skills with precisions.
- Working with real things and tangible products.

Work Related Strengths

- Ability to work well with defined tasks and tangible products.
- Keen powers of observation and an excellent memory for factual information.
- Ability to bring order to confusing data and to recognizable facts.
- Aptitude for working alone or alongside others you respect.
- Ability to stay calm and cool in a crisis or under pressure.
- Ability to recognize what needs doing and what is necessary to complete the job.
- Aptitude for working with your hands and with tools.
- Ability to adapt well to sudden change and shift gears quickly.
- Practicality and good common sense.
- Ability to identify and make good use of available resources.
- Flexibility and willingness to take risks and try new approaches.

Work Related Blind Areas

- Difficulty seeing the long term consequences of actions.
- Lack of interest in verbal communication, especially superficial conversations.
- Dislike advance preparation; trouble organizing time.
- Little patience for abstract and complex theories.
- Tend to be blunt and insensitive to the feelings of others.
- Tend to get bored and restless easily.
- Difficulty seeing opportunities and options that don't exist at the moment.
- Impatience with administrative details and procedures.
- Unwillingness to repeat yourself.
- Difficulty making some decisions.
- Strong independent streak and dislike of excessive rules and structured bureaucracy.
- Resistance to setting long term goals and difficulty meeting deadlines.



ISTP Career Trends and Potential Strengths

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 Strengths

- 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 انھیں ، Engineering ، Computer Electronics اور Production کی فیلڈ میں ملتا ہے۔ باہر کے کاموں میں بھی ISTPs کو دلچسپی ہوتی ہے۔



Popular Occupations of ISTP

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

SALES/SERVICE/ACTION

- Child support
- Missing person investigator
- Animal breeder
- College athletic coach and trainer
- Photographer
- Criminalist and ballistics expert
- Weapons designer
- Military officer

TECHNOLOGY

- Mechanical engineer
- Agricultural engineer
- Civil engineer
- Technical trainer
- Logistics and supply manager
- Network integration specialist
- Data processing equipment repairer
- Quality assurance technician
- Systems analyst
- Home network installer
- Information processing specialist
- Soil conservationist

HEALTH CARE

- Ophthalmologist
- Orthodontist
- Emergency medical technician
- Surgical assistant

BUSINESS/FINANCE

- Claims examiner
- Management consultant
- Cost estimator
- Insurance adjuster and examiner
- Recreational facility manager
- Price analyst
- Health club manager

HANDS ON/TRADES

- Umpire/referee
- Lawn service manager
- Park naturalist
- Audiovisual/sound specialist
- Television camera operator
- Criminal investigator
- Insurance appraiser
- Flight engineer
- Farmer
- Studio, special effects specialist
- Silversmith
- Gunsmith
- Cabinetmaker and finish carpenter
- Sketch artist
- Wilderness adventure leader
- Building inspector



Less Popular Occupations of ISTP

People with ISTP preference are 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.





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

Best of Luck

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