

Extraverted Sensing Thinking Judging

Work Related Strengths:

- x Very practical and results oriented
- x Good at focusing on organization's goals
- x Natural organizers; good at making objective decisions
- x Forceful in carrying out commitments and can be tough when necessary
- x Good at seeing what is illogical, inconsistent, impractical or inefficient

Work Related Weaknesses:

- x Can be impatient with those who don't follow procedures or don't pay attention to details
- x Have little patience for inefficiency
- x Have a tendency to run over people as they pursue goals
- x May not be interested in possibilities that do not exist in present moment
- x May not listen to opposing viewpoints; can be abrupt and appear rude

CAREER SATISFACTION means doing work that:

1. Lets me work systematically, organizing facts, policies or people, and use time and resources efficiently toward a logical conclusion
2. Lets me use mastered skills while working on concrete and straightforward assignments with clear specifications, using my strong reasoning powers
3. Is measured and evaluated by fair, logical, explicit and objective standards

Popular Occupations for ESTJs

In listing occupations that are popular among ESTJs, it is important to note that there are successful people of all types in all occupations. However, the following are careers ESTJs may find particularly satisfying and some of the reasons why. This is by no means a comprehensive listing but is included to suggest possibilities you may not have previously considered. Although all of these occupations offer the potential for career satisfaction, the future demand on some careers is anticipated to be greater than for others

Sales/Service

Insurance agent

Funeral director

Military officer

Government employee

Sports merchandise/equipment sales

Telecommunications security

Sales (tangibles): computers, real estate

Cook

Teacher: trade, industrial, technical

Security guard

Pharmaceutical sales

Police/probation/corrections

