



Myers-Briggs Type Indicator® Career Report

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European Edition

Report prepared for
EUROSTEPONE ENTP
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Interpreted by
ABC



Introduction

This report applies your results from the *Myers-Briggs Type Indicator*® (MBTI®) assessment to help you identify job families and occupations that are a good fit for your reported MBTI type. The MBTI tool was developed by Isabel Briggs Myers and Katharine Briggs and is based on Carl Jung's theory of psychological types. It has been used for more than 60 years to help people become more satisfied and successful in their careers.

This Report Can Help You

- Identify job families, or broad occupational categories, to help get you started in your career search
- Choose a specific job or career
- Select a college major or course of study
- Identify strengths and potential weaknesses of your type for the career search process
- Increase your job satisfaction
- Make a career transition or shift
- Plan your career development strategy and action steps

The job families and specific occupations used in this report are adapted from the O*NET™ system of occupational classification developed by the U.S. Department of Labor, which is the standard method for classifying occupations. The relationship between the O*NET occupations and MBTI types has been established using information from a database of more than 92,000 working adults who recently took the MBTI assessment and reported that they were satisfied with their jobs.

This report is only one source of information. When choosing a career or contemplating a career change, you must also consider your abilities and skills, your occupational and leisure interests, and your values and goals. You will also need information about specific tasks involved in different occupations, as well as current career opportunities. Additional career information can be found online at <http://online.onetcenter.org>.

How Your MBTI® Career Report Is Organized

- Summary of Your MBTI® Results
- How Your Type Affects Your Career Choice
- How Your Type Affects Your Career Exploration
- How Your Type Affects Your Career Development
- Job Families and Occupations for Your Type
 - Ranking of Job Families
 - Most Popular Occupations
 - Least Popular Occupations



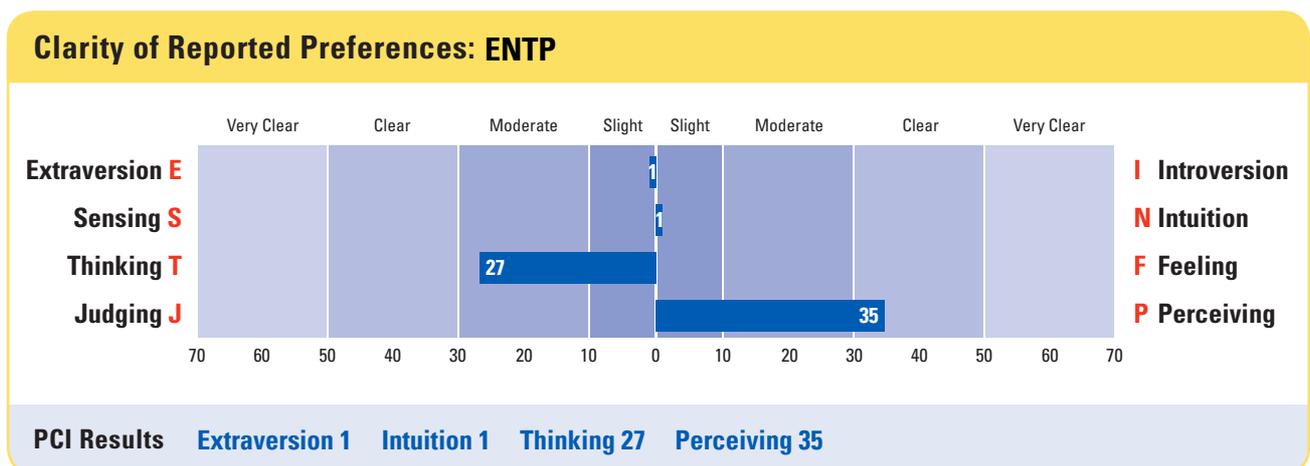
Summary of Your MBTI® Results

Your responses on the MBTI instrument indicate that your reported type is: **ENTP**.

Reported Type: ENTP

Where you focus your attention	E Extraversion People who prefer Extraversion tend to focus on the outer world of people and activity.	I Introversion People who prefer Introversion tend to focus on the inner world of ideas and impressions.
The way you take in information	S Sensing People who prefer Sensing tend to take in information through the five senses and focus on the here and now.	N Intuition People who prefer Intuition tend to take in information from patterns and the big picture and focus on future possibilities.
The way you make decisions	T Thinking People who prefer Thinking tend to make decisions based primarily on logic and on objective analysis of cause and effect.	F Feeling People who prefer Feeling tend to make decisions based primarily on values and on subjective evaluation of person-centered concerns.
How you deal with the outer world	J Judging People who prefer Judging tend to like a planned and organized approach to life and want to have things settled.	P Perceiving People who prefer Perceiving tend to like a flexible and spontaneous approach to life and want to keep their options open.

Your responses on the MBTI assessment not only indicate your preferences; they also indicate the relative *clarity* of your preferences—that is, how clear you were in expressing your preference for a particular pole over its opposite. This is known as the *preference clarity index*, or *pci*. The bar graph below charts your *pci* results. Note that a longer bar suggests you are quite sure about your preference, while a shorter bar suggests you are less sure about that preference.





How Your Type Affects Your Career Choice

The kinds of tasks and work environment that tend to be preferred by ENTPs are shown in the charts below. Working at these kinds of tasks and in this kind of environment will help you feel more comfortable and satisfied in your day-to-day work because you will have opportunities to express your natural preferences.

Preferred Work Tasks

- Developing strategy
- Analyzing complex problems
- Recognizing multiple opportunities in the environment
- Devising technical solutions to problems
- Selling others on new ideas and opportunities

Preferred Work Environment

- Offers a fast-growing, high-energy atmosphere
- Rewards entrepreneurial initiative
- Is technologically sophisticated and current
- Is characterized by autonomy and freedom to think differently
- Offers opportunities to work with a variety of people on a variety of tasks

Action Steps

- ▶ Identify a specific job you are considering.
- ▶ Using an occupational library or online source such as the O*NET database (<http://online.onetcenter.org>), investigate the kinds of tasks you would be doing and the kind of environment you would be working in for this job.
- ▶ Compare these tasks and work environment to those identified for your type in the charts above.
- ▶ If there is considerable overlap, you may want to pursue this opportunity.
- ▶ If there is little overlap, you may want to rethink your plan. However, before you exclude any potential job, see the tips found on the last page of this report.



How Your Type Affects Your Career Exploration

How you go about exploring career options will be influenced by your ENTP preferences. Your type will help you in your career exploration activities in distinct ways, just as it may present some distinct challenges for you.

Your type strengths will help you:

- Scan the environment for multiple opportunities
- Establish an extensive network of people you can contact
- Be adaptable and jump at any good opportunity that presents itself
- Convey energy and enthusiasm during interviews
- Use technology effectively in your job search

Challenges

- You may enthusiastically chase every opportunity you see.
- You may avoid making a decision.
- You may focus on future prospects and overlook important facts about the current job or job market.
- You may focus so much on the upside of a job that you neglect to evaluate the risks.
- You may not be able to present enough detail about your experience for Sensing interviewers.

Suggested Strategies

- Prioritize your opportunities.
- Set a deadline for making a decision.
- Make a list of the essential facts you need to know before making a decision and make sure each item is checked off before you decide.
- Develop a list of pros and cons and try to quantify the risk.
- Create a detailed list of your previous experience and accomplishments to take to interviews.

Action Steps

- ▶ Review the list of strengths that are a natural part of your type. Make sure to rely on them as much as possible throughout your career exploration process, especially when you are feeling anxious.
- ▶ Review the challenges related to your type. The strategies suggested for dealing with these challenges require you to move beyond your natural comfort zone. So don't try to overcome all these challenges at once. Pick one or two to start with and work at them until you feel more comfortable.



How Your Type Affects Your Career Development

Your career development process will be influenced by your ENTP preferences. Career development almost always involves coping with new demands that do not come naturally to you and often requires working and communicating with people with different preferences. At times, career change can be a beneficial stimulus to further development of your type. Type development means knowing and accepting your natural preferences and then consciously choosing to use nonpreferred preferences in certain situations when appropriate. Listed below are some typical strengths of and challenges faced by ENTPs, as well as some suggestions for development.

Your style has probably helped you develop strengths in:

- Scanning the environment for new opportunities
- Using cutting-edge technology to solve problems or increase productivity
- Motivating others by bringing energy and enthusiasm to any task
- Solving problems creatively and thinking out of the box
- Logically analyzing problems and developing what-if scenarios

Challenges

- You may have trouble determining priorities amid the many possibilities you can see.
- You may not follow through on decisions or projects.
- You may become excited about ideas that are not feasible given time or resource constraints.

Suggested Strategies

- List your opportunities and prioritize them based on how important they are to achieving your ultimate goals.
- Determine whether each opportunity is really important or just extremely interesting.
- Use your analytical skills to devise a detailed implementation plan.
- Segment the project into smaller activities and chart the process by which they must be done.
- Do a gap analysis between your idea and what is feasible and compare the resources needed to complete the idea with current resource constraints.
- Consult with others who are good at estimating how long things take.

Action Steps

- ▶ Identify a career or job you are considering.
- ▶ Review the list of strengths and challenges above.
- ▶ Evaluate how much the job you have in mind will allow you to use your natural strengths and challenge you to use other preferences. You will probably be most satisfied with a job that allows you to use your strengths most of the time but also provides a manageable degree of challenge.



Job Families and Occupations for ENTPs

The following pages of your Career Report present 22 broad occupational categories, or “job families,” and a number of specific occupations and show how they rank in popularity among ENTPs. This ranking is based on information from a sample of more than 92,000 people in 282 jobs who said they were satisfied with their jobs. There were 6,579 ENTPs in this sample.

The chart on the next page shows the popularity of 22 job families among ENTPs divided into three groups: those most attractive to ENTPs, those moderately attractive, and those least attractive. The longer the bar on the chart, the more attractive the job family. Those job families listed as most attractive to ENTPs offer the best opportunity for you to find an occupation in which you can use your natural preferences and be satisfied. Those job families listed as moderately attractive may or may not offer opportunities for expressing your preferences—it depends on the tasks and work environment of the specific occupation. Those job families listed as least attractive are associated with occupations in which you are least likely to express your preferences. These may require you to work “against the grain” of your preferences.

When reviewing the chart, it is important not to overemphasize the differences between any two adjacent categories. In your career exploration process, consider all the job families in the “most attractive” section, especially if the bars in the graph are about the same length. You should also explore job families in the “moderately” and “least” attractive sections if they appeal to you or you would like to learn more about them.

The following pages list specific occupations ranked by their popularity among ENTPs. The most popular occupations are shown first, followed by the least popular.

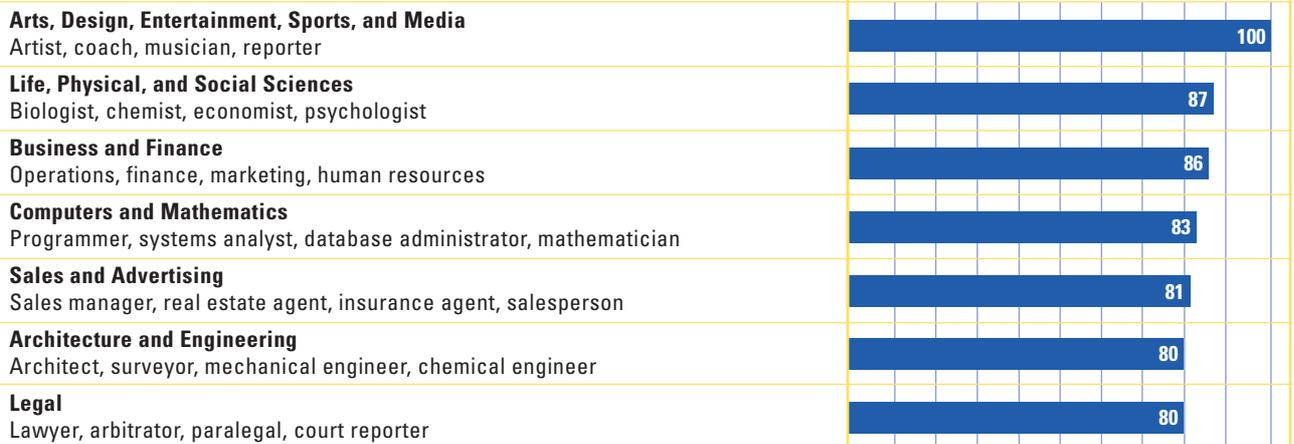
Working with Your Job Families and Occupational Lists

- When comparing job families and the two occupational lists, it may not be entirely clear which occupations fit within which job families. For example, does a particular health care occupation belong in Health Care Support or in Health Care Practitioner and Technical? To help you see the relationship, a “Career Trends” summary is provided with your most popular occupations list.
- If you would like more information about how job families and specific occupations are related, you can go online to <http://online.onetcenter.org> and click on “Find Occupations.” On the Find Occupations page, go to the pull-down menu “By Job Family or All Occupations.” When you select one of these categories, you will be provided with a list of all specific occupations within that category, each of which is further explained.
- You may notice what appear to be differences between your general and specific lists. You may find a specific occupation ranked higher or lower than you might predict based on the ranking of the corresponding job family. This can occur because the number of specific occupations in an O*NET category ranges from 14 to 237! And not all the specific occupations found on the O*NET database are used in your Career Report. Only those that had a large enough sample of satisfied workers could be used. Think of the job families as an average. There will likely be specific jobs that are a good fit for your particular preferences, even though the job family may not be all that appealing to most persons of your type.
- The use of job family and occupational lists should only be a first step in your career exploration process.

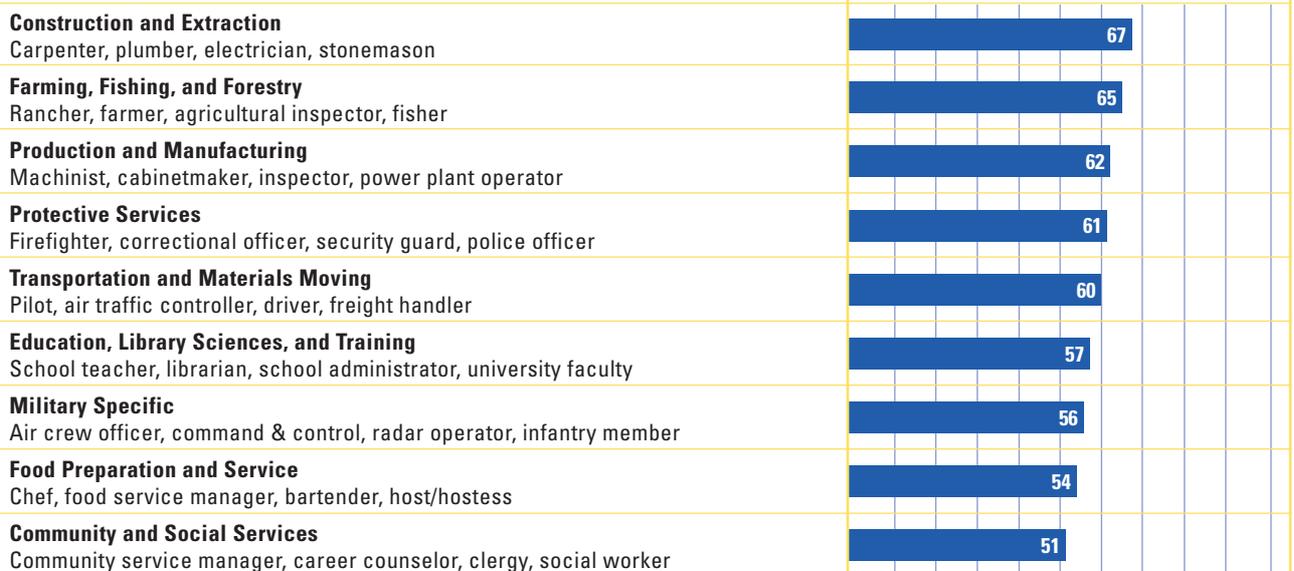


Ranking of Job Families for ENTPs

Most Attractive Job Families (scores of 71–100)



Moderately Attractive Job Families (scores of 50–70)



Least Attractive Job Families (scores of 0–49)





Most Popular Occupations for ENTPs

The occupations listed below in rank order are a sampling of those that are most attractive to ENTPs. Individuals of this type are found in these occupations in much greater proportion than would be expected based on the frequency of this type in the general U.S. population. You are likely to find these occupations most satisfying because you will:

- Have opportunities to express your preferences
- Be recognized and rewarded for using your natural gifts and strengths
- Face tasks and problems you find interesting and challenging

Career Trends for ENTPs

One thing that stands out about ENTPs is the breadth of career fields (11) covered by their most popular occupations. Within this variety, there are two kinds of occupations that appeal to ENTPs. One involves dealing with things or ideas, as in architecture, engineering, science, production, and transportation. The other involves working with people and includes positions in business, health care, and education as an executive or manager as well as sales and public relations.

Most Popular Occupations for ENTPs

- | | |
|---|---|
| 1 Architectural drafter | 13 Manager/supervisor of arts, design, entertainment, sports, and media workers |
| 2 Top executive, Arts, design, entertainment, sports, and media | 14 Hotel/motel clerk |
| 3 Industrial/organizational psychologist | 15 Manager/supervisor of architects |
| 4 Electrical/electronics technician | 16 Industrial engineer |
| 5 Top executive, Education, training, and library | 17 Top executive, Business and financial operations |
| 6 Commercial art director | 18 Top executive, Health care practitioner and technical occupations |
| 7 Architect | 19 Geologist/geophysicist |
| 8 Top executive, Sales | 20 Aerospace/aeronautical engineer |
| 9 Cost estimator | 21 Top executive, Production |
| 10 Top executive, Transportation and materials moving | 22 Sales manager |
| 11 Top executive, Architecture and engineering | 23 Oil/gas processing worker |
| 12 Public relations manager | 24 Computer equipment repairer |

Action Steps

- ▶ Visit a career library and search for careers in the fields highlighted in the Career Trends box above. Write down job titles that seem to match these trends. Then proceed to the next step to look up detailed information about these careers.
- ▶ Go to <http://online.onetcenter.org> and click on "Find Occupations." Enter the name of any of the specific occupations listed above, or any other occupation that interests you, in the "By Keyword" box. This will lead you to comprehensive and detailed information about that occupation, including the knowledge, skills, and abilities needed to perform the job, the educational and training requirements, and the employment outlook for that occupation by state.

Least Popular Occupations for ENTPs

Listed below are 10 occupations in which ENTPs are not likely to be found. If you enter one of these occupations:

- You may experience difficulty communicating or agreeing with your coworkers
- The particular gifts associated with your preferences may not be recognized or rewarded
- You may eventually experience stress or dissatisfaction if you are required to work against the grain of your natural preferences for too long

Least Popular Occupations for ENTPs

Bank teller	Mechanical engineering technician
Infantry member	Medical records technician
Licensed practical nurse	Pilot/copilot
Machinist	Recreation worker
Manager/supervisor of health care support workers	Top executive, Building and grounds maintenance

Tips for Succeeding in an “Atypical” Occupation

You should not automatically discount any occupation just because it is not popular among those of your type. In an occupation that is atypical for people of your type, you may find that your different approach is valued and rewarded and you are seen as an innovator or leader. You may very well succeed and be satisfied in such an occupation if you:

- Can use your preferences productively by creating a special role in which you do a certain set of tasks or by finding a niche for yourself in a particular environment or with a select group of coworkers you enjoy working with
- Work at understanding or communicating with others whose preferences are different from yours
- Find other opportunities, such as in your leisure activities, to express your preferences