

ENFJ

Extroverted Feeling (Fe) Introverted Intuition (Ni)

MAIN CHARACTERISTICS

PERSONALITY

ENFJs are naturally leaders; they easily understand those around them, which allows them to exercise great influence. Their strong capacity for empathy makes them easily perceive the motivations and needs of others: They are charismatic leaders par excellence.

ENFJs have very strong values regarding what is good for humanity and they strive to implement them, involving others and demonstrating perseverance and organization. They seek to do good for others, either in their profession when they can, or in their leisure time or in retirement. They are so convinced of their ideas and communicate them so willingly that they have difficulty understanding how others might oppose them. They are then hurt and tend to blame themselves for not having known how to do it.

ENFJs are very sociable and enjoy being in groups, especially when harmony and cheerfulness reign. They willingly take on the role of facilitator or spokesperson. They indeed have great ease of expression, especially orally. However, they tend to sometimes take up too much space, speak too long or are out of place.

ENFJs have a great interest in observing behavior. They manifest it not only in everyday life, but through reading or watching films. They invest heavily in the relationships they have with others, whom they sometimes tend to idealize.

ENFJs learn a lot by imitating the people they love, both to please and also out of natural empathy. They work well in groups but like to add a personal touch to the result. They are generally particularly attracted to the human sciences.

PROFESSIONAL LIFE

ENFJs seek to work in service-oriented companies, in people-oriented roles. They are very concerned with the values of the organization. Their attachment to their company and its spirit makes them designated spokespersons.

ENFJs are organized; they like variety and contact and are uncomfortable with routine and repetitive tasks. They are most interested in helping their colleagues develop or providing assistance when necessary.

They often hold positions of responsibility and know how to motivate others with their enthusiasm and very participatory style. They strongly encourage cooperation and are uncomfortable with conflict.

ENFJs are most often found in service professions: education, psychology,

etc. Their verbal ease makes them good teachers, educators, or actors. But it is obviously possible for them to carry out any other type of activity that interests them.

REACTIONS TO STRESS

FIRST LEVEL

Wanting to save the world, ENFJs risk burning out. They are not always able to establish priorities or know how to say no.

Their fear of conflict can lead them to gloss over problems and not take reality sufficiently into account. They then turn to idealism and lose the means to achieve their goals.

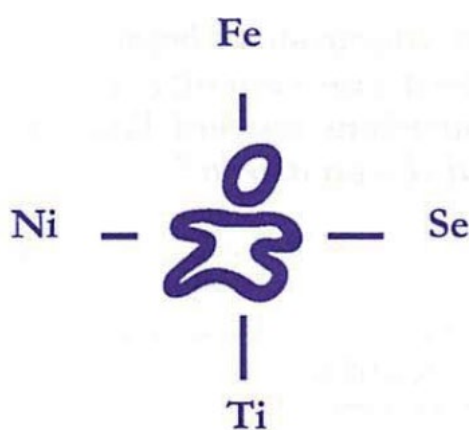
Finally, their need for contact and their verbal ease can at times make them excessive talkers to the detriment of their work.

SECOND LEVEL

If they don't take a step back, ENFJs can lack discernment in choosing the causes they defend. They will then put their empathy, their sense of persuasion and their charisma at the service of negative values of which they will become ardent defenders; they will be able to demonstrate the same effectiveness as for humanitarian causes.

ENFJs may have difficulty receiving criticism, which they take as a personal challenge. They can then depreciate themselves and even fall into depression. Thought, their least developed function, can also lead them to express negative criticism themselves, expressed with a certain brutality.

DEVELOPMENT PATH



ENFJs will have every interest in relying on their sensations which will allow them to put their ideal to the test of facts instead of wanting to make reality match their ideal.

They will thus examine concrete situations, the means available and will be able to see, for example, the origins of conflicts which they can then remedy more easily.

This exercise will help ENFJs use their thinking, be logical, and exercise critical thinking about the values they hold. They will thus be able not only to better receive the criticism addressed to them but to benefit from it. They will also be less constrained by social obligations.

ENFJS SEEN BY THEMSELVES

“I operate through and for others, the human being being for me what is most beautiful and exciting in life. Spontaneously on a daily basis and also professionally, what I like is helping others to understand themselves and develop. Furthermore, I have a strong need for harmony and warmth, in interpersonal relationships as well as in my environment because I cannot, at the moment, step back and coldly analyze the opposing arguments.

My natural empathy is useful but I understand others so well that, when they have opposing opinions, I cannot take sides with one or the other because I agree with everyone, which makes

me For a long time people believed that I had no personal opinion! It is only when someone's comments go against my beliefs that I can express my disagreement.

For me my thoughts become clear when talking with someone or explaining. I really like teaching and transmitting, sharing my passions. If I like a book I buy several copies and give it to those who are likely to like it. Where I lend mine. Like that, I have some books which have circulated a lot and which bear the traces of a long life... on the other hand I have a total aversion to figures. I can't work with numbers.

The extroverted "F" judgment function also suits me perfectly, I am very sensitive to everyone and everything and this sets conditions my harmony even if I work more and more on the introverted "T". Example: at the moment, I am experiencing deplorable working conditions very badly; I regularly write factual letters (which I thought were very T and in writing to you I think that they are still too full of emotion which my management has nothing to do with... I will adjust...) which means that I never get a response and nothing happens except that I'm taken for a complainer.

I get excited easily. I'm not materialistic (I don't wash my car on weekends). I'm deeply bored when I'm locked up between four walls, especially if I don't see anyone. I like humor through the absurd, offbeat, and non-conformist people. I hate power struggles within a group and following people. I like solid arguments without hype or seduction.

The human aspects are a priority for me. I am also able when these are at stake to become more precise, more attentive, sensitive to details (a quality that I do not really have when it is not a question of tasks with a social purpose). I like to make people feel comfortable. I listen a lot and share my ideas easily. On the other hand, I like to plan in advance the time that I will spend in the various social or non-social activities that are being prepared. I don't like endless meetings and I don't like mixing work and private life. (Work meetings, dinner or lunch are a chore for me). I need to prepare things, otherwise my emotionality or my sensitivity to others can play tricks on me. To work well, I absolutely need a warm and caring atmosphere, otherwise my morale may suffer. In work meetings, I constantly have new ideas which often gain the support of my colleagues but which can also confuse them if there are too many. »

ENFJ IN BRIEF

Features	Enthusiasm, motivation, interest in people, sociability
Environment	Warm, active, relational
Communication	Well-off, with conviction, oriented towards sharing values
Leadership	Charismatic, based on the sharing of values
Learning	Connected with others, motivated by novelty
Change	With a view to developing people, with methods
Decision	Clear, direct, conviction-based
Stress 1	Idealism, excess of good will, invasion of others
Stress 2	Self-depreciation, ratiocination, quibbling