

TypeFinder® Personality Assessment

RESULTS FOR: NICK MARKO AU
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You're an ENFP

You are a **people-centered creator** with a focus on possibilities and a contagious enthusiasm for new ideas, people and activities. Energetic, warm, and passionate, you love to help other people explore their their creative potential.

E

Extraversion

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

Your Energy Style:

- Enthusiastic
- Gregarious
- Sociable
- Expressive

N

Intuition

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

Your Cognitive Style:

- Creative
- Imaginative
- Unconventional
- Forward-Thinking

F

Feeling

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

Your Values Style:

- Passionate
- Empathetic
- Supportive
- Warm

P

Perceiving

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

Your Life Style:

- Open-Minded
- Spontaneous
- Adaptable
- Whimsical

The Elements of Your Personality

Your personality type code is made up of four letters that represent key aspects of how you think, relate to others, and approach the world around you. Let's look now at how each of those four letters can help you to understand who you are and how you navigate your environment.

In the next section, you'll learn about the significance of each of the four letters in your personality type. You'll discover the four dimensions of personality, and see how you scored on each dimension.

Introversion vs. Extraversion

This dimension describes how you **manage your energy**. Your preference for Introversion or Extraversion relates to how readily you express yourself, how easily you warm up to new people, and the extent to which you engage with the world around you. But most fundamentally, this dimension relates to whether you are energized by time alone, or time with other people.

Introverts are energized by being quiet, reflective, and calm. They maintain a distance from the outside world and prefer to conserve their energy.

Introverts enjoy:

- Contemplating ideas and experiences
- Being in calm surroundings
- Exploring a subject in depth
- Reflecting on thoughts or feelings
- Maintaining distance and privacy
- Quiet and solitude

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

Extraverts enjoy:

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

Your dominant energy style is Extraversion.

Your responses were 36% consistent with a preference for Introversion, and 64% consistent with a preference for Extraversion.



INTROVERTED 36% **EXTRAVERTED 64%**

As an Extravert, you are primarily focused outward, on the world around you. You seek stimulation and activity and enjoy busy environments. You are energized by activity and by interacting with other people. You tend to be talkative and express yourself easily.

The 6 Facets of Your Energy Style

Now that you understand your preference for Extraversion, it's time to explore the details of who you really are. How exactly do you relate to yourself, to others, and to the world around you? What makes you different and unique among other Extraverts? Your scores on the 6 facets of Extraversion/Introversion can help you to understand how, where, and why you connect with yourself and the world the way you do.

You'll also find out which of your personality traits are typically Extraverted, and discover any surprising traits you may have in common with Introverts.

PLACID 48%

ENERGETIC 52%

You're very close to the **borderline** on this facet. Rather than preferring one style strongly, you most likely blend both styles and may take a different approach depending on your mood or circumstances.

When you're in a **Placid** mode, you shy away from being busy just for the sake of being busy, and you prefer to take a mellow approach to life. You may find you have less energy than other people around you, and you like to conserve it for what matters most to you.

This trait is usually associated with *Introversion* and, to a lesser extent, with *Perceiving*.

When you are feeling more **Energetic**, you have a high energy level and like to keep busy. You may even leap out of bed in the morning, ready to take on the day. You have a lot of things you want to get done and often find that other people can't keep up.

This trait is usually associated with *Extraversion* and, to a lesser extent, with *Judging*.

RESERVED 15%

EXPRESSIVE 85%

As an **Expressive** person, when you have a thought, a feeling, an idea or an observation, the people around you know it. You're not one to keep things to yourself, and most people would say you're an open book.

This trait is usually associated with *Extraversion* and, to a lesser extent, with *Thinking*.

The Other Half: Reserved people tend to keep their thoughts, feelings, and observations to themselves. Other people may have difficulty reading them, and even people close to them may not know how they really feel about things.

PRIVATE 44%

PROMINENT 56%

You're very close to the **borderline** on this facet. Rather than preferring one style strongly, you most likely blend both styles and may take a different approach depending on your mood or circumstances.

When you are feeling **Private**, you're selective about how you socialize, preferring small groups (or no group at all). You tend to shy away from large parties, and big social events may leave you feeling drained. You like to pick and choose when and how you interact with others.

This trait is usually associated with *Introversion*.

In a **Prominent** mode, you love being around people, in the center of the action. You like to feel that you're an important part of the group and that your friends, family, and acquaintance seek your company. You make an effort to entertain others and enjoy their attention.

The Prominent trait is usually associated with *Extraversion*.

CALM 44%

JOYFUL 56%

You're very close to the **borderline** on this facet. Rather than preferring one style strongly, you most likely blend both styles and may take a different approach depending on your mood or circumstances.

When you are in a **Calm** mode, you don't make a big deal out of the positive things in life. While others may cry tears of joy or jump up and down with excitement, you respond more quietly.

This trait is usually associated with *Introversion*.

In your more **Joyful** moments, you feel the high points in life fully and completely. You're capable of tremendous joy and enthusiasm and you make the most of opportunities for positive emotional experiences.

This trait is usually associated with *Extraversion*.

ALOOF 35%

FRIENDLY 65%

As a **Friendly** person, you love meeting new people, and you're far from shy when it comes to approaching someone. You're a master of small talk and finding things in common, and you like having a large circle of friends and acquaintances.

This trait is usually associated with *Extraversion*.

The Other Half: Aloof people prefer to let others come to them. They're reluctant to approach people, so when they do build new relationships, it's usually because the other person took the lead.

SOLITARY 40% ENGAGED 60%

You're very close to the borderline on this facet. Rather than preferring one style strongly, you most likely alternate between styles. You may find that you are more interested in engaging in some environments, while others make you more inclined to withdraw.

When you are in a **Solitary** mode, you're sensitive to sights, sounds, and other stimuli from the world around you, and find busy environments overwhelming. In this mode, you prefer quiet and solitude. Where others may seek to be in the middle of the action, you'd rather find a tranquil corner where you can reflect.

This trait is usually associated with *Introversion*.

When you are feeling more **Engaged**, you enjoy being in the middle of the action, and busy, noisy, and otherwise stimulating environments appeal to you. You are drawn to boisterous environments such as crowded events, loud concerts, and big parties.

This trait is usually associated with *Extraversion*.

Sensing vs. Intuition

This dimension describes how you process information. Your preference for Sensing or Intuition indicates whether your style of thinking is straightforward, factual, and concrete, or creative, interpretive, and abstract. Sensors and Intuitives tend to be interested in different kinds of information, with Sensors more interested in facts and details, and Intuitives more interested in ideas.

Sensors process information in a concrete, realistic way. They focus on observing and recalling facts and details.

Sensors focus on:

- Observing sights, sounds, sensations
- Noticing details
- Experiencing the present moment
- Concrete, provable facts
- Realism and practicality
- Knowledge from past experience

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

Intuitives focus on:

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

Your dominant cognitive style is Intuition.

Your responses were 6% consistent with a preference for Sensing, and 94% consistent with a preference for Intuition.

SENSING 6% **INTUITION 94%**

As an Intuitive, you are primarily interested in ideas and possibilities. You tend to be bored by mundane details, preferring instead to look at the big picture and understand how everything fits together. You are drawn to interesting ideas and theories, and enjoy imagining the future. You naturally see patterns and connections and often have a "sixth sense" about things.

The 6 Facets of Your Cognitive Style

Now that you understand your preference for Intuition, let's look at your cognitive style in more detail. How do you process the information you take in? What makes your thought process unique? Your scores on the 6 facets of Sensing/Intuition can help you to understand exactly how your mind works and how you make sense of ideas, facts, and details.

You'll also find out which of your personality traits are typically Intuitive, and discover any surprising traits you may have in common with Sensors.

REALISTIC 5% **IMAGINATION 95%**

As an **Imaginative** person, you have an abstract way of thinking and tend to focus on ideas, concepts, and theories rather than concrete things. Your imagination is a fertile place, and you have no trouble envisioning things you've never seen in real life.

This trait is usually associated with *Intuition*.

The Other Half: Realistic people have a concrete way of thinking and tend to focus on things you can see and touch rather than abstract ideas, concepts, and theories. They don't tend to spend much time in the world of the imagination, preferring to focus on real life.

CONCRETE 0% **CONCEPTUAL 100%**

As a **Conceptual** person, you're interested in discovering the larger principles behind what you see, and enjoy learning about scientific, mathematical, and philosophical theories that can give you more insight into the events you observe in your daily life.

This trait is usually associated with *Intuition*.

The Other Half: Concrete people learn by doing. To really understand something, they want to experience it with their own hands. They tend not to believe in things they can't see for themselves.

TRADITIONAL 0% **PROGRESSIVE 100%**

As a **Progressive** person, you love new ideas and you feel that innovation and futuristic thinking is the key to making the world a better place. You're attracted to politicians with radical ideas and love to imagine how things could be done better.

This trait is usually associated with *Intuition*.

The Other Half: Traditional people distrust new ways of doing things, believing that traditions are more valuable than the latest fad. They tend to take comfort in doing things as they have been done before.

FACTUAL 6% INSIGHTFUL 94%

As an **Insightful** person, you enjoy exploring cause and effect, and always ask "why." You're not content to accept things as they are, instead preferring to search for deeper answers and a sense of the big picture.

This trait is usually associated with *Intuition*.

The Other Half: Factual people tend to accept things as they are, and don't tend to spend much time asking "why." To them, it's more important to understand the facts of a situation than to speculate about its causes.

PRACTICAL 26% AESTHETIC 74%

As an **Aesthetic** person, you have a love of the arts and appreciate a wide variety of cultural experiences. You enjoy anything that elevates your sense and reminds you of the beauty in the world.

This trait is usually associated with *Intuition* and, to a lesser extent, with *Feeling*.

The Other Half: Practical people appreciate things for their practical value and ability to get a job done. They appreciate useful tools and handy gadgets. They don't see the point in things that don't have a practical purpose.

HABITUAL 0% ADVENTUROUS 100%

As an **Adventurous** person, you love new experiences—the more exotic, the better. You're often willing to try things just for the sake of novelty, because even the most unlikely activities seem interesting once or twice. On the other hand, you may get bored with experiences as they become routine. You may find yourself abandoning hobbies and interests that begin to feel too familiar.

This trait is usually associated with *Intuition* and, to a lesser extent, with *Extraversion*.

The Other Half: Habitual people are creatures of habit, and they enjoy familiar, comfortable experiences. They don't tend to like to venture far out of their comfort zone, preferring instead to stick with what they know. They know what they like, and see no reason to waste time with anything else.

Thinking vs. Feeling

This dimension describes your orientation to personal values. Your preference for Thinking or Feeling can be thought of as your preference for "head versus heart" in your decision making. This dimension relates to how you prioritize conflicting values, and whether you tend to feel more comfortable relying on logic and reason, or emotions and personal judgments.

Thinkers value logic, competence, and objectivity. They believe that every person has a responsibility to take care of him or herself.

Thinkers are concerned with:

- Using logical reasoning

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

Feelers are concerned with:

- Acting out ideals

- Being unbiased and impartial
- Considering costs and benefits
- Seeking consistency and justice
- Keeping a competitive edge
- Making objective decisions
- Engaging emotions
- Considering the impact on people
- Seeking harmony and appreciation
- Serving others
- Making authentic decisions

Your values style is blended, with a slight preference for Feeling.

THINKING 48% FEELING 52%

Your values style is a blend of Thinking and Feeling, and as such, you are neither an absolute Thinker nor an absolute Feeler. Because you do show a slight preference for Feeling, we can classify you as an Feeler type. However, it's more accurate to say that you are a bit of both Thinker and Feeler: you tend to use both styles in processing information, and you may switch from one to the other depending on the demands of your environment.

The 6 Facets of Your Values Style

Now that you understand your preference for Feeling, let's explore how you prioritize and negotiate your values. How do you balance your own needs with the needs of others? How are your decisions and priorities driven by your personal beliefs? Your scores on the 6 facets of Thinking/Feeling can help you to understand exactly how you balance head and heart to make decisions and choose your path in life.

Because you do not have a strong preference for Feeling, your scores here will be especially helpful in understanding the unique dynamics of your values style. You'll be able to see which of your traits are more Feeling in nature, and which are more typically Thinking.

OBJECTIVE 33% SUBJECTIVE 67%

As a **Subjective** person, you naturally take into account the needs of others. When making important decisions, you make sure that your chosen course of action is consistent with your values and your knowledge about what's best for everyone involved. This trait is usually associated with *Feeling*.

The Other Half: Objective people evaluate information impersonally. They tend not to be swayed by personal pleas, and believe that the best decisions treat everyone equally.

RATIONAL 57% COMPASSIONATE 43%

You're very close to the **borderline** on this facet. Rather than preferring one style strongly, you most likely blend both styles and may take a different approach depending on your mood or circumstances.

When you are being more **Rational**, you keep your emotions in check and prefer to be around people who do the same. Vulnerability makes you uncomfortable, and you may avoid people who you perceive to be weak or overly sensitive.

This trait is usually associated with *Thinking*.

When you are in a **Compassionate** mode, you identify with the feelings of others and are sympathetic to others' suffering. You do not mind being around people experiencing difficult emotions and in fact, feel called to help and support people who are troubled.

This trait is usually associated with *Feeling*.

CHALLENGING 49% AGREEABLE 51%

You're very close to the **borderline** on this facet. Rather than preferring one style strongly, you most likely blend both styles and may take a different approach depending on your mood or circumstances.

When you are in a **Challenging** mode, you enjoy a good debate—so much so that even when you agree with someone, you might play devil's advocate just to stimulate the discussion. You don't shy away from conflict, and you may even find it exciting.

This trait is usually associated with *Thinking*.

When you're feeling more **Agreeable**, you do your best to make others' lives easy and to adapt to their needs when you can. You don't tend to argue, as you have a talent for seeing things from another person's point of view. Even when you don't agree, you support other people in their opinions.

This trait is usually associated with *Feeling*.

INDIVIDUALIST 61% HELPUL 39%

As an **Individualist**, you're not particularly nurturing, and appreciate being surrounded by people who can take care of themselves. You tend to have an "every man for himself" philosophy, and you dislike having helpless people depend on you.

This trait is usually associated with *Thinking*.

The Other Half: Helpful people feel called to care for others who are less fortunate or less capable. They enjoy providing for others and are often drawn to children, the elderly, and others who need assistance.

SELF-RELIANT 23% COOPERATIVE 77%

As a **Cooperative** person, you like to work in concert with others, participating to achieve a common goal. Being in sync with other people and working together brings you satisfaction, and you feel that the best achievements are those that you can share with other people.

This trait is usually associated with *Feeling*.

The Other Half: Self-Reliant people prefer not to depend on other people, and don't mind striking out on their own. They don't need the approval of others to decide on their course of action.

TOUGH 52% TOLERANT 48%

You're very close to the **borderline** on this facet. Rather than preferring one style strongly, you most likely blend both styles and may take a different approach depending on the situation.

When you're feeling **Tough**, your motto could be, "Fool me once, shame on you. Fool me twice, shame on me." When people disappoint you, you don't hesitate to cut them out of your life. You might forgive, but you'll never forget.

This trait is usually associated with *Thinking*.

When you're being more **Tolerant**, you believe that everybody makes mistakes, and everybody deserves forgiveness. You give people the benefit of the doubt, even when they do something to hurt you. It's important to you to preserve your relationships, even if it requires you to let some things slide.

This trait is usually associated with *Feeling*.

Perceiving vs. Judging

This dimension of personality describes how you manage your life. Your preference for Perceiving vs. Judging has to do with your orientation toward structure, schedules, deadlines, and organization. It also has to do with how you tend to manage your time and approach the work you have to do.

Perceivers like freedom and spontaneity. They have a carefree attitude towards life and would rather be flexible than structured.

Perceivers prefer to:

- Follow the whims of the moment
- Make the rules up as they go
- Have the freedom to be flexible
- Brainstorm options
- Do things when inspiration strikes
- Go with the flow and enjoy surprises

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

Judgers 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

Your dominant life management style is Perceiving.

PERCEIVING 68% **JUDGING 32%**

As a Perceiver, you like to keep things casual and open-ended. You dislike being tied down, preferring instead to be free to go with the flow and the impulses of the moment. You tend to avoid rigid structures and organizational systems, and shy away from scheduling your time in advance. You like to be free to make last-minute changes as new ideas arise.

The 5 Facets of Your Life Style

Now that you understand your preference for Perceiving, let's look at how you manage the daily flow of your life. How do you balance responsibilities with your need for fun and relaxation? How do you approach issues of structure and organization? Your scores on the 6 facets of Perceiving/Judging can help you to understand exactly how you balance work and play in your everyday life.

You'll also find out which of your personality traits are typically Perceiving, and discover any surprising traits you may have in common with Judgers.

RELAXED 78% **ORDERLY 22%**

As a **Relaxed** person, you appreciate a little chaos in your life. You dislike very orderly, structured environments, feeling that life is more interesting when things are a little messy.
This trait is usually associated with *Perceiving*.

The Other Half: Orderly people have an appreciation for structure and order, and like to stay organized. They believe in "a place for everything, and everything in its place."

SPONTANEOUS 81% SCHEDULED 19%

As a **Spontaneous** person, you dislike having your time scheduled, preferring instead to go with the flow and do what you feel like doing at any given time. For you, even fun events feel a bit constricting when they must be planned in advance.
This trait is usually associated with *Perceiving*.

The Other Half: Scheduled people keep to a daily schedule and like to organize their time well in advance. They dislike last-minute changes to their plans and especially abhor lateness.

CASUAL 65% CONSCIENTIOUS 35%

As a **Casual** person, you're fun-loving and feel that life is to be enjoyed. You try your best to avoid taking on too many responsibilities which may get in the way of your enjoyment of life. You don't always get your chores done, but you usually have a good time avoiding them.
This trait is usually associated with *Perceiving*.

The Other Half: Conscientious people are hardworking and like to take care of their responsibilities before having any fun. They believe strongly in the importance of fulfilling their duties.

IMPULSIVE 78% DISCIPLINED 22%

As an **Impulsive** person, you are easily influenced by your environment and are often distracted by what it has to offer. Although you may have your own personal plans and goals, they tend to fall by the wayside when you see something attractive you want to pursue instead.
This trait is usually associated with *Perceiving*.

The Other Half: Disciplined people resist temptations and distractions, focusing instead on their personal goals. They are not easily lured away from their plans, even when the alternatives are attractive.

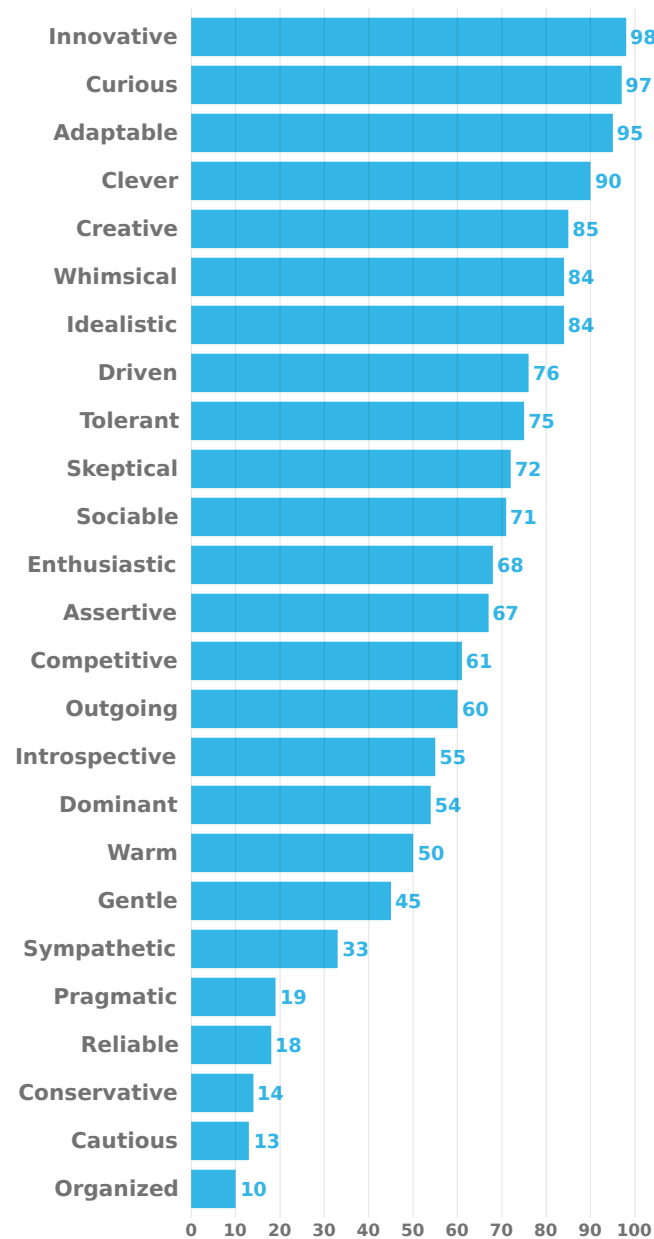
EASYGOING 0% AMBITIOUS 100%

As an **Ambitious** person, you have many goals that you have set for yourself, both short and long-term. You are driven to achievement and like to have a sense that your current actions are moving you forward toward a better future.
This trait is usually associated with *Judging* and, to a lesser extent, with *Extraversion* and *Intuition*.

The Other Half: For Easygoing people, the main goal in life is to enjoy the ride. For them, the best way to live life is to appreciate the moment.

Describing Your Personality

How would other people describe you? Below are some common adjectives we use to talk about people's personalities in everyday life. For each adjective, your score shows how likely it is that other people might use this word to describe your personality.



Your Scores and the Four Temperaments

Now that we've looked at the individual elements of your personality, let's see how it all fits together.

To begin, we'll look at how your personality profile fits within the four temperament types. The temperaments were created by psychologist David Keirsey, who used them to describe essential themes in the way people think and

behave. Temperament is a broader way of categorizing people than personality type, and is thus helpful as a quick way of understanding what drives people. Each temperament type describes a particular way of approaching the world.

The Idealists

Idealist personality types are creative, imaginative, compassionate, and focused on the possibilities for people and society. They want to heal other people, connect on a deep level, and use their unique style of expression to change the world.

The Rationals

Rational personality types are analytical, critical, questioning, and focused on innovative ideas. They want to use their powers of logic and reason to overhaul systems, improve efficiency, and manifest their vision of what could be.

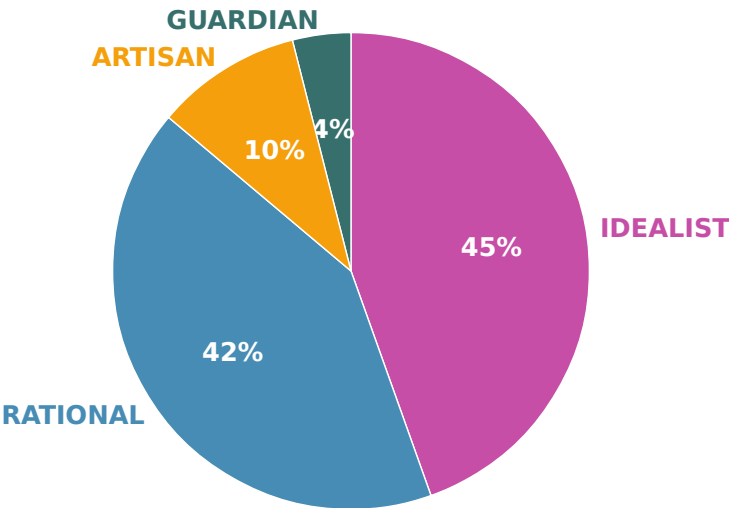
The Guardians

Guardian personality types are sensible, organized, stable, and focused on upholding traditions and institutions. They want to ensure that things are done correctly, that rules are followed, and that people take their proper place in society.

The Artisans

Artisan personality types are adaptable, down-to-earth, practical, and focused on living in the moment. They want to develop useful skills, master the physical world, and enjoy all the sensory pleasures that life has to offer.

Your scores here demonstrate how well your personality profile fits within each of the 4 temperament types. Your highest scoring area is usually the temperament type that fits you best. If you have roughly equal scores for more than one temperament type, then you probably shift from one style to another depending on the situation.



Your Scores and the 16 Personality Types

Now let's look at how your scores match up with individual personality types.

You're probably most interested in finding the personality type that fits you best, and of course, this is important information! But when we assign types to people, we often overlook the fact that no personality type description will be a perfect fit for a given individual. Many people find a bit of themselves in more than one type description.

A more complete way to understand your own individual personality profile is to look at how well you match with all 16 personality types. Looking at your scores for each type allows you to get a deeper understanding of who you are. Although you will still probably want to choose one type to identify with, you may find that you can gain more insight into yourself by reading about other types that also match your personality.

The following chart shows how well your personality profile matches with each of the 16 personality types. The percentage scores are a representation of how well your responses fit with the typical profile for each type. For practical purposes, the percentage figures can be thought of as representing the degree to which a given type profile will accurately describe you as an individual.

You can also use this chart to estimate how much you will have in common with people of different types. The higher your score for a type, the more likely that a person of that type will seem to have a similar personality to your own. Conversely, a low match score for a particular type indicates that people of that type will seem to be very different from you.

ENFJ

The Teacher

61% Match

ENFJs are idealist organizers, driven to implement their vision of what is best for humanity.

INFJ

The Counselor

44% Match

INFJs are creative nurturers with a strong sense of personal integrity and a drive to help others realize their potential.

INTJ

The Mastermind

41% Match

INTJs are analytical problem-solvers, eager to improve systems and processes with their innovative ideas.

ENTJ

The Commander

59% Match

ENTJs are strategic leaders, motivated to organize others and drive innovation.

ENFP

The Champion

83% Match

ENFPs are people-centered creators with a focus on possibilities and a contagious enthusiasm for anything novel.

INFP

The Healer

65% Match

INFPs are imaginative idealists, guided by their individual core values and beliefs.

INTP

The Architect

63% Match

INTPs are philosophical innovators, fascinated by rational analysis, logical systems, and inventive design.

ENTP

The Inventor

80% Match

ENTPs are inspired innovators, motivated to find new solutions to intellectually challenging problems.

ESFP

ISFP

ISTP

ESTP

The Performer

58% Match

ESFPs are vivacious entertainers who charm and engage those around them.

ESFJ

The Provider

37% Match

ESFJs are conscientious helpers, sensitive to the needs of others and energetically dedicated to their responsibilities.

The Composer

41% Match

ISFPs are gentle caretakers who live in the present moment and enjoy their surroundings with easygoing enthusiasm.

ISFJ

The Protector

19% Match

ISFJs are industrious caretakers, responsible in their duties and loyal to people, traditions, and organizations.

The Craftsman

38% Match

ISTPs are observant artisans with an understanding of mechanics and an interest in troubleshooting.

ISTJ

The Inspector

17% Match

ISTJs are responsible organizers, driven to create and enforce order within systems and institutions.

The Dynamo

56% Match

ESTPs are energetic thrillseekers who are at their best when putting out fires, whether literal or metaphorical.

ESTJ

The Supervisor

34% Match

ESTJs are hardworking traditionalists, eager to take charge in organizing projects and people.

Discovering Your Type

Now we'll go in depth into the personality type that fits you best.

Your personality type code is an invaluable key to understanding how you function in life, work, and love. Knowing your personality type can help you to understand the answers to questions like:

- ✓ Why have I always been drawn to a particular career, even though I have no experience in that field?
- ✓ Why do I keep having the same issue in all of my relationships?
- ✓ Why do other people consistently use the same words to describe me and my personality?

The next section is based on extensive research, both practical and theoretical, into the profiles of the sixteen personality types. You'll discover how people of your type typically approach work and relationships. You'll also see how you can use your strengths and minimize your weaknesses to reach your personal potential.

Understanding how different aspects of your life connect with your personality type can give you meaningful validation for the path your life has taken so far. You may also find that this information can provide guidance to help you plan your direction for the future.

The information in the following section is based on the personality type that seemed to be the best fit for you, based on your test responses. You may find that some of the information in this section does not seem 100% accurate for you. This is normal; no personality type description will fit you completely. If you feel, however, that the type described below is not correct for you, and would like to get the information in the following section for a different type, please simply contact us and let us know.

Your ENFP Personality Type

You are curious about others and preoccupied with discovering the deeper meaning in people and ideas. You want authentic experiences and often seek emotional intensity. You prize individuality and often consider the pursuit of happiness to be the highest priority in life, both for yourself and for others.

Your Core Values:

- Curiosity
- Self-Expression
- Variety
- Adaptability

Your Key Motivators:

- Expressing creativity
- Embracing new experiences
- Understanding people
- Providing acceptance and support

You are easily bored by details and repetition and seek out situations that offer an escape from the mundane. Novelty is attractive to you, and you likely have a wide range of interests and friends from many backgrounds. You place great importance on personal freedom and self-expression, and want to be able to go wherever inspiration leads.

You are an agile and expressive communicator, using your wit, humor, and mastery of language to create engaging stories. Imaginative and original, you often have a strong artistic side. You are drawn to art because of its ability to express inventive ideas and create a deeper understanding of human experience.

How Others See You

You love to talk about people: not just the facts, but what motivates them, what inspires them, and what they envision achieving in life. You'll often share your own aspirations freely, and want to hear those of others in return. You are unlikely to judge anyone's dream, and will discuss the most imaginative and outlandish of fantasies with warm, enthusiastic intensity. You love to explore creative possibilities, and nothing deflates you faster than talking about dry facts or harsh reality.

You often seem unconventional, and may come off as scattered; you don't tend to be in touch with your physical surroundings. You often overlook the details, as you are more likely to focus on connecting with other people or on exploring your own imagination and self-expression. You have little patience for the mundane and want to experience life with intensity and flair. You may have an artistic streak, be artistic in appearance, or have developed a distinctive and quirky personal style.

Your Communication Style

You are an enthusiastic, collaborative communicator who loves exploring possibilities for people. You often enjoy getting to know other people and understanding what inspires them, and are insightful about solutions to personal problems. Highly empathic, you can find something to identify with in almost every person you meet, and enjoy encouraging other people to develop and grow.

You Communicate By:

- Building rapport
- Focusing on relationships

Your Relationship Style

You are warm, caring, and emotionally engaged with your loved ones. You are quite comfortable sharing your emotions with others, and connect best with those who can do the same with you. Tolerant and open-minded, you accept your friends and family members as they are, but also are extremely supportive of their personal development efforts. You want those you love to pursue their dreams and be happy, and will do your best to support them as they do so.

You Connect By:

- Providing warm support

- Encouraging personal growth
- Celebrating individual contributions
- Sharing emotion
- Celebrating differences
- Encouraging others to reach their goals

Your Personality at Work

At work, you are concerned with using your creativity to express yourself and benefit others. You want to explore the possibilities for yourself and other people, and approach your work with vision and inspiration. You enjoy taking on creative or people-centered problems that call for an imaginative, original solution.

Your Ideal Work Environment:

- Supportive and warm
- Focused on service
- Values creativity and ingenuity
- Flexible and accommodating

Your Ideal Work Roles:

- Visionary Idealist
- Imaginative Creator
- Passionate Individualist
- Inspiring Guide

You are often motivated by your beliefs in humanitarian causes and want work that is consistent with your values. You are particularly interested in helping other people develop as individuals. You prefer careers that allow you to pursue your ideals of personal growth and artistic expression.

You dislike routine work and want a variety of tasks and challenges. You prefer to set your own schedule and chafe when saddled with excessive regulations or mundane details. You seek out fun, novel tasks that allow you to be imaginative and relate to other people in an unstructured, supportive way.

Your Leadership Style

In leadership positions, you convey enthusiasm and excitement for your ideas. Your leadership style tends to be democratic and flexible, with an eye toward developing human potential. You enjoy helping others grow as employees and as people, and grant plenty of freedom to your reports to develop innovative and unique solutions. You motivate with your passion for your ideas and beliefs, and are often insightful in your assessments of employee issues and concerns.

Your Leadership Strengths:

- Advocating for change
- Developing unique solutions
- Empowering others
- Building rapport

Your Teamwork Style

You are an enthusiastic, involved team member who is interested in exploring the possibilities for innovation. You enjoy relating to people and hearing their ideas—the more imaginative, the better. Although you are open-minded, you are fundamentally grounded in a sense of values, and look for the principles and motivations behind your teammates' ideas. You have little interest in rules, and will encourage your teammates to think outside the box to create a solution that is unique.

Your Teamwork Strengths:

- Initiating innovative projects
- Understanding interpersonal dynamics
- Recognizing the individual contributions
- Encouraging diversity of thought

Top Careers for Your ENFP Type

ENFPs typically choose a career which allows them to use their creativity to express their individuality and personal values. They are often altruistic and enjoy helping other people develop themselves in careers like

counseling and education. Many ENFPs consider themselves artistic and are often found in careers in the fine arts, design, or language.

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 ENFPs in their careers, and thus can give you an idea of where you might find satisfaction.

Arts and Design:

- Actor
- Musician
- Dancer
- Artist
- Photographer
- Craft Artist
- Producer or Director
- Landscape Architect
- Fashion Designer
- Interior Designer
- Costumer
- Graphic Designer

Language and Communications:

- Reporter
- Art Director
- Magazine Editor
- Social Scientist

Community and Social Service:

- Clinical Psychologist
- Counselor
- Career Coach
- Psychiatric Social Worker
- School Counselor
- Minister

Business and Management:

- Public Relations Specialist
- HR Manager or Recruiter
- Ad Account Executive
- Corporate Trainer
- Event Coordinator
- Retail Manager
- Buyer
- Receptionist
- Forester

Education:

- Preschool Teacher
- Special Education Teacher

Health Care:

- Speech Pathologist
- Physical Therapist
- Chiropractor
- Occupational Therapist
- Nutritionist
- Public Health Educator

Personal Care and Service:

- Fitness Trainer
- Massage Therapist
- Child Care Provider
- Cosmetologist
- Recreation Worker
- Restaurant Host

Becoming Your Best

At your best, you are creative, sensitive, and passionate about future possibilities. You sense the potential in everyone, and want to do what you can to help them achieve their dreams. You are an excellent motivator, keeping people inspired and engaged with your charm and energy. You use your imagination and compassion to bring people together and affect positive change.

To perform at your best, look for opportunities that allow you to use your talent for innovation to be of service to others. You are happiest in team environments, as you enjoy being social and bonding with people. You need to have a sense of purpose in your work, so projects and organizations that align with your values will be most fulfilling for you.

Your Personal Strengths

ADVENTUROUSNESS

You are excited by new experiences and never afraid of change.

INSIGHT

You see the gifts within each person, often before they do themselves.

WARMTH

You are warm and accepting, and readily show your appreciation and respect for others.

ADAPTABILITY

You keep your cool in chaotic situations and acclimate easily to unexpected changes.

Opportunities for Excellence

- Take advantage of opportunities to share new experiences with others. You will be appreciated for the energy and enthusiasm you bring to the table.
- Look for ways to mentor and help develop others. You have a talent for recognizing a person's strengths and potential.
- Choose team environments, which allow you to work closely with others. Your engaging personality will earn you a reputation as a warm and welcoming team player.
- Embrace diversity. Your flexibility helps you to adjust to a variety of different work styles and perspectives.

Potential Pitfalls

- Be more open to accepting constructive criticism. Your tendency to take negative feedback personally could cause you to miss out on opportunities to develop yourself.
- Avoid situations where a rigid adherence to policy and procedure is expected. You need freedom and the ability to improvise in order to stay inspired and motivated.
- Watch out for procrastination. You often put off making decisions in order to gather more information, but it's important to learn when it's time to take action.
- Work on finding rational evidence for your ideas. Your sensitivity to others serves you well, but there are times when you need to use logic to win people over.