

## MYERS-BRIGGS TYPE INDICATOR GENERAL PROFILE

### ESTP

#### Personality

ESTP are men and women of action. When someone of this personality is present, things begin to happen. The lights come on, the music plays, and the game begins. And a game it is for the ESTP, the outstanding entrepreneur, the international diplomat, the conciliator, and the negotiator par excellence. Approximately 13 percent of the general population are of this extraverted, sensing, thinking, and perceiving type. And if only one adjective could be used to describe ESTPs – resourceful – would be an apt choice.

Life is never dull around ESTPs. Their attractive, friendly style has a theatrical flourish which makes even the most routine, mundane event seem exciting. ESTPs usually know the location of the best restaurants, and headwaiters are likely to call them by name. ESTPs are socially sophisticated, suave, and urbane and are master manipulators of the external environment.

ESTPs are uncanny at observing people's motivations, somehow hypersensitive to minimal nonverbal cues, which other types might miss. And they are masters at using these observations to "sell" the "client." The eye of the ESTP is ever on the eye of the beholder, and all actions are directed toward this audience. Witty, clever, and fun, ESTPs seem to possess an unusual amount of empathy, when in fact this is not the case; rather, they are so acutely aware of minimal signals from others that they are usually several jumps ahead in anticipation of another's position. And ESTPs can use information gained to the ends they have in mind – apparently with nerves of steel, engaging in what seems to others to be suicidal brinksmanship. Other types may find this exhausting, but ESTPs are exhilarated by working close to the edge of disaster. ESTPs are ruthless pragmatists and often offer the ends as justification for whatever means they see as necessary – regrettable, perhaps, but necessary. Usually, however, ESTPs do not care to justify actions, but prefer instead to get on to the next action.

#### Career

ESTPs are outstanding as initiators of enterprises that bring people together to negotiate. They make invaluable itinerant administrators who can pull troubled companies or institutions out of the red very quickly, and with style! They can sell an idea or project in a way no other type can, but won't follow through on the tedious administrative details of a project. This characteristic often causes ESTPs to be unappreciated for the extraordinary talents they have, for people lose sight of the idea contributed and focus on the details left undone, becoming critical of ESTPs' weaknesses rather than appreciating their strength. Few enterprises, which are institutionally based use ESTPs as they should be used. When they strike out on their own, however, they do not always succeed, for their unwillingness to bother with follow-up details may cause an otherwise excellent project to fail. ESTPs need to be sure they have someone who will, take care of follow-up if at all possible.

#### Home

ESTPs live in the immediate moment and as mates lend excitement – and unpredictability – to the relationship. The ESTP mate is usually extremely attentive in public and smooth in social rituals. They carry on amusing repartee, and laughter surrounds them as they recount from their endless supply of clever jokes and stories. Charm radiates from ESTPs. Nothing is too good for their friends, although family responsibilities may, at times, be given second priority. The ESTP's mate may in time come to feel like an object – the female a chattel and the male a negotiable commodity. Deep commitments do not always occur in the lives of ESTPs, although they are always popular and know many, many people by name. Relationships usually are conditional, and the condition is the consideration of what the ESTP has to gain from the relationship. Anything gained, however, is shared freely and generously with the mate. The unexpected gift, the impulsive trip to Paris, the extravagant surprise at Christmas – all these an

ESTP brings to a mate. Fun, excitement, laughter, and that element of unpredictability are characteristic of their relationship. The ESTPs have a low tolerance for anxiety and are apt to avoid or leave situations that are consistently filled with interpersonal tensions. ESTPs are usually somewhat of a mystery to their mates and to others. Few people comprehend this unique personality. ESTPs themselves understand well the maxim, "He who travels fastest, travels alone." Still, ESTPs are not likely to be lonely for long. ESTPs meet life with a hearty appetite for the good things of the world, searching out excitement, perhaps as a warrior, an athlete, an adventurer, or as a professional gambler, but always seeking the thrill of courting Lady Luck in one fashion or another. A theme of seeking excitement through taking of risks runs through the lives of ESTP.

### Midlife

At midlife ESTPs may want to work at consolidation of resources – emotional and economic. Long-term planning on the part of ESTPs may well destroy the essence of their strength – the impulse – but ESTPs may want rationally and logically to seek out a partner who will follow through on details, who will stabilize projects undertaken, and who will conserve the ESTP energies. ESTP may want to work at developing a few, deep relationships even though these cause an ESTP entrepreneurial restrictions.

## MYERS-BRIGGS TYPE INDICATOR MATING PROFILE

### ESTP

#### Mates

The relative rarity of the ESTP's opposite on the intuitive side, INFJ (about 1 percent compared to the ESTP's 15 percent), means that such mating will be quite infrequent, as they should be. Imagine an oracle married to a wheeler-dealer! We should, however, be mindful that, whatever our own political beliefs, our more spectacular Presidents (J.F. Kennedy, L.B. Johnson, F.D. Roosevelt) were ESTP "promoters" without peers. It would be a fascinating study to check on the temperament of their wives to see if any married their oracular INFJ opposites.

The seemingly correct – and, we can assume, attractive – choice is the ISFJ "conservator." Such complementarity should work out rather nicely, especially if the promoter is male and the conservator is female.

#### Courting

An SP is likely to be compliant and agreeable with whatever is happening in the sexual sphere. They may seem quite decisive in sexual choices, but this is apt to be the result of impulse rather than the carefully thought through decisions that would characterize an NT. SPs can find themselves quickly involved with another, only to find this liaison is a burden; then, they might be puzzled as to how to go about getting uninvolved. Confrontation is not likely to seem to be the way to solve this problem; rather, absence and silence are more likely to be the solution of choice. Long drawn-out courtships are not apt to hold the attention of SPs, oriented as they are by their need for freedom, which includes being able to express emotions, as they occur. Expressions of deep emotional commitment directed toward an SP are apt to cause the SP to become restive and to feel trapped. Under pressure, an SP is capable of tactlessness and even brutality, but once the scene is over, may be quite oblivious to any scars marring the relationship. If an SP does not meet another's expectations, he or she is readily willing to "reform," although it usually turns out that the promised new behavior doesn't last long. Generally, SPs tend to have uncritical, happy dispositions. They live so thoroughly in the present that they are not always reliable in meeting the obligations of daily life, but the intention to displease is seldom present. An SP may be as quick to anger as to act, but the anger is likely to pass as quickly as it arises. They can accept positive or negative comments about their behavior or character with perfect ease. Not long bothered by it either. In and out of the mating relationship, an SP may not bother to sort out priorities, responding to each successive demand with equal energy. A small crisis may be given as much attention as a crisis of great magnitude; a claim for a stranger can be given as much attention as a claim for an intimate. This can lead to some dissatisfaction on the part of a mate. At times the delightfully generous nature of the SP (what is his is yours and what is yours is his to give away if the impulse strikes) troubles mates of differing perspectives.

#### Sex

Whether Extraverted or Introverted, Thinking or Feeling, male or female, and SP may present the image of a bedroom virtuoso, a sexual superman or superwoman who voices an avid interest in experimentation. The details of the experimentation, however, are usually left for others to provide. SPs seem to enjoy talking about sex, may have an extensive repertoire of ribald sexual stories, and love to hear details of sexual activities of all types. Modern novels, which focus on sex, tend to describe the SP more than any other types. SPs are more responsive to others to tactile, auditory, and visual sexual stimuli, which are concrete, real, and graphic. Symbolic stimuli (e.g., poetry) do not have the same power to excite the SP they might other types.

The attitude that living is to be enjoyed applies to sex as well as work, play, or sleep. Variety in all things, including sex, is likely to appeal to an SP. An SP can become sexually excited by expressions of conflict as well as of lust and love, and perhaps will find quarreling, tears, and anger – whether these emanate

from themselves or their mate – sources of stimulation. Horror movies, disaster and war films, pictorial presentations of the cruel, the terrifying, the war films, pictorial presentations of the cruel, the terrifying, the graphically erotic may excite an SP. The slow-moving love story is less likely to have appeal, eliciting impatience in the SP to get on with it. The larger-than-life love goddess or sexual superhero performing on the screen can titillate an SP, who in the hedonic style is ever seeking excitement and adventure. Romeo and Juliet, Heloise and Abelard were clearly not SPs; in fact, the two pairs of lovers and their styles were clearly not SPs; in fact, the two pairs of lovers and their styles of loving may appear to an SP to be rather pitiful.

### Interpersonal

Although SPs give an impression of being extremely alert, their realism in accepting whatever exists at the moment can lead them into being oblivious to differences between quality and quantity of relationships. Whoever and whatever happens to be there is likely to be accepted, and in this process the SP may not differentiate between a person, for example, who is capable of great loyalty and a person who is only “passing through.” An SP also is, at times, not alert to potential dangers in relationships. This can lead female SPs particularly into involvement, which might be unwise. SPs truly do often rush in where angels fear to tread – sexually, socially, and, at times, economically. For an SP, living may be feast or famine. They may be good providers today, but spendthrifts tomorrow. Money, like sex, is to be used and enjoyed. SPs do not tend to attach much priority to saving for a rainy day, sexually or financially, as might an SJ; rather, time, money, and energy might be used to explore the newest restaurant, the newest fashion, the newest companion, and the newest car. Buying new gadgets or acquiring new acquaintances to tinker with might well fascinate an SP for hours, until interest is turned elsewhere.

### Social

SPs are usually energetic propagandists for their own personalities, and sexually they promote themselves well, whether extraverts or introverts. They are very likely to obtain the mate of their choice in a whirlwind courtship. If the SP’s mate does not project onto the SP unrealistic expectations, the relationship can develop into a satisfactory, active way of life. If the SP is expected to be someone he or she is not, disappointment may be in store for both. Given a reasonable degree of compatibility in sexual rhythm, SPs are not apt to dissolve their relationships with selected mates. Unlike the NF, who is haunted by his lifelong romantic quest for the perfect love, the SP is not inclined to fantasize that another choice would have been all that much different.

### Domestic

As a homemaker, the SP female tends to find outlets for her hunger for action through arts and crafts. Her home tends to be filled with various projects in various stages of completion. Clutter is acceptable to the SP. She may get heavily involved in gourmet cooking for a time, and then move on to an avid interest in weaving or pottery. Color is likely to be abundant and strong. Plants are apt to be set about the rooms in profusion. Drop-ins guests are sure to be welcome almost any time and the SP female is not apt, as would the SJ, to be put off-balance by a less-than-guest-ready home. She is more likely to share cheerfully and freely whatever is their, pushing aside current projects to make seating or eating room. The SP mother is likely to be very much in charge of her children. She is not subject to the notion that she ought to be of service to her children; nor does this mean she is subject to guilt, wondering whether she is doing the “right thing” or whether she did the same thing as other types. She does what seems right at the moment and that is that. More often than not, she expects and gets obedience, although she also allows her children a great deal of autonomy. She cannot be conned by her children and does not allow them to rule her. It is, perhaps, easier for the SP mother to allow others to participate in the raising of her children than it is for other temperaments. When her firstborn goes to kindergarten, for example, the SP mother is apt to take it in her stride in a way other types may not.