



SP - "When all else fails, read the directions."

SPs' data collection is practical and realistic (Sensing), to which they bring spontaneity and flexibility (Perceiving), which makes them the original "now" generation. Their Sensing grounds them in the reality of the moment, and their Perceiving keeps them open for other ways of dealing with that reality. The only thing an SP can be sure of is the moment; a "long-range plan" is a contradiction in terms. Their quest is for action, leading them to "act now, pay later."

Comprising about 35 percent of the U.S. public, they are attracted to careers that have immediate, tangible rewards: fire-fighting, emergency medicine, mechanics, farming, carpentry, and anything involving technical skills. Although they are frequently misunderstood because of their somewhat hedonistic, live-for-now nature, they make excellent negotiators and troubleshooters.

The SP's strengths -- which, when maximized, become liabilities -- include:

- practicality, particularly at hands-on tasks
- adept problem-solving skills, particularly at hands-on tasks
- resourcefulness
- a special sense of immediate needs

Here, briefly, are some of the positive and negative ways the SP role plays out:

Management

At work, SPs are good at resolving crises and geniuses at generating solutions to problems. But they are not above creating crises to solve, just to give themselves a sense of purpose. For SPs, "authority" isn't necessarily in an individual or institution; it's accomplishing whatever needs to be done in a given moment. SPs operate under the assumption that "it's easier to get forgiveness than permission." Rather than go through channels, they would rather take their marching orders from the sneaker company that once advertised, "Just do it."

Mating

Life with an SP can be a thrill-a-minute and a surprise-a-minute, which can be intense to a partner whose type demands predictability. Planning and structure are always a low priorities.

Parenting

Their proclivity for immediacy makes parenting a "today" issue, often forgetting promises made yesterday and neglecting a vision for their child's future.

Teaching

SPs are best when teaching practical, hands-on skills, such as industrial arts, vocational-technical skills, and elementary school subjects, tending to shy away from subjects that are more theoretical or abstract. Lesson plans are the banes of their existence.

Learning



Because they tend to dismiss the relevancy of theoretical courses, SP students often shun intellectual pursuits. They learn best those subjects that seem practical and immediately rewarding.

Money

SPs are the original high rollers, tending to win big and lose big. Money, like almost everything else, is something "of the moment." Budgets and financial plans are out of the question.