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TAKE INITIATIVE
 encourage independence
ENTERPRISING curious
 challenging **STRATEGIC**
ENTTP adaptive
ACTIVE
 creative
SPUR OTHERS ON assertive
 conceptual **ANALYTICAL**
ENTHUSIASTIC theoretical
INNOVATORS objective
 enjoy complex challenges
CLEVER energetic
 independent
RESOURCEFUL
 outspoken **lively**
 rational **QUESTIONING**



Source: Introduction to Myers-Briggs Type® in Organizations (4rd ed.) by Sandra Krebs Hirsh and Jean M. Kummerow



ENTP

Enterprising Explorer

Work Style

- View limitations as challenges to be overcome
- Provide new ways to do things
- Bring a conceptual framework to problems
- Take initiative and spur others on
- Enjoy complex challenges that address future needs

Leadership Style

- Develop theoretical systems to meet organizational needs
- Encourage independence in others
- Apply logic and find models for change
- Use compelling reasons for what they want to do
- Act as catalysts between people and systems

Potential Pitfalls

- May become lost in the model, forgetting about current realities and details
- May be competitive and unappreciative of others' input
- May overextend themselves to the point of burnout
- May resist standard procedures

Suggestions for Development

- May need to pay attention to the here and now and the essential facts
 - May need to acknowledge and validate others' contributions and value as people
 - May need to set realistic priorities and timelines and know when to stop
 - May need to recognize the value of procedures and traditions
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