



## EXTRAVERTED INTUITIVE FEELING JUDGING

In general, ENFJs are lively and enthusiastic facilitators who apply warmth and vision to helping people and meeting their needs. They are aware of people's aspirations and develop plans of action to make those aspirations into reality. They like organization and closure. They are at their best facilitating situations that require interpersonal sensitivity. ENFJs are tolerant and appreciative of others, seeking involvement with them in life's tasks. They are able communicators who are liberal in showing appreciation for others.

- ENFJs make decisions based on how they feel about a situation
- They are natural leaders, popular and charismatic
- ENFJ's focus on the potential in other people and promote harmony around them
- They are energetic and enthusiastic; as well as responsible, conscientious, and persevering

### Choosing a Major

- Say an ideal career is one that lets them use their special abilities
- Tend to decide early on a major and stick with it
- Tend to choose people-oriented majors that require cooperation, such as teaching, ministry, counseling, or selling

### Learning Style

- Report that the most important goal of education is to learn how to get along with different kinds of people
- Interested in literature and tolerant of theory
- Do their best thinking aloud, bouncing ideas off others
- Achieve through perseverance and hard-work
- Want learning to pertain to human values and growth

### Reading, Writing, Studying

- Need harmony to study or to achieve potential
- Prefer to study with others and often organize study groups
- Prefer to read about human interest rather than technical subjects
- Would rather talk than write, and often dictate their first drafts
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## Popular Occupations for ENFJs

In listing occupations that are popular among ENFJs, it is important to note that there are successful people of all types in all occupations. However, the following are careers ENFJs may find particularly satisfying and some of the reasons why. This is by no means a comprehensive listing but is included to suggest possibilities you may not have previously considered. Although all of these occupations offer the potential for career satisfaction, the future demand for some careers is anticipated to be greater than for others.

### **Communication**

Advertising account executive

Public relations specialist

Communication director

Newscaster

Politician

Marketing executive (radio, TV, cable broadcasting)



**Business/Consulting**

Eco-tourism specialist	Human resource development trainer
Sales trainer	Labor relations manager
Personnel recruiter	Meeting and convention planner
Travel agent	Industrial-organizational psychologist
Executive: small business	Advertising account executive
Program designer	Marketing manager
Sales manager	Set designer
Talent director	Management consultant: diversity/team building
Corporate/team trainer	Hotel and restaurant manager
Outplacement consultant	Desktop publishing specialist
Special event planner	

The many varied jobs within the consulting profession can provide satisfaction to ENFJs because they offer independence while maintaining a close affiliation with others. ENFJs are excellent presenters and trainers, especially when working with individuals or groups to help them improve their own effectiveness. They can be creative and energetic designers of new programs and services, but only if those programs benefit others. They tend to prefer executive positions in smaller companies or organizations where they can have a positive impact, enjoy variety and opportunities to explore new ways of doing things, and still maintain a certain amount of control.

**Technology**