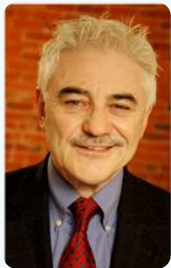


remains constant over the entire course of a person's lifetime is their Personality Type.

This report is all about *you!* It will not only provide you with many powerful insights, you will learn *specific, practical, time-tested* and *immediately implementable* strategies for helping you find a career that you will find satisfying and at which you have the greatest chance of being successful.

*To learn much more about Personality Type, and how it affects important aspects of your life, please visit PersonalityType.com.

General Description



"As you read this description, it should sound very much like you... Of course, not every line will resonate, because every person is unique. If you have any doubts about whether this is your "true" type, you might want to have someone who knows you well read and discuss their perceptions with you...after all, most of us find it hard to be objective about ourselves."

To ENFJs maintaining harmony in relationships is a lifelong goal and a natural skill. They have a gift for understanding other people's feelings, and are driven to make others happy. Warm, compassionate and friendly, ENFJs are so naturally empathetic they are often able to anticipate others' needs, especially their emotional ones. They also are excellent at helping people solve personal problems in creative ways.

Articulate and enthusiastic, ENFJs are often talented public speakers who possess an innate sense of what an audience wants. They are blessed with a rare gift of making personal connections and thus are skillful communicators, both one-on-one and in groups. Tactful and diplomatic, they pride themselves on being able to make people feel good, and go to great lengths to avoiding offending others.

For all their considerable gifts, ENFJs may suffer from a serious lack of objectivity. They tend to be very sensitive and take things personally. For many ENFJs the expression “constructive criticism” is an oxymoron. They may have trouble making decisions based solely on logic, question whether a particular action is fair, and may not trust themselves to make a just and impartial decision. ENFJs are prone to idealize relationships, so they can be deeply disappointed when people let them down. And because they value diplomacy so highly, they are sometimes willing to trade honesty for harmony.

Most ENFJs are highly productive and organized and have a lot of energy. Social interactions further boost the energy level of these engaging conversationalists. They are often capable of juggling several thoughts or projects at the same time, while giving each the attention it deserves. They are happiest when they have a plan and can work cooperatively with others to realize their goals; and they derive great satisfaction helping others find ways to reach their full potential. Aware of and concerned about global issues, ENFJs usually have strong, value-based opinions that they usually feel comfortable sharing.

Sometimes ENFJs are in such a hurry to make a decision or complete a task that they prematurely foreclose options. As a result, they may fail to consider important factual information or may miss experiencing the process if it slows down their pace. In their desire to get the job done as quickly as possible and according to the way they feel it should be done, ENFJs can become inflexible and may resist acting spontaneously, even when the situation calls for it. Once they feel reassured of their worth and of the value of their contribution, ENFJs are usually able to regain a sense of balance and objectivity.

Recognize Your Strengths and Weaknesses



"The key to success for all types is to capitalize on their natural strengths, and minimize areas of weakness or their blind spots. Below is a list of common strengths and blind spots for ENFJs. Because every person is unique, you will find some on each list that are more accurate for you. Being able to identify your top five – from both lists – will help you be more successful in all of your endeavors."

Your Work-related strengths may include:

- Excellent communication and presentation skills
- Charismatic leadership and ability to build consensus
- Enthusiasm and ability to enlist cooperation from others
- Decisiveness and organizational skills
- Eagerness to "think outside the box" and consider new possibilities
- Empathy and ability to anticipate others' needs; genuine concern for people
- Varied interests and being a "quick study"
- Ability to see the big picture and understand the implications of ideas and actions
- A strong drive to be productive and reach your goals
- Deep commitment to work you really believe in

Your work-related weaknesses may include:

- Reluctance to work on projects that conflict with your values
- Tendency to idealize people and relationships
- Difficulty working in competitive or tension-filled environments
- Impatient with structures or people who are inefficient or unproductive
- Avoidance of conflict and tendency to ignore unpleasantness
- Tendency to make decisions too quickly, before gathering adequate information