



**E N F J**

EXTRAVERTED • INTUITIVE • FEELING • JUDGING

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# YOU'RE AN **ENFJ**

**ENFJ** stands for **Extraverted, iNtuitive, Feeling, Judging**.

Each letter of your personality type describes a key aspect of who you are.



## **EXTRAVERSION**

Your Energy Style

Outgoing,  
Energetic, Communicative,  
Warm

Your energy style is Extraversion (in contrast with Introversion). This dimension describes how you manage your energy.

Extraverts are energized by engaging with other people. They approach the world enthusiastically and want to experience the excitement of life.

You enjoy:

- Interacting with people
- Being in busy surroundings
- Engaging with the outside world
- Expressing thoughts and feelings
- Being noticed by others
- Stimulation and activity



## **INTUITION**

Your Cognitive Style

Idealistic, Imaginative,  
Forward-Thinking,  
Visionary

Your cognitive style is Intuition (in contrast with Sensing). This dimension describes how you process information.

Intuitives process information in an abstract, imaginative way. They focus on ideas and concepts that cannot be directly observed.

You like to focus on:

- Observing patterns and connections
- Interpreting meaning
- Imagining potential
- Ideas and concepts
- Innovation and creativity
- Possibilities for the future



## **FEELING**

Your Values Style

Compassionate,  
Sympathetic, Ethical,  
Humanitarian

Your values style is Feeling (in contrast with Thinking). This dimension describes your orientation to personal values.

Feelers value empathy, cooperation and compassion. They believe that everyone has a responsibility to take care of those around them.

You are concerned with:

- Acting out your ideals
- Engaging your emotions
- Considering the impact on people
- Seeking harmony and appreciation
- Serving others
- Making authentic decisions



## **JUDGING**

Your Self-Management Style

Organized,  
Authoritative, Dedicated,  
Ambitious

Your self-management style is Judging (in contrast with Perceiving). This dimension describes how you organize your life.

Judgers like structure and order. They keep organized and plan ahead, resist distractions, and stay focused on their goals.

You prefer to:

- Create a plan and stick to it
- See a task through to completion
- Adhere to a schedule
- Set goals and maintain focus
- Follow rules and regulations
- Set clear expectations

# KNOWING YOURSELF

■ As an ENFJ, you are driven by a deep sense of altruism and empathy for other people.

■ You have an intuitive sense of the emotions of others, and often act as an emotional barometer for the people around you.

■ You tend to personally experience the feelings of others, and feel compelled to act when you see people suffering. But your compassion is not reserved for the people close to you; at heart, you are a humanitarian, and you feel genuine concern for the ills of the entire human race.



## YOUR KEY MOTIVATORS

- HELPING PEOPLE REACH THEIR POTENTIAL
- MAKING IDEAS INTO REALITY
- WORKING AS A TEAM
- ACCOMPLISHING MEANINGFUL GOALS



## CORE VALUES

- COMPASSION
- COOPERATION
- ALTRUISM
- RESPONSIBILITY

■ You want close, supportive connections with others, and believe that cooperation is the best way to get things done.

■ You like to be liked and are very sensitive to feedback, both positive and negative.

■ You expect the best not just from yourself, but from others as well, and may find yourself disappointed when others are not as genuine in their intentions as you are.

■ You work hard to maintain strong relationships, and strive to be a valuable member of your family and community.

■ You are typically energetic and driven, and often have a lot on your plate.

■ You are tuned into the needs of others and acutely aware of human suffering; however, you also tend to be optimistic and forward-thinking, intuitively seeing opportunity for improvement.

■ You are ambitious, but your ambition is not self-serving; rather, you feel personally responsible for making the world a better place.

# DEALING WITH OTHERS



## YOU CONNECT BY

- GIVING AND RECEIVING SUPPORT
- ENCOURAGING PERSONAL GROWTH
- COOPERATING IN PURSUIT OF A GOAL
- UNDERSTANDING INDIVIDUAL NEEDS

## HOW YOU APPEAR TO OTHERS

■ You are a natural teacher, often found organizing people to take part in some educational activity.

■ You tend to take charge of a situation, and guide a group towards those activities and experiences which will help them learn and grow.

■ You intuitively see the potential in people, and with charisma and warmth, you encourage others to pursue greater development of their strengths.

■ You are typically dynamic and productive, and are often visibly energized when leading others to discover new knowledge.

■ You are typically a good communicator, talented at using words to connect with others.

■ You are perceptive about people and enjoy talking about relationships.

■ You often enjoy helping others solve personal problems and like to share your insights about people, their emotions, and their motivations.

■ You are empathetic sometimes to the point of being overinvolved, and can become exhausted if you are surrounded by too much negative emotion.



## YOU COMMUNICATE BY

- SHOWING EMPATHY AND CARING
- SHARING ENTHUSIASM
- READING EMOTIONS
- CONNECTING WITH VALUES



## YOUR RELATIONSHIP STYLE

- You engage enthusiastically with others, and take pride in building strong connections with family, friends and colleagues.
- You seek close, intimate relationships where you can encourage others and receive support in return.
- You value harmony in your relationships, and find conflict very upsetting. Luckily, your keen insight helps you build rapport with a wide variety of people.

## YOUR COMMUNICATION STYLE

- You are a warm and compassionate communicator who shows enthusiasm for other people and their ideas.
- You readily give affirmation and support, making sure that people know that their contributions are valued.
- You are good at connecting with a variety of people and creative in coming up with solutions that accommodate others' needs.



# FINDING YOUR CALLING



## YOUR IDEAL WORK ROLES

- VISIONARY LEADER
- SUPPORTIVE MENTOR
- PASSIONATE EVANGELIST
  - ENTHUSIASTIC COMMUNICATOR

## HOW YOU WORK

At work, you are motivated to organize others to implement positive change.

You are an enthusiastic problem-solver, especially when you can put your strong intuition about people to good use.

You thrive on cooperation and work best in a harmonious environment where you can support other people and encourage their growth.

You may take on a mentor role, as you gain great satisfaction from helping other people become better at what they do.

You likely find yourself attracted to leadership roles due to your natural inclination to organize and inspire other people.

You have a strong vision in your work, and enjoy being able to use your creativity to develop innovative initiatives with a humanitarian focus.

You appreciate teamwork, and want to have the organizational resources to turn your ideas into action.



## YOUR IDEAL WORK ENVIRONMENT

- INNOVATIVE AND IDEALISTIC
- FOCUSED ON THE NEEDS OF PEOPLE
- COOPERATIVE AND SUPPORTIVE
  - ORIENTED TO HUMANITARIAN GOALS

# FINDING YOUR CALLING



## YOUR TEAMWORK STRENGTHS

- BUILDING CONSENSUS
- ENCOURAGING COOPERATION
- RECOGNIZING TALENTS
- GENERATING ENTHUSIASM

## YOUR TEAMWORK STYLE

You are a collaborative, inspirational team member who is interested in working together to implement plans for progress.

You work from supportive relationships as your foundation; you are skilled at understanding the priorities of others and talented at building consensus.

You have a natural enthusiasm, and a talent for engaging your teammates in your vision.



## YOUR LEADERSHIP STRENGTHS

- INSPIRING WITH VISION
- SEEING POTENTIAL IN PEOPLE
  - MENTORING AND DEVELOPING OTHERS
- ORGANIZING DIVERSE TALENTS

## YOUR LEADERSHIP STYLE

In leadership positions, you are enthusiastic, supportive, and action-oriented.

You are a strong leader with clear ideas about how to improve organizations to better serve the needs of people.

You tend to be goal-oriented, but balance this orientation with a focus on interpersonal process.

You seek cooperation, and want others on board, in action and in spirit.

## TOP CAREERS FOR YOUR ENFJ TYPE

ENFJs typically choose a career which is personally meaningful and allows them to make an impact on the world. Because they are usually adept communicators and natural leaders, they often use these talents in their work. Many ENFJs have a creative streak, and may choose careers in the arts.

Keep in mind, there are many careers that may be appropriate for you which are not listed here. However, the careers listed here give a representative sample of the top trends for ENFJs in their careers, and thus can give you an idea of where you might find satisfaction.



### COMMUNITY AND SOCIAL SERVICE

Clinical Psychologist  
Social Service Director  
Counselor  
Social Worker  
Minister



### SOCIAL SCIENCES

Organizational Psychologist  
Political Scientist  
Social Scientist



### MANAGEMENT AND LEADERSHIP

Event Coordinator  
Public Relations Manager  
HR Manager or Recruiter  
Corporate Trainer  
Ad Account Executive  
Marketing Manager  
Sales Manager  
Politician  
Child Care Manager



### HEALTH CARE

Public Health Educator  
Occupational Therapist  
Chiropractor  
Optometrist  
Veterinary Assistant  
Health Care Administrator  
Physical Therapist  
Speech Pathologist  
Nutritionist



### EDUCATION

Elementary Teacher  
Special Education Teacher  
College Professor  
School Administrator  
Vocational Teacher



### ART AND DESIGN

Interior Designer  
Fashion Designer  
Craft Artist  
Graphic Designer  
Photographer  
Urban Planner



### LANGUAGE AND COMMUNICATION

Copywriter  
Journalist  
Interpreter  
Editor  
Writer  
Public Relations Specialist  
Librarian  
Library Assistant  
Corporate Trainer



## YOUR PERSONAL STRENGTHS

### EMPATHY

You identify easily with the emotions of others and have an intuitive understanding of their experiences.

### INSIGHT

Your intuition about others and their thoughts and feelings allows you to be highly perceptive about issues with people.

### CREATIVITY

You see unique opportunities for change and progress and can easily imagine a different, more ideal future.

### DRIVE

You have a strong work ethic and a natural ambition, especially when it comes to pursuing personally meaningful goals.

## YOU AT YOUR BEST

At your best, you're a powerful force of positive change: driven, conscientious, and highly motivated to make the world a better place.

You have the vision to imagine a better world, and the work ethic needed to make that world a reality.

Your dedication to your values and mission give you tremendous potential to make a difference.

To perform at your best, you should seek opportunities which are consistent with your values and feel personally meaningful to you.

Additionally, it's important that you are able to work closely with other people, giving and receiving support and encouragement as you pursue your objectives.

You will likely feel you are at your personal best when you are cooperating with others to work towards a significant goal.



## OPPORTUNITIES FOR EXCELLENCE

Seek out opportunities to be of service to others. You'll intuitively understand their needs, and you'll gain deep satisfaction from being helpful.

Take advantage of your ability to understand people's complex needs. Choose situations that challenge you to engage with diverse people, develop relationships, and build consensus.

Choose roles that allow you to be forward-thinking and visionary. Find opportunities to create a vision, and mobilize resources to put your vision into action.

Don't shy away from ambitious goals. You have the drive to achieve, and once you decide what is important to you, you are relentless in making your dreams a reality.



## POTENTIAL PITFALLS

Because you are so empathetic, negative emotions affect you deeply. Avoid highly conflictual or competitive environments.

You often see the potential in people, even when they do not. Beware of your tendency to idealize others. You may find yourself hurt when they don't live up to expectations.

Avoid getting stuck in the mundane routines of life. You function best when acting on inspiration, and too many tedious, meaningless tasks will drain your energy.

Watch out for a tendency to commit yourself to too many different projects. You are eager to help, but you can burn out trying to do it all. Learn to say no when you need to.