

ENFJ Extravert, Intuitive, Feeling, Judging

ENFJs represent approximately 3-5% of the American population.

Potential Strengths

For ENFJs, relationships are everything! Because it is so important to them that other people like them, they are outgoing, friendly, and genuinely concerned about the welfare of others. They tend to be rather idealistic and use their personal values to rule their lives. They are caring, warm, and enthusiastic people, with great energy for projects or causes they believe in.

Great diplomats, ENFJs are usually able to communicate in ways that make others feel excited about their ideas. They work hard to develop and maintain harmony in all their relationships. ENFJs are intrigued with new possibilities, especially those that make positive changes, help other people, or generally make the world a better place.

Potential Weaknesses

Because it is so important to ENFJs that they are liked, they often talk around issues or are less than direct and honest in an attempt to avoid conflict. Hence, they sometimes sacrifice their own needs and make choices that are not in their own best interest in order to please others. They may choose not to see the facts that contradict their idealistic view of other people and then end up disappointed and hurt.

ENFJs are so eager to have things decided and projects finished, they sometimes rush through the information collecting stage and make hasty or flawed decisions. Wanting to always appear capable, organized, and in control, they may hesitate from asking for help or admitting they need to start over. Approaching projects with a clearer sense of the logical steps necessary to make them a success will help them avoid making mistakes or committing to causes they might later regret.

As An ENFJ, I Am Good At...

- Organizing and following through on all parts of projects
- Exciting others with my ideas and recruiting them to be part of my team
- Communicating and establishing rapport easily and gracefully
- Public speaking and leading group discussions of any size or subject
- Getting things done, being productive, and working hard
- Enthusiastically taking on new projects and seeing possibilities for solving problems
- Making other people feel important and valued

I Need To Watch My Tendency To...

- Make decisions too quickly before I have gathered all the facts
- Take any criticism personally
- Take on too many projects at once and feel overwhelmed
- Become bored with repetitious tasks and then begin to make mistakes
- Let conflicts build rather than being direct and up front
- See people as I wish they were, rather than as they really are

Additional Careers Choices for ENFJs

COMMUNICATION

- Graphic Artist
- Content editor for web site
- Multi-media producer
- Marketing executive (radio, TV, Cable broadcast industry)
- Copywriter
- Reporter and correspondent
- Managing editor

EDUCATION / HUMAN SERVICES

- Special education teacher
- Bilingual education teacher
- Educational program director
- Life science teacher: high school and college
- Parent instructor, child development
- Public health educator / administrator
- College and university administrator
- Music or art director
- Director of assisted care facility
- Adult day care coordinator
- Child welfare worker
- Social worker (elderly services)
- Social & community service director
- Philanthropic consultant
- Planned giving officer
- Sociologist

TECHNOLOGY

- Customer relations manager
- Staff advocate (tech. consultant)
- Coach
- Project manager
- Engagement manager

BUSINESS / CONSULTING

- Travel agent
- Management consultant: diversity / team building
- Corporate / team trainer
- Eco-tourism specialist
- Labor relations manager
- Meeting / convention planner
- Industrial-organizational psychologist
- Advertising account executive
- Special events coordinator
- Marketing manager
- Set designer
- Hotel and restaurant manager
- Talent director
- Desktop publishing specialist

COUNSELING

- Guidance counselor
- Substance abuse counselor
- Employee assistance counselor
- Vocational rehabilitation counselor
- Educational psychologist

HEALTH CARE

- Dietitian / nutritionist
- Speech-language pathologist
- Occupational therapist
- Chiropractor
- Transport coordinator

