



PREMIUM PERSONALITY PROFILE

What is the MBTI?

The MBTI, or Myers-Briggs Type Indicator, is an instrument designed to assess how an person typically takes in, processes, and makes decisions about information from the world around them. Using a self-report questionnaire, the MBTI measures four psychological dimensions to sort people into 16 types, each with a unique profile of mental processes that drive an individual's personality. MBTI type isn't meant to predict behavior or label personality traits, however. **Its purpose is to look under the surface and find the “why”.** Used correctly, it can provide tremendously useful insight into the way people think — that is, the mechanics behind a person's behavior or traits.

During World War II, Katharine Cook Briggs developed the MBTI with assistance from her daughter, Isabel Briggs Myers. Briggs, a self-taught student of typology and human behavior, created the model with a specific purpose in mind — as the war began to demand more resources while calling many of the nation's men into military service, droves of women were newly joining the workforce to provide much-needed industrial labor. The first MBTI book, the Briggs Myers Type Indicator Handbook, was published in 1944 to help women discover which jobs would be the most suitable fit for their natural strengths and preferences.

The theoretical foundation for their model was drawn from a theory of psychological types proposed by famous Swiss psychoanalyst Carl Jung, the original founder of analytical psychology. Based on personal observations in his clinical practice, Jung identified two dichotomous pairs of mental processes that people commonly used to experience and interact with the world: Sensing/Intuition and Thinking/Feeling.

He further identified that each mental process has two possible orientations, either toward the outside world (Extraversion) or the inner self (Introversion), resulting in eight distinct functions. It was clear to Jung that every individual had one function they tended to use above all others which defined their psychological type. Myers and Briggs adapted Jung's theory for practical application, making some modifications along the way. One of the most significant changes was the addition of a fourth dichotomous pair — Judging/Perceiving.

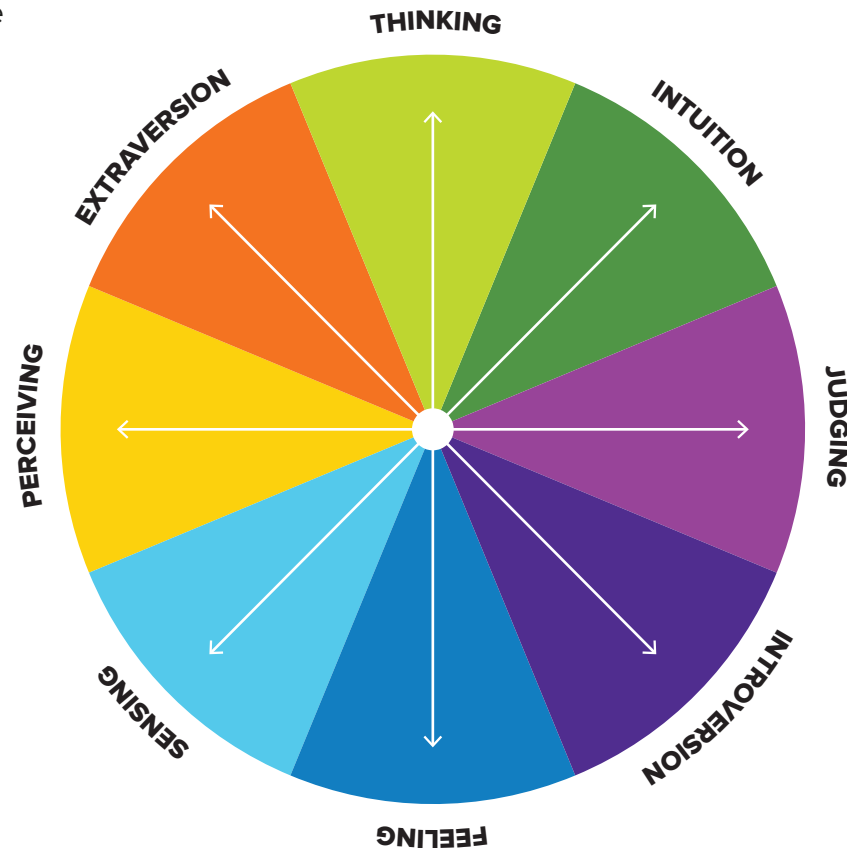


How Does It Work?

The core concept behind the MBTI is that we all have innate, individual differences in the ways our minds tend to perceive and utilize information — cognitive functions — which then influence the way we operate in the world. **These differences are viewed as natural preferences**, rather than absolutes, and none is considered superior to any other. Much like being left or right-handed, we have naturally dominant “default” preferences that we tend to feel more comfortable with and use more often.

These cognitive functions are like tools in your mental toolbox. You can use any of them as needed, but there are some you tend to reach for more than others, and those are the ones that feel most familiar. When we engage our non-dominant functions, it can begin to feel awkward, unnatural, or uncomfortable, often leading us to feel psychologically “worn out” over time.

Much like Jung’s theory, the MBTI assesses these cognitive preferences across 4 separate dimensions, each of which is expressed as a dichotomy of two opposites: Extraversion vs. Introversion, Thinking vs. Feeling, Intuition vs. Sensing, and Judging vs. Perceiving. **It is important to note that this terminology can be somewhat misleading**, as the colloquial meanings are different from their technical definitions within the MBTI model.



Cognitive Functions

Extraversion/Introversion (E/I)

Distinct from social extroversion/introversion, which are often defined according to shyness or need for solitude, cognitive extraversion/introversion identifies the manner in which you are directing your mental energy and attention.

Extraversion (E) refers to an outward orientation of energy, toward the objective external world. Extraversion is focused on people, objects, and scenarios outside the self. Extraverted functions seek to interact with the world around them. People with a dominant Extraverted function are typically **drawn to stimulation and action** over reflection. Although all people spend time doing both, Extraverts feel most comfortable and “in their element” when they are actively engaging with their environment.

At its best, dominant Extraversion can be expressive, enthusiastic, agile, and responsive. Because “the squeaky wheel gets the grease”, it commonly leads to more frequent and dynamic social interactions with a larger network of people. At its worst — that is, when used inappropriately or at the wrong moments — those strengths turn into weaknesses. Dominant Extraversion can become intrusive, hasty, easily bored, or thoughtless.

Introversion (I) refers to an inward orientation of energy, toward the subjective inner world. Introversion is focused on processing internal thoughts, ideas, feelings, and experiences. Introverted functions seek to form personal interpretations, conclusions, and understandings. People with a dominant Introverted function are typically **drawn to reflection** over stimulation or action. Although all people spend time doing both, Introverts feel most comfortable and “in their element” when they can step back from interacting with the world and enjoy the mental time and space needed to thoroughly process things.

At its best, dominant Introversion can be highly thoughtful, balanced, and impactful, commonly offering the kind of well-developed perspective that can only come from dedicated processing of information. At its worst — that is, when used inappropriately or at the wrong moments — those strengths turn into weaknesses. Dominant Introversion can become withdrawn, inhibited, or distant, sometimes experiencing trouble in communicating inner thoughts.

Sensing/Intuition (S/N)

These functions, known as “Perceiving” functions, identify the type of data you most value and focus on as you experience the world.

Sensing (S) refers to a preference for concrete, tangible data — that is, data that has known, observable, or proven qualities grounded in the physical world. Sensing functions are focused on “what is”. People with a dominant Sensing function look for **facts, details, and evidence** over abstract concepts or theoretical possibilities. Although all people spend time doing both, Sensors feel most comfortable and “in their element” when working with information from their five senses, well-established knowledge, and personal memories.

At its best, dominant Sensing can be very observant, down-to-earth, and practical. Sensors commonly possess excellent common sense and the ability to communicate clearly and precisely. At its worst — that is, when used inappropriately or at the wrong moments — those strengths turn into weaknesses. Dominant Sensing can become short-sighted, conventional, or limited in perspective.

Intuition (N) refers to a preference for abstract, intangible data — that is, the connections and possibilities that arise when multiple data points are combined. Intuitive functions are focused on “what may be”. People with a dominant Intuitive function look for **concepts, patterns, and meaning** over facts or details. Although all people spend time doing both, Intuitives feel most comfortable and “in their element” when working with big-picture ideas, possibilities, theories, and speculations.

At its best, dominant Intuition can be insightful, innovative, philosophical, and creative. Intuitive types commonly possess the ability to spot opportunities for positive change. At its worst — that is, when used inappropriately or at the wrong moments — those strengths turn into weaknesses. Dominant Intuition can become impractical, speculative, or unrealistic, with a tendency to overlook important details and facts.

Thinking/Feeling (T/F)

These functions, known as “Judging” functions, identify the type of criteria you most often prioritize when you make decisions or evaluations. Despite their names, neither function is inherently more reasonable, rational, thoughtful, or intelligent than the other.

Thinking (T) refers to a preference for systematic decision-making based on impartial principles. Thinking processes use a **mathematical type of reasoning** that analyzes information according to its fixed, functional worth — “true/false” or “accurate/inaccurate”, rather than “good/bad”.

People with a dominant Thinking process typically exclude personal, moral, and social factors from their evaluations because these tend to muddy the waters. Thinkers feel most comfortable and “in their element” when working toward logically consistent outcomes or objective, quantifiable results.

At its best, dominant Thinking can be unbiased, precise, consistent, clear-headed, and highly effective with critical thinking. At its worst — that is, when used inappropriately or at the wrong moments — those strengths turn into weaknesses. Dominant Thinking can become insensitive, argumentative, or oblivious to the emotions and needs of others.

Feeling (F) refers to a preference for fluid decision-making based on value-based principles. Feeling processes use a **relative type of reasoning** that weighs information according to its moral or existential worth within the context of the human concerns — “good/bad” or “positive/negative”, rather than “true/false”.

People with a dominant Feeling process typically focus on personal, emotional, and social factors in their evaluations because these are essential components to their definition of success.

Feelers are most comfortable and “in their element” when working toward ethically consistent outcomes or positive results that benefit people’s well-being.

At its best, dominant Feeling can be highly effective in relationship-building, negotiation, compromise, and empathy. At its worst — that is, when used inappropriately or at the wrong moments — those strengths turn into weaknesses. Dominant

Feeling can become conflict-averse, sensitive, tentative, or overly personally involved.

Judging/Perceiving (J/P)

This dimension identifies whether you tend to relate to your external environment primarily using your dominant judging function (Thinking or Feeling) or your dominant perceiving function (Sensing/iNtuition). Despite their names, these terms do not inherently mean that a person is more perceptive or judgmental.

Judging (J) refers to a preference for structure in the world around them. Judging types like to have things decided and typically **seek closure, order, and predictability**. Judgers are most comfortable and “in their element” when engaging in decision-making, planning, goal-setting, and problem-solving in order to exert control over their environment.

At its best, dominant Perceiving can be flexible, resilient, adaptable, and engaged in the nuances of the immediate moment. At its worst — that is, when used inappropriately or at the wrong moments — those strengths turn into weaknesses. Dominant Perceiving functions can become indecisive, ineffective, or unreliable.

Perceiving (P) refers to a preference for openness in the world around them. Perceiving types like to leave things open-ended typically **prefer flexibility, freedom, and novelty**. Perceivers are most comfortable and “in their element” when engaging in exploration, observation, adaptation, and improvisation to respond to the immediate moment before them.

At its best, dominant Judging can be decisive, thorough, efficient, and methodical. At its worst — that is, when used inappropriately or at the wrong moments — those strengths turn into weaknesses. Dominant Judging functions can become controlling, rigid, or dogmatic.

Limitations

As with any tool, it's important to understand where the MBTI is and isn't useful. Personality is an immensely complex collage of many different elements, and your type is only one small piece of the overall picture. There's much more to who you are as a person. MBTI looks under the hood to assess your predispositions across a handful of fixed dimensions which are, to some extent, hardwired. There are many other predispositions and qualities that it doesn't measure, including (but not limited to):

- **Temperament**
- **Innate skills**
- **Intelligence**
- **Reward sensitivity**
- **Creativity**
- **Distress tolerance**

Those hardwired qualities are shaped and influenced over time, expressing themselves differently depending on your cumulative circumstances and experiences in life:

- **Family upbringing**
- **Areas of study**
- **Cultural beliefs and expectations**
- **Practiced tasks/activities**
- **Social roles**
- **Peer relationships**

Your unique psychology — formed by nature, nurture, all of the above, and more — goes on to manifest and interact within the world via different traits, behaviors, and actions. These are further affected by:

- **Developmental maturity**
- **Beliefs**
- **Mental health**
- **Values**
- **Emotional health**
- **Opinions**
- **Physical health**
- **Needs/desires**
- **Self-image**
- **Fears**

Because personality is so dynamic, it is impossible for any assessment to capture the full range, nuance, and detail that makes up an individual person. MBTI is simply examining one slice, and no two individuals of the same type will ever be exactly alike.

Similarly, it is not meant to be used to define or limit yourself or others, but as a stepping stone to expand your awareness and knowledge. By sorting individuals into categories based off of certain shared characteristics, MBTI can be used as a lens through which to better understand and respect people's differences.

For your own personal growth, learning about your MBTI type can be incredibly useful. Self-awareness is an essential part of working on yourself — by understanding more of who you are and what makes you tick, you can make more informed personal choices, invest your energy more intelligently, and ultimately build a life that is customized to your unique self.

ENTP

The Entrepreneurs

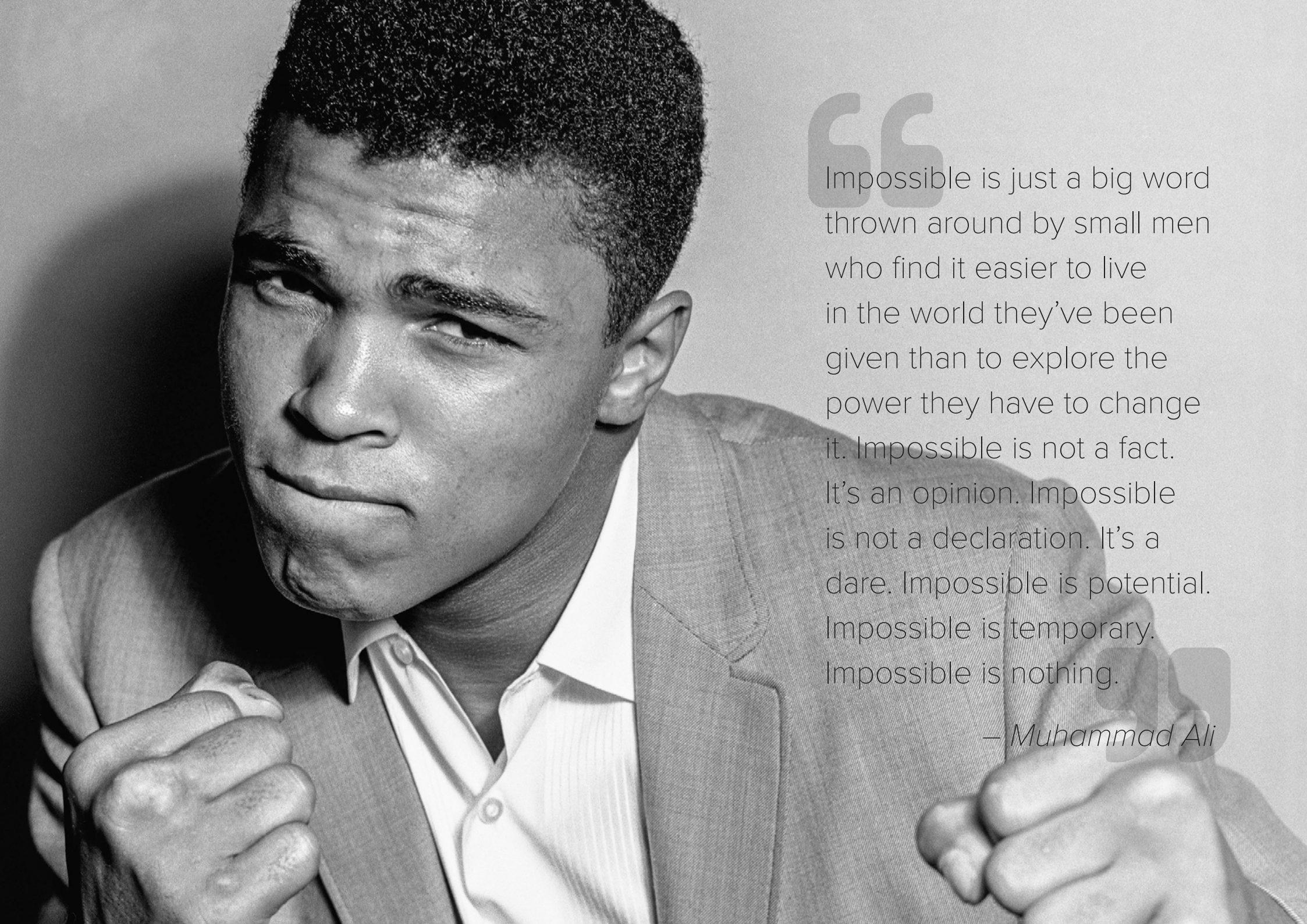
ENTPs like yourself only make up 3.6% of the population.

Defining Qualities

- Outgoing and charming
- Interested in improving yourself
- Able to understand complex ideas and theories
- Impartial and rational thinker
- Responsible, honest, and trustworthy
- Creative and flexible

Famous ENTPs



A black and white portrait of Muhammad Ali, looking slightly to the left with a serious expression. He is wearing a light-colored shirt and a dark jacket. His hands are clenched into fists, positioned near his chest. The background is a plain, light color.

“Impossible is just a big word thrown around by small men who find it easier to live in the world they’ve been given than to explore the power they have to change it. Impossible is not a fact. It’s an opinion. Impossible is not a declaration. It’s a dare. Impossible is potential. Impossible is temporary. Impossible is nothing.”

— *Muhammad Ali*

ENTP Overview

Strengths

As an ENTP, you are **creative, flexible, and likeable**. You are able to get along well with others, as they are often drawn to your charismatic and confident nature. You enjoy thinking about complex problems and theories. You are capable of thinking about things logically and rationally in nearly any situation. You are **able to quickly consider many factors** and communicate your ideas to others. Because of this, you usually win arguments.

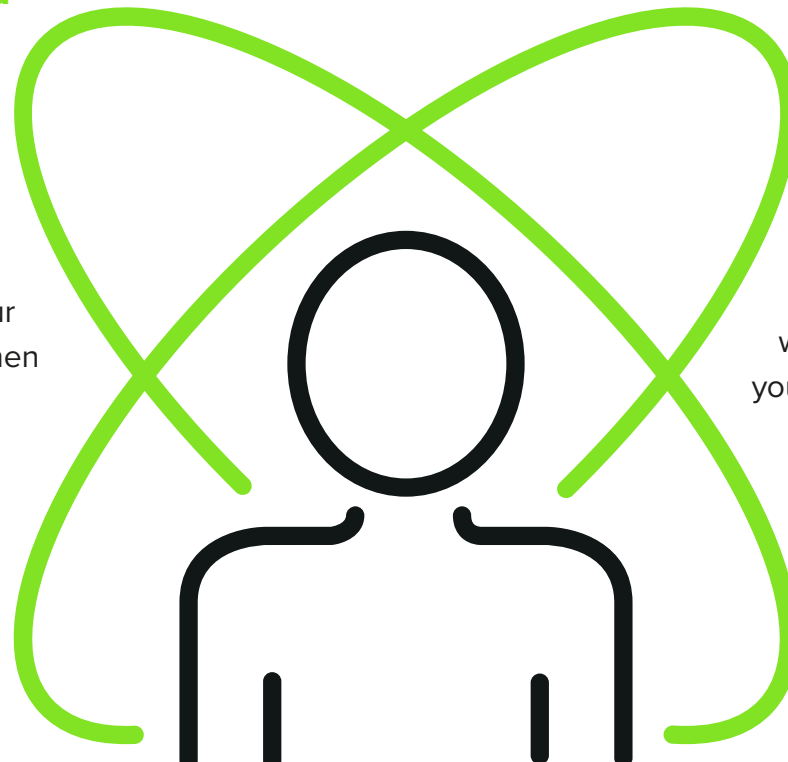
You hold yourself and others to a very high standard. You always try to learn from your mistakes, doing your best to avoid making the same errors again in the future. **You are an excellent problem-solver**. You also enjoy setting goals for yourself and always look for ways to better yourself. You value education and knowledge highly, and you are **often academically successful**. In your work life, you are able to visualize where your project or company is headed, and then communicate this with others.

Weaknesses

While you enjoy playing the devil's advocate and are often correct, you **may come off as pushy** or rude when sharing your ideas with others. You must remind yourself to make others feel heard, even when you don't agree. Others may view you as impatient and harsh.

In addition, you are not as skilled at making plans and completing projects as you are at seeing various possibilities. This makes you well-suited to work with others in formulating ideas, but the **planning and implementation should be left to others**.

Because you do not like mistakes, you may become impatient with others who are less competent than you are. You focus more on efficiency than the needs and feelings of others, which can often be problematic. You are best fit for **leadership roles** and may have trouble working as part of a team — especially if your team members are feeling (F) types.





ENTP Roles

Parent

Your **home is very organized and run efficiently.** You always take your parenting role very seriously and constantly put your child's needs before your own. You expect your children's respect, and to follow the house's rules and expectations. As an ENTP parent, **you enjoy feeling completely in charge of situations,** making it clear to your children what is expected of them. When your children do not obey, you have no problem reprimanding or punishing them. Because you like being in charge, the teen years are usually the most difficult you and your children. Particularly difficult children may rebel or lash out, and you may have a hard time letting go. You must remind yourself that **sometimes you need to sit back and let your children grow** into becoming independent and responsible.

Although you like overseeing everything, you are still great at helping your children learn and develop. You look for ways to promote education and independent thinking. You usually pass on your desire for success to your children, and they are rarely lazy! Ultimately, **you want to help them become smart, independent, and hard-working adults.**

Romantic

You make a **faithful and fun** romantic partner. You take your relationships very seriously and are constantly looking for ways you can strengthen and improve your partnership. However, it may be difficult for you to always follow through on these ideas, which can be problematic if your partner is a "J" (judging) personality type.

You are very aware of your partner's feelings. You have **a knack for sensing when your mate is feeling mad or sad,** and you do your best to help them feel better. You are very warm and empathic toward your romantic partner.

Your **ideal mate** in a healthy relationship is **somebody who can explore with you, both physically and mentally.** They'll be intelligent and perceptive, stimulating new ideas and perspectives that you can play with. They will encourage you to seek out new experiences, and even better, they participate alongside you. Although they can keep up with you, your **ideal partner should also be independent** and involved in pursuing their own interests. Keeping parts of your lives separate gives you some room to breathe, allowing you to have the space that you find so essential. Differing interests also helps keep the relationship alive and growing — you naturally become unhappy when things are too stagnant, so it's important that you **find ways to keep things fresh** and interesting with your partner.

Steer clear of partners who need a lot of reassurance and security. This heavy level of emotional maintenance can feel needy

and suffocating for you, leaving you eyeballing the exits for a quick way out. Additionally, look for partners who can express and address their feelings logically, not just emotionally. When conflicts come up, as they inevitably do in relationships, you need to feel able to resolve them calmly and rationally. Heated emotions prevent that, and you tend to shut down when confronted with them.

Friendships

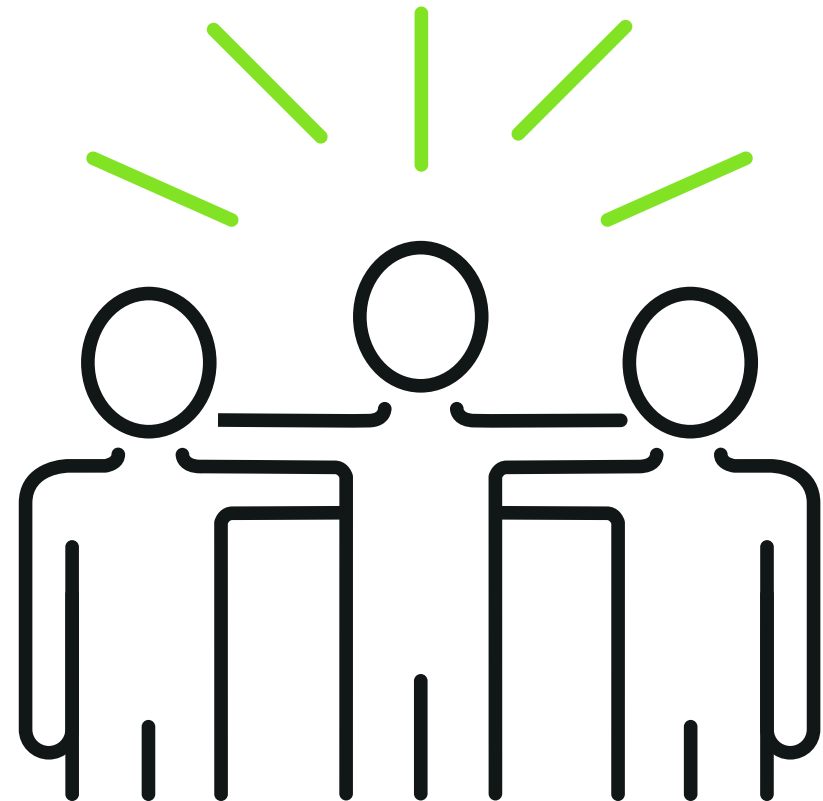
You are **an energetic and outgoing person** who is interested in learning as much as you can about your friends. You are a great communicator, and you love having long conversations to get to know others on a deeper level. You enjoy engaging in conversations that help you learn more about others and the world around you. **You love stimulating, intellectual conversations**, and are not afraid to challenge others in doing so.

You seek out friends who share your views and interests, and have little patience for others with different views and lifestyles. You are especially **attracted to individuals who exude confidence** and have a strong desire for knowledge like yourself. You make have a difficult time becoming friends with “P” (perceiving) personality types, who like to keep their options open and make decisions more slowly than you.

You respond best to people who can introduce new ideas and challenge you, but it isn’t necessary. Friendships are primarily recreational for you — **you’re mostly looking for fun, first and foremost**. As long as you can have a good time together, you’re

off to a good start, but it’s even better if they are active enough to really keep up with you. On your end, its best if they are tolerant, receptive, and flexible enough to handle your intensity.

For closer friendships, you prefer people who are comfortable debating and bouncing ideas off each other. You generally do not get close to people who you perceive as too slow, meticulous, sensitive, or unwilling to be challenged. **You do best with easy-going individuals who don’t take things too personally** and or expect too much from you, because it’s only with those individuals that you can take the mask off and truly relax. Ideally, they’re comfortable with you disappearing for periods of time when you get particularly busy or distracted.



Habits

You are **a strong communicator** and are great for leadership positions in your career. You can easily identify a problem and envision the best way to solve it. You have **the rare ability to consider both theoretical ideas as well as the practical implications.**

You are usually well-liked by your coworkers and superiors in the workplace. However, **you tend to enjoy pointing out flaws in others' logic and plans.** This can make you come off as harsh to others — particularly your subordinates. You must remind yourself to consider the feelings of others rather than focusing solely on finding potential problems. You must make an effort to let others know how appreciated and valued they are, which is something that you often forget about in the hustle and bustle of things.

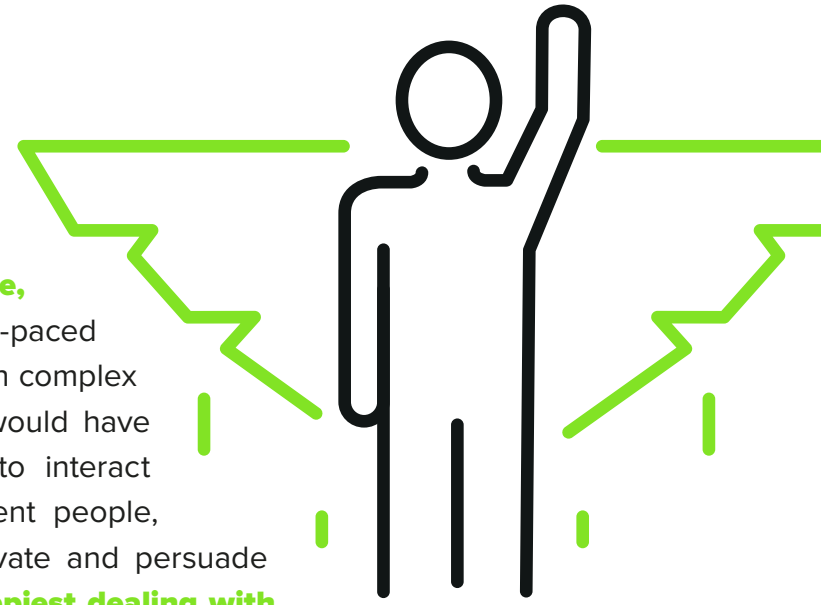
Career

Because of **your love for learning** and self-improvement, you are usually good at anything you set your mind to. Once something catches your interest, **you tend to become an expert quickly** and often reach the top of your field. You are often well-suited for a career as lawyer, psychologist, entrepreneur, photographer, engineer, researcher, consultant, computer programmer, sales associate, or systems analyst.

Whatever the field, your perfect job would involve a variety of chal-

lenging projects and problems to solve. You're resourceful and **love to improvise,** and thrive in fast-paced environments with complex objectives. You would have the opportunity to interact with many different people, and ideally, motivate and persuade them. **You're happiest dealing with the conception and planning parts of a project,** so you're best in jobs where you can delegate the detail work and implementation aspects of your plans. Your ideal workplace is progressive, with a social company culture that is open to improvements and new ideas. You work best with colleagues and team members that are independent, open-minded, and self-directed.

Avoid jobs that require mundane tasks and excessive attention to detail, because **you'll quickly get bored** and start looking for ways to shake things up — good or bad. Workplaces that adhere to **strong hierarchies and standard operating procedures are a bad fit for you,** as are conservative company cultures with little room for advancement or improvement. Steer clear of coworkers that require a lot of hand-holding, along with inflexible, closed-minded, micromanaging bosses.



ENTP Mental Wiring

Worldview

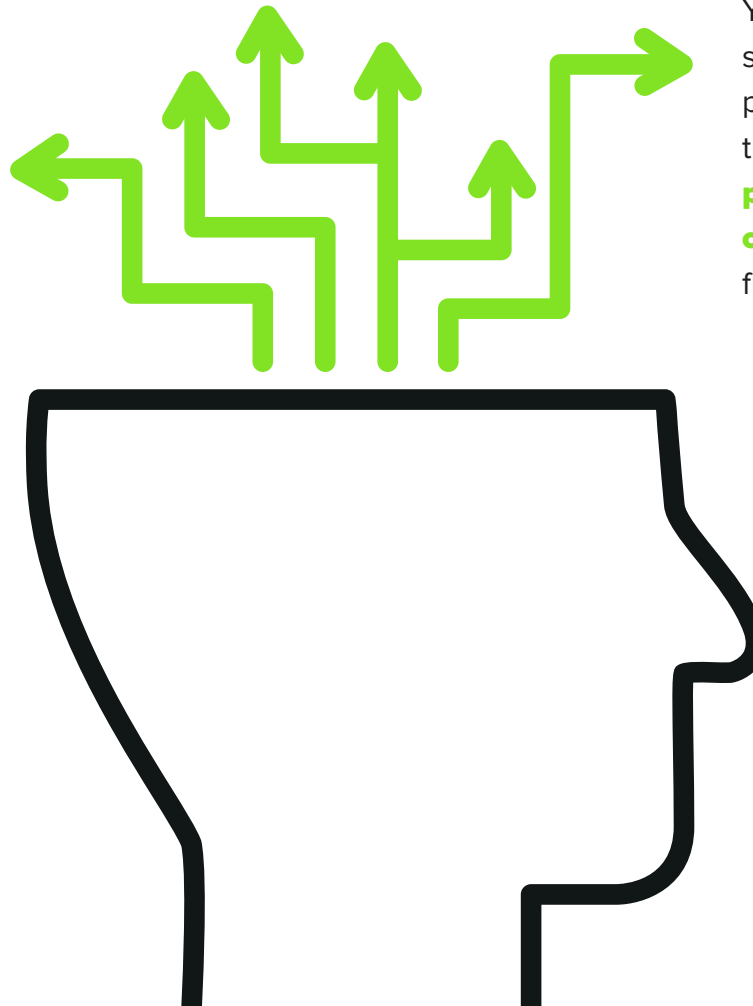
As an ENTP, you primarily seek to explore and understand the world you live in, then find new and better ways to do things. You're a visionary systems thinker who's all about big ideas, and **you live for those mental "aha!" moments** where you connect information in your mind to achieve new insights.

You're constantly investigating to learn more about how everything works, because for you, there's possibility for discovery and innovation around every corner. **You see the world as a puzzle, and you want to be the one to solve it.** Challenges don't discourage you — in fact, they invigorate you. You love getting your buttons pushed, and you're not afraid of pushing back, because every situation could reveal new information about how things work.

Freedom is very important to you. Without it, you can't pursue the new experiences and learning required expand your understanding. You value autonomy, intellectual honesty, knowledge, progress, and rationality. **You resist being controlled or restricted** in those freedoms, and don't have much patience for tradition, convention, or dogma.

Although you don't personally value the emotional, human side of things, you acutely understand the importance social awareness. The better you can read and respond to social situations, the better you can understand and influence your environment.

You use your keen intuitive sense of how people tick to track peoples intentions and motivations, giving you **the charm and power of persuasion you rely on** to preserve and expand your freedom.



Perspective

Your biggest superpower is your ability to see things from many different perspectives at once. You don't just assess the situation and file your conclusions away — **you withhold your judgment so you can shuffle the information around for a bit.** By combining and recombining data in different ways, you are able to discover unexpected connections, generate ideas, identify possibilities, and spot patterns that most other people don't see.

On top of that, you tend to **actively seek out even more information.** You answer questions with more questions, maintain a **healthy level of skepticism** about everything, and search under the surface for possible underlying causes or deeper meanings so you can see what's really going on.

Decision-making

After mining a huge amount of possibilities, you pare them down and analyze them. In order to do this, you test them against your internal system of logic and understanding. You're shrewd and critical, **only reaching conclusions that are rationally justifiable.** You ask yourself, "Does this make sense to me? How does this fit with what I know?" Typically, if an idea survives your internal reasoning on a conceptual level, you decide it's accurate and don't feel the need to wade through real-world specifics to validate your thinking.

Even after you've reached a conclusion, **you always keep the door open to revision** in case you get new information down the road. You don't hesitate to reexamine your ideas. This can become a problem for you, as you may sometimes find yourself avoiding the finality of making decisions and tying yourself down to ideas you can't back out of. You like to leave your options open as much as possible.

Communication

Like most ENTPs, you feel **compelled to play the devil's advocate** with anything and everything. This mental process often spills over into real-life interactions with other people, and you often engage in exchanges of ideas that verge on debate.

Even though you pursue things enthusiastically, there's always a level of intellectual detachment. **Your ideas and opinions are totally separate from your sense of self.** For you, it's rarely personal, but not everybody reads things so impartially — your intense level of interest

can come off as aggressive, and your inquisitive challenging of ideas can feel unnecessarily argumentative or harshly personal.

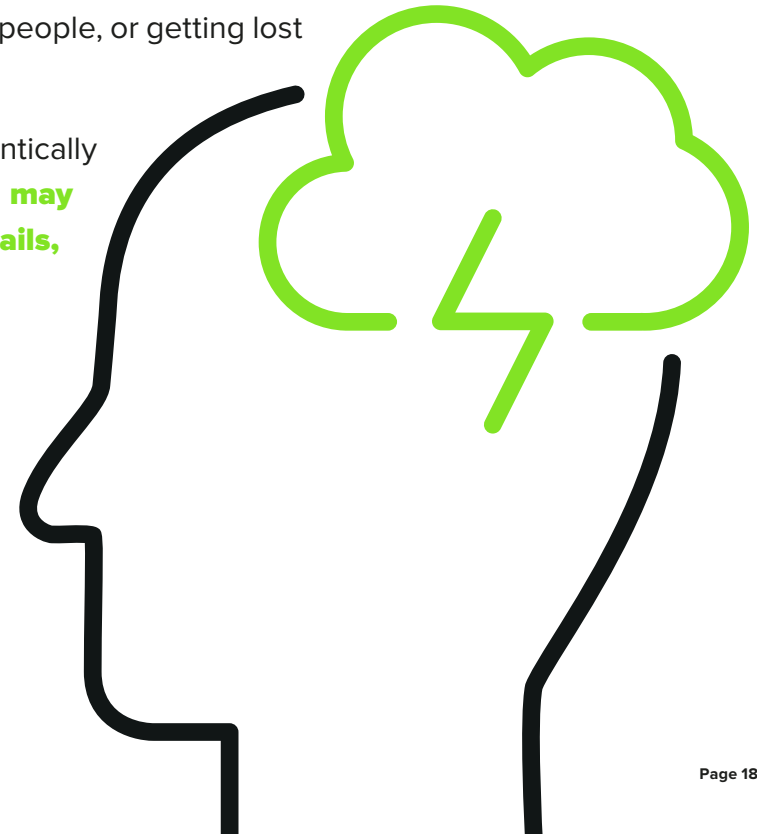
Your **tendency to question everything and disregard conventions** that other people hold sacred gives you a brilliantly witty, irreverent sense of humor. This dispassionate perspective also leads you to be candid to the point of bluntness, unconcerned about stepping on a few toes. You aren't too bothered when people find your humor or opinions offensive, generally dismissing their issue by mentally labeling them an overly sensitive or irrational individual who can't handle the truth.

Stress

The number one source of stress for you is **feeling inescapably confined**. If you feel tied down by rules and expectations, or you're suffocating in mundane details, you can't exercise your freedom to explore and innovate. Typically, you find ways to wriggle out of those situations by any means necessary, but if you can't, you go into **a state of total conflict with your environment**.

When you reach this level of stress, you **tend to completely abandon** the situation altogether. If it's not something you can physically walk away from, you remove yourself mentally by shutting down, avoiding people, or getting lost in unhealthy escapes.

If you're somewhat stressed without reaching full-blown panic, you may go into overdrive, frantically spinning your wheels by increasing your level of action while becoming less effective. **You may get stuck in idea-generation mode or become overly obsessed with insignificant details**, and your ability to prioritize, meet deadlines, and manage your time will suffer.



ENTP Type Compatibility

When it comes to compatibility in work, life, and love, personality type is only one small piece of the puzzle. However, there are some common patterns observed in social and romantic relationships between different type groups.

Intuitive Thinkers (NTs)

As an ENTP, you probably enjoy the rational company of other Intuitive Thinking types (ENTP, INTP, ENTJ, INTJ). You'll find the most synergy with the more laid-back energy of the introverted intuitive INTP and INTJ.

Intuitive Feelers (NFs)

With Intuitive Feeling types (ENFP, INFP, ENFJ, INFJ), on the other hand, you have a lot of potential for chemistry. You're able to speak a common intuitive language, with some intriguing differences, especially with INFJ and ENFP.

Don't forget that chemistry can go both ways, however.

Sensing Judgers (SJs)

Sensing Judgers (ISTJ, ESTJ, ISFJ, ESFJ) can be a bit of a mixed bag for you. On the one hand, they're generally pragmatic and competent, which you highly respect. On the other hand, their practical nature might make them appear too closed-minded or risk-averse for your tastes, especially the ISFJ and ISTJ.

Sensing Perceivers (SPs)

You **generally get along well with Sensing Perceivers** (ISTP, ESTP, ISFP, ESFP), especially the logical, down-to-earth ESTP and ISTP. You may not always see things the same way, but you're unlikely to experience much conflict, and you appreciate their keen observation of the world around them.



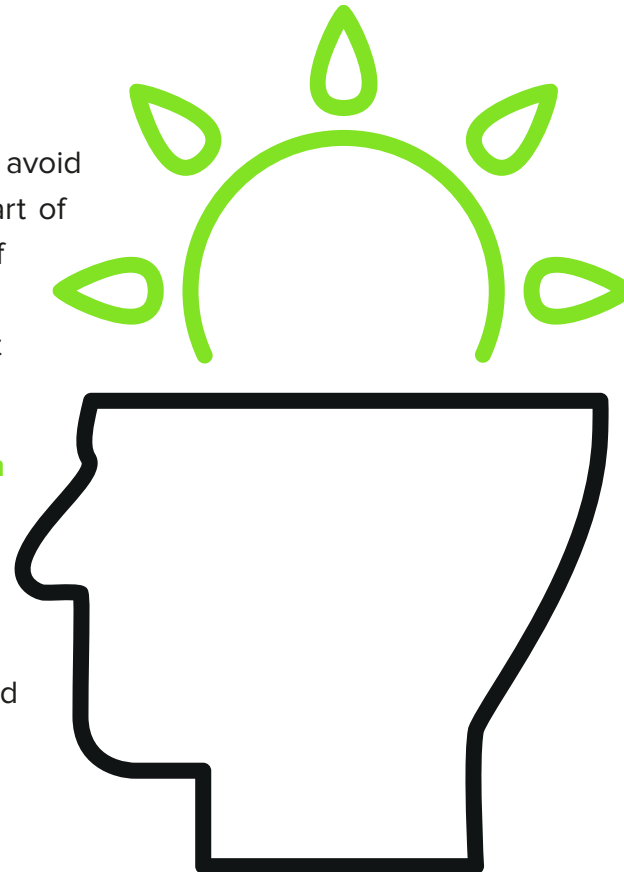
ENTP Mental Wiring

A big part of your personal power and insight comes from your ENTP ability to intellectually explore and understand the world around you without getting too attached to ideas, emotions, or individuals that might limit your perspective. While some types of people might see this as flighty and detached, it is not an inherently bad quality. Like most tools, this ability is one of your greatest gifts when you harness it properly, but it can create some predictable difficulties if you are an unhealthy or immature ENTP.

Fear of Confinement

In order to keep discovering ideas and possibilities, you have a tendency to avoid any possible entanglements that could tie you down. This is a natural part of you, and it can be very beneficial, but it's possible for you to take it too far if you are an undeveloped ENTP. **You might find yourself refusing closure and commitment entirely**, unable to stay in any relationship or job when it inevitably threatens to make you feel bored or stifled.

More developed ENTPs recognize that **true satisfaction in life comes from building and creating things that are real**, and are willing to put down some roots to make that happen. You'll make your commitments carefully, and **try sticking with them for awhile**, using your incredible resourcefulness to lean in and work through constraints that might be chafing at you. In the event that it's still not working, you can let it go, having learned a lot more than if you'd disappeared at the first sign of boredom.



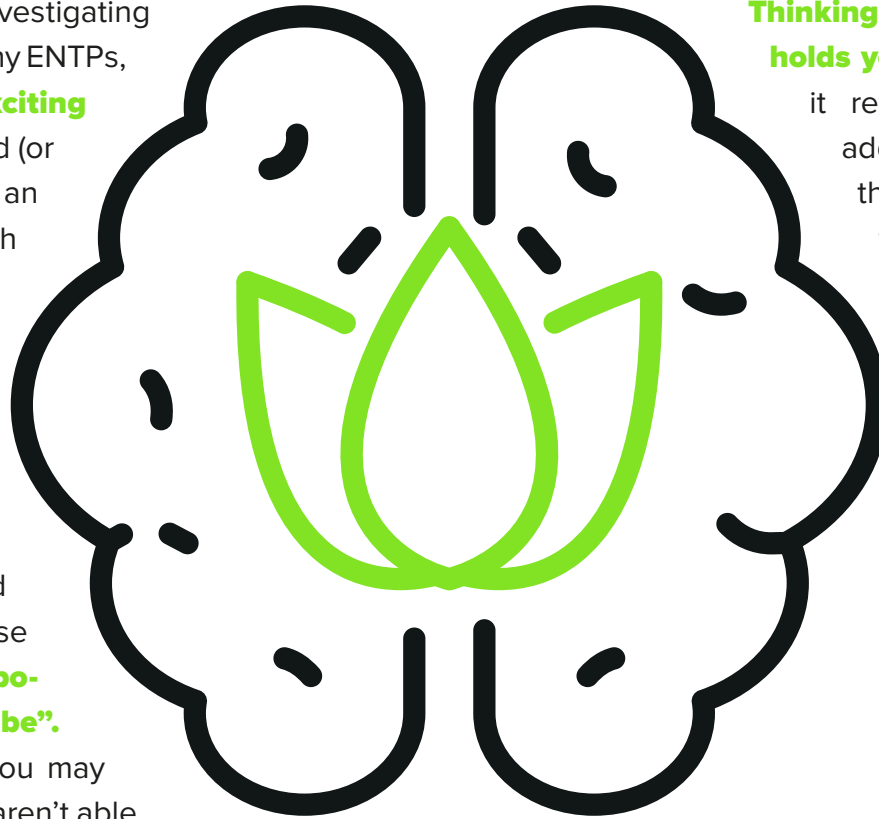
Slowing Down to Think

You're **a fast-paced person** who can't resist investigating fascinating new projects and interests. Like many ENTPs, you run **the risk of hopping from one exciting pursuit to another**, leaving a trail of unfinished (or poorly finished) things behind you. This is often an avoidance of your Thinking (T) process, which sorts through your options and eliminates the ones that don't make as much sense. It can feel like a buzzkill, especially since it's a slower cognitive function that requires some reflection.

Another sign you're avoiding your Thinking process is ignoring rules, plausibility, and long-range planning, preferring to dismiss those concerns about "what is" while **focusing on a potentially unrealistic picture of "what could be"**.

While some rules are meant to be broken, you may become so focused on breaking free that you aren't able to tell **the difference between important and unimportant constraints**. This can lead to reckless, overconfident choices that can cause a lot of damage to your life, and the lives of those around you.

If you are a more mature ENTP, you'll have learned to resist that pull to some extent, hitting **the pause button** so you can reflect on your choices before you make them. **Instead of seeing your**



Thinking process as something that holds you back, you'll discover that it refines your Intuitive vision, adding that intelligent critical thinking which ensures that the ideas you pursue are the most worthwhile, successful, and satisfying.

Connecting with Humanity

As an ENTP, **you naturally prefer to focus on what's rational** and disregard what's emotional. Feelings aren't a significant part of your decision-making process, whether they're yours or somebody else's. If you're inexperienced or immature, it's tempting to

skate by their existence entirely and pretend you live in a remote world where they're never a relevant factor.

Over time, however, most ENTPs learn that **emotions, however inconvenient, are a part of life** that cannot — and should not — be avoided completely. If you don't learn to deal with them, you run **the risk of seeing yourself as “above”** such irrational concerns, isolating your personal self and slowly losing your ability to truly connect with people. This is bad news for an ENTP, who **can turn incredibly cold and manipulative** if they become alienated from the fabric of society.

Although acknowledging and handling feelings isn't a totally natural or intuitive process for you, you have the best success in approaching it intellectually. If you're on a path of healthy personal growth, you'll take the time to really listen to people and try to understand where they're coming from without judgment. Ask questions and try to understand this aspect of life the same way you try to understand everything else — you'll soon have a framework for understanding and addressing people's emotions that will help you have more satisfying, effective relationships.

Conclusion

Every personality type has an important place in the world. There's a reason that there are so many different kinds! Just like in nature, society has a complex ecosystem of personalities that challenge, complement, and inspire one another to keep growing and thriving. We all have a role to play.

As “the Entrepreneur”, **you help us break through limitations and innovate**, which is absolutely essential to our survival as a species. Thank you for contributing your unique ENTP gifts to humanity — your curiosity, open-mindedness, and energy make the world a better place for everyone to live in.