



Extraverted	Energy Style	▶ outgoing, friendly, engaging, energetic
Sensing	Cognitive Style	▶ hands-on, practical, observant, physical
Thinking	Values Style	▶ logical, objective, pragmatic, outspoken
Perceiving	Life Style	▶ responsive, spontaneous, adaptable, adventurous

famous ESTPs include...



Donald Trump



George W. Bush



Madonna



Mae West



Eddie Murphy



Evel Knievel

In a Nutshell

ESTPs are energetic thrillseekers who are at their best when putting out fires, whether literal or metaphorical. They bring a sense of dynamic energy to their interactions with others and the world around them. ESTPs assess situations quickly and move adeptly to respond to immediate problems with practical solutions.

Active and playful, ESTPs are often the life of the party and have a good sense of humor. They use their keen powers of observation to assess their audience and adapt quickly to keep interactions exciting.

Although they typically appear very social, they are rarely sensitive; the ESTP prefers to keep things fast-paced and silly rather than emotional or serious.

Core Values

- ▶ Energy
- ▶ Adventure
- ▶ Pragmatism
- ▶ Resourcefulness

Key Motivators

- ▶ Appreciating the moment
- ▶ Engaging with the physical world
- ▶ Testing the limits of abilities
- ▶ Pursuing new experiences