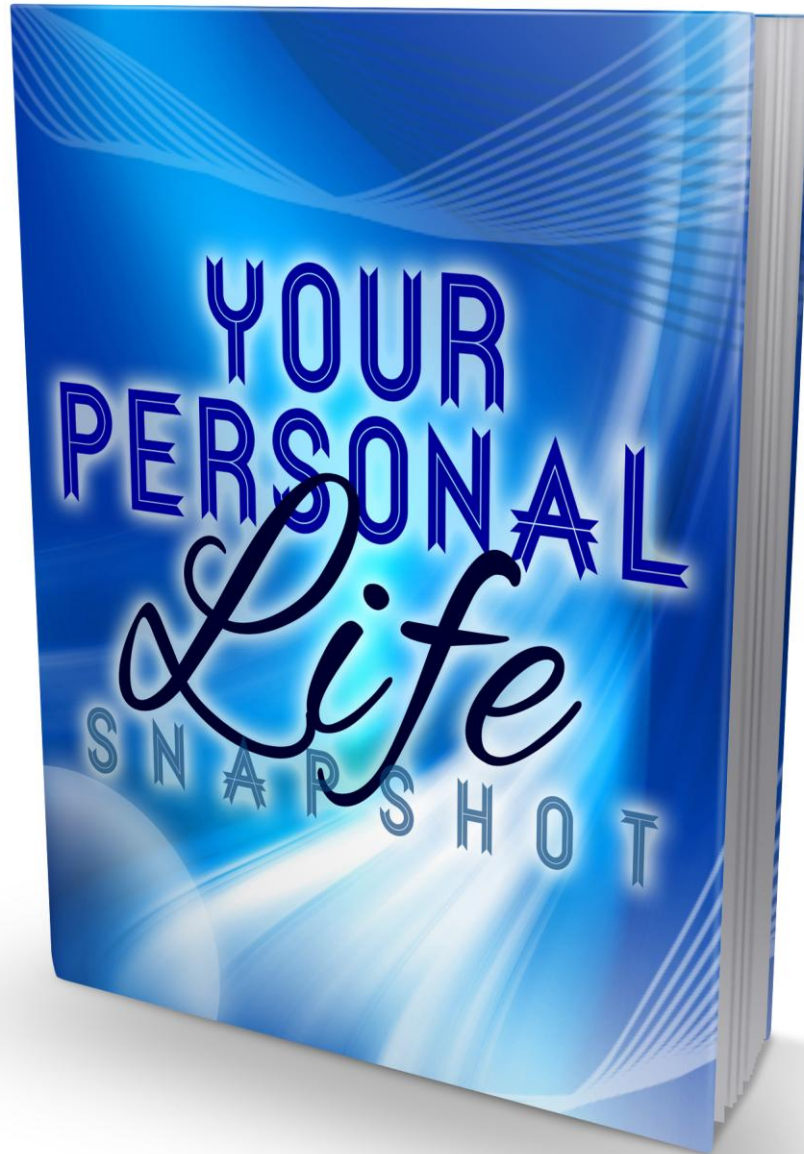


**iKnowThyself Prime Period Guide
Prepared For (ENFP)**

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Part 1: Your Personal Life Snapshot



Your Personality Type: ENFP

ENFPs represent a small portion of the population (6-8%), making up as much as 10% of females and 7% of males.

Introduction

The report contained here is designed to explain your particular personality type, **ENFP**, and help you understand the ways in which this can impact your relationships, career goals, and education.

The concepts introduced in this report build upon each other, so it is important to read through entire document in order. It shouldn't take longer than 30 minutes to complete, and you're welcome to return to specific sections, should you need clarification.

What is in this report?



Personality types are explained, along with the ways in which they impact every part of your day-to-day life, from emotions and behavior to your goals and decisions.

The four components of your personality type, **E-N-F-P**, are explained in greater detail.

An example of a personality type completely opposed to yours, which will help you achieve a greater understanding of your type's own unique traits.

Following the description of your personality's individual components, we will go on to discuss you, an **ENFP**, in full detail, helping you begin to think of your personality type as a single entity belonging entirely to you, rather than a clinical list of traits.

Now that you have learned to understand and embrace your unique personality, you are prepared to realize how important a role your personality type plays in your professional life. You will discover the areas in which you're inherently stronger, what principles make up your core foundation, and how to balance these unique qualities with your goals (both personal and professional).

The weaknesses inherent to ENFPs will also be explored, and you will learn how to embrace them in order to attain success in your career and relationships.

Understanding both your personality type's strengths *and* weaknesses is an important part of personal growth marketing yourself in a career that's right for you.

You'll then find two lists: one of careers in which ENFPs are known to succeed, and another list of careers proven to be stressful for an ENFP.

We'll describe the maturation process of your particular personality type, and what you can expect as you approach ages 40 and 50.

In order to help you take control of your professional life, this report will illustrate the ways in which your personal relationships can impact your career. You'll learn how to strengthen bonds with people with personality traits that are different than (even the opposite of) your own, and gain insight into the common relationship mistakes made by ENFPs.

10Lastly, you will learn how to impact change in your life simply by changing your behavior.

In the end, this report should help you fully understand the personality type with which you were born. You'll come away with all the tools necessary to embrace the strengths and weaknesses unique to your personality, thus developing stronger personal relationships and maintaining a successful career

What is Personality Type Testing?

In his 1921 book, *Psychological Types*, Swiss psychologist Carl Jung posed the initial possibility of different personality types, maintaining that people experience the world through four distinct psychological functions: sensation, intuition, feeling, and thinking. Though all humans pull from each of these characteristics at different points during their lives, Jung theorized that separate personalities had separate dominant functions.

However, it wasn't until World War II that Katherine Briggs and Isabel Myers, mother and daughter, built upon Jung's theory to create a career-oriented test designed to match the workforce's new influx of women with well-suited jobs. This simple questionnaire evolved, and in 1962 was published as the Myers Briggs Type Indicator.

What is Personality Type Theory?

Within the system of personality type theory, there are 16 distinct personality types. Each type is represented by a four letter code often referred as the "personality type" or "type."

There are two aspects of personality types that are important to remember:

1) Individuals have only one Personality Type.

2) An individual's personality type is consistent throughout the lifespan.

You were born an **ENFP**, you are an **ENFP** now, and you will remain an **ENFP** as you age. Your personality will evolve as you experience new things and grow, and with it changes may occur in your likes, dislikes, religious or political affiliations, or even your values—but no matter

what, your core personality and four-letter personality type will remain the same from birth to death. Perhaps you've met someone who, later in life, expressed dissatisfaction with the lifestyle choices, career, or relationships that once proved satisfying. This is a natural part of the maturation process resulting in age-based personality changes, not a flux in personality *type*. As you go through life, reaching ages 40 and 50, you should expect to make discoveries about yourself and develop new interests that complement your innate personality type.

Once you've realized that your personality type is ingrained, you possess a very powerful and useful piece of information. It is therefore worth the effort to learn about and understand your unique personality. The modern world offers very little by way of guarantees, but your four-letter personality type is something you can always rely on to remain consistent.

Your Preference Wiring

Your personality type, a part of you from birth, can be imagined as wiring in your brain that influences how you **prefer** to approach projects, interact with others, make decisions, experience the world around you, the activities you enjoy, even the relationships you develop. Of course, you are not a slave to your preferences; you can always decide to behave in a way that contradicts your personality type. However, the way your preferences have been "wired" will always influence your natural responses to different feelings and situations.

A person's inherent preferences are a very powerful force in his or her life, so it's unfortunate that so many people lose touch with their core personality type. When you become unable to recognize your natural preferences, the likelier they are to take control of your life.

After having read this report, you'll more clearly understand the way you're "wired," and what that means for your life. Once familiar with your unique personality type, you'll begin to better understand who you are, why you make the decisions you do, why you experience things the way you experience them, and why you feel things the way that you feel them. In doing so, you'll become more successful in your professional life, and develop a greater understanding of the people around you, allowing you to build deeper and more meaningful relationships.

Understanding Your Personality Type

Below is a basic explanation of the four-letter code that represents your personality type.

For each of the four letters, you will find a list of traits that form specific aspects of your personality. To truly understand your personality type, you must understand the ways each letter interacts with the other three, and remember that your unique personality is more than just the sum of four letters.

Research has identified that the most effective method for understanding your own personality type is through the study of each individual letter and its corresponding meaning. As you

continue to read this report and learn about the 16 different traits, you'll begin to more clearly understand your own personality type.

Each letter in your personality type represents a **preference**. Each position has two corresponding letters, making a total of eight preferences, each of which are described in greater detail below.

Your Personality Type Is: **ENFP**

<p style="text-align: center;">E or I</p> <p style="text-align: center;"><u>The Extraversion - Introversion Preference</u></p> <p>The 1st letter of your personality type defines your preference for using your energy and focusing your attention.</p> <p style="padding-left: 40px;">Extraversion – Your energy is directed outward toward objects, people, and experiences in the outside world.</p> <p style="padding-left: 40px;">Introversion – Your energy is directed inward toward your own personal ideas and experiences.</p> <p style="text-align: center;">Your type is E</p>	<p style="text-align: center;">S or N</p> <p style="text-align: center;"><u>The Sensing - Intuition Preference</u></p> <p>The 2nd letter of your personality type defines your preference for gathering information and perceiving your environment.</p> <p style="padding-left: 40px;">Sensing – You gather information using your five senses, focusing on specific facts and details.</p> <p style="padding-left: 40px;">INtuition – You notice patterns, and tend to speculate about the future or dwell on the implications of certain things.</p> <p style="text-align: center;">Your type is N</p>
<p style="text-align: center;">T or F</p> <p style="text-align: center;"><u>The Thinking - Feeling Preference</u></p> <p>The 3rd letter of your personality type defines your preference for making judgments and drawing conclusions.</p> <p style="padding-left: 40px;">Thinking – You prefer to make decisions objectively.</p> <p style="padding-left: 40px;">Feeling – You prefer to make decisions by weighing your values along with the concerns of others, striving for harmony and agreement.</p> <p style="text-align: center;">Your type is F</p>	<p style="text-align: center;">J or P</p> <p style="text-align: center;"><u>The Judging - Perceiving Preference</u></p> <p>The 4th letter of your personality type describes your preference for approaching the outside world.</p> <p style="padding-left: 40px;">Judging – You prefer organization, and feel more comfortable in a methodical environment.</p> <p style="padding-left: 40px;">Perceiving – You prefer to make decisions after taking in as much information as possible.</p> <p style="text-align: center;">Your type is P</p>

More About Your Type: **ENFP**

There are eight preferences (E/I, S/N, T/F, and J/P), all of which combine, forming 16 individual combinations – i.e. the different personality types. If you examine the characteristics unique to your preference, you'll gain new insight into your personality.

Reading books or finding websites discussing different personality types cannot offer you the same opportunity as this personalized report, in which you're offered an explanation of your particular personality free from the necessity of learning about the other types as well, ensuring the information is easily absorbed. This report does, however, examine the traits of

the personality type directly opposite of yours, allowing you to fully understand what makes you *you*.

It is imperative that you are fully aware of your exact personality type, and that our files specify the same. After studying this report, if you feel you have been incorrectly categorized, please don't hesitate to contact us.

Should you still be unsure of your personality type after reading this report, we invite you to examine the descriptions of each personality type, either on our website or in the books listed on this report's final page. If you're still unsure, please call us for a brief phone coaching session, after which a new personality report will be sent to you at no charge.

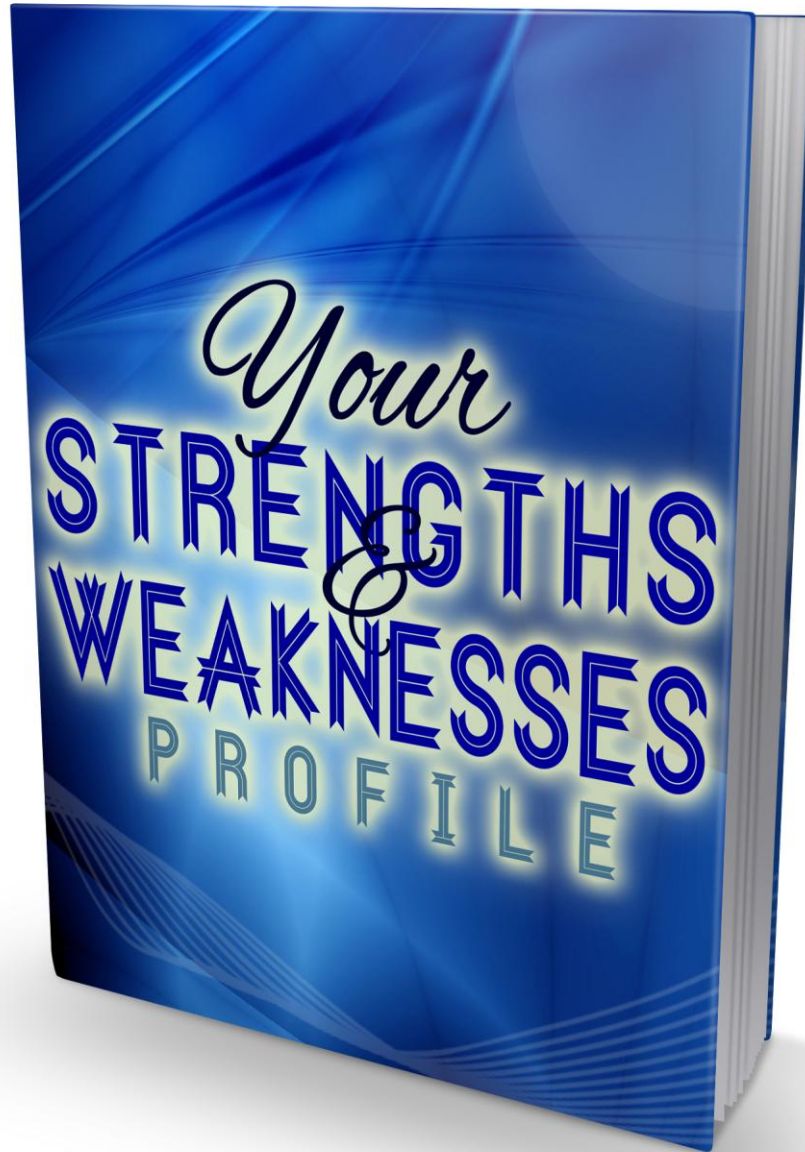
Your Extraversion / Introversion preference is for: E- Extroversion <i>Remember, this describes the way you use energy.</i>	
You: Extroversion	Your Opposite: Introversion
<ul style="list-style-type: none"> • Prefers working in groups. • Enjoys the company of others, and seeks out friends when feeling low-energy. • Initiates social situations, and is often the one to introduce people to one another at parties. • Expressive; has no problem revealing information about themselves. • Prefers to have wide circles of friends, and may find it difficult to be in monogamous relationships. • Actively interacts during conversations. • Enjoys and seeks out the spotlight. 	<ul style="list-style-type: none"> • Prefers working alone • Likely to rest at home when feeling low-energy. • Very reserved and low-key; needs to be introduced at social gatherings. • Private. • Prefers intimate relationships, and is more likely to have a couple of close friends than a large group of acquaintances. • Often quiet during conversation. • Does not enjoy the spotlight; prefers being in the background.

Your Sensing / intuition preference is for: Intuition <i>Remember, this describes how you gather information and perceive the world around you</i>	
You: Intuition	Your Opposite: Sensing
<ul style="list-style-type: none"> • Highly aware of the implications of things. • Likely to “read between the lines.” • Fascinated by the relationships between ideas. • Easily grasps, remembers, and applies new concepts. • Focuses on and can easily imagine the future. • Known to have a “sixth sense.” • Enjoys fiction, fantasy, and stretching his or her imagination. • Sets and reaches goals. 	<ul style="list-style-type: none"> • Focuses facts. • Can easily learn and recall details such as dates and names. • Likes verifying factual statements. • Becomes frustrated when dealing with ambiguity. • Focuses on the present (the “here and now”). • Prefers reality to fantasy. • Relates best to present environment. • Prefers living “in the moment.”

Your Thinking / Feeling Preference is for: T - Thinking <i>Remember, this is the way you make judgments and come to conclusions</i>	
You: Feeling	Your Opposite: Thinking
<ul style="list-style-type: none"> • Considers the feelings of others when making decisions. • Can be subjective. • Tends to follow advice given by people he or she trusts. • Known to donate money to charity. 	<ul style="list-style-type: none"> • Uses objective criteria to make decisions. • Impartial when making decisions. • Tends to reject advice. • Known to invest money.

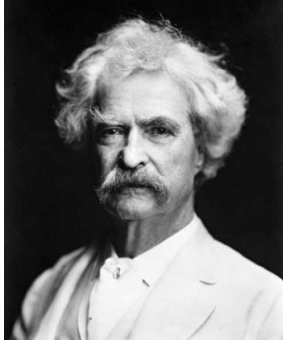
Your Judging / Perceiving preference is for: P - Perceiving <i>Remember, this describes the way you approach the outer world</i>	
You: Perceiving	Your Opposite: Judging
<ul style="list-style-type: none">• Spontaneous and flexible.• Tends to have a messy workspace; thrives in “organized clutter.”• Known to go with the flow.• Has trouble making decisions.• Tends to think things over before making choices.• Likely to procrastinate.• Often late.• Makes lists and schedules, but still falls behind.• Tolerant and accepting of others.	<ul style="list-style-type: none">• Regimented.• Prefers a clean, organized workspace.• Uses plans and lists frequently.• Likes having a schedule.• Driven by a definite sense of purpose.• Makes quick decisions.• Very disciplined.• Works until a project is completed.• Usually on-time.

Part 2: Your Strengths And Weaknesses Profile



All about the ENFP ersonality

Famous ENFPs:



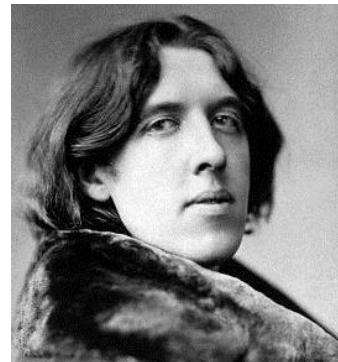
Mark Twain



Walt Disney



Robin Williams



Oscar Wilde

Always excited to begin a new project or learn a new skill, **ENFPs** are tireless champions of novelty. They seem to have an endless supply of energy, and are always willing to lend some of that spark to friends in need.

What Motivates ENFPs?

ENFPs are extraordinarily vivacious, with the ability and drive to initiate change both in themselves and others. Extremely perceptive of possibilities, they are known to begin multiple projects with enthusiasm, but can become frustrated if the details of realizing the goals become mundane. They tend to idolize others passionately, and need ever-changing situations to be

satisfied. Because their hopes are always so high and because they always see the best in people and situations, **ENFPs** can get disappointed by realities that don't meet their expectations.

Most Important Traits

- Curious
- Emotional
- Enthusiastic, energetic
- Able to relax
- Observant
- Easily stressed

Outward Appearance, Behavior, and Relationships

- Friendly and outgoing, usually the most popular person in the room.
- Unpredictable in their sudden bursts of energy, even to friends.
- Always observing.
- Contagious in their unbridled enthusiasm.

Tips for Working with ENFPs

- **ENFPs** are *not* detail-oriented.
- **ENFPs** have a hard time focusing.
- **ENFPs** resent being micromanaged.
- **ENFPs** are enthusiastic about things they care about.
- **ENFPs** can overthink things.

As Managers and Leaders

ENFPs can be very convincing, which coupled with their energy makes them charismatic leaders. However, they are not "detail people," and will often need advisors to help them follow through on their lofty plans.

ENFPs as Students

Because they are better at seeing the big picture, **ENFPs** will often take on large projects that they then cannot complete. They are, however, enthusiastic learners, and when engaged in group-work can easily keep energy levels high. **ENTPs** make excellent motivators.

Challenges for ENFPs

- Managing stress
- Objective decision-making
- Staying on-track.
- Focusing on details

Your Career Direction

An **ENFP's** greatest strength is her or her enthusiasm, which can keep energy levels high when working with others. They are excellent communicators, able to see many sides of a situation and bring together different opinions in a constructive way. Despite being often brilliant at brainstorming and conceptualizing, they often fail to consider the practical side of realizing their goals, and tend to become frustrated when things take longer than expected or end up being overly-complex. They have a hard time focusing due to their excitability and unending curiosity.

It is very important, no matter which career you choose, to make sure your natural talents are being utilized. **ENFPs** can succeed in any field, but true professional happiness can only be found by matching your work to your assets. The days will go faster and you'll be more satisfied with the work you do. On the other hand, doing work that is not congruent with your skills can result in undue stress that will make even the simplest of tasks feel like grueling work.

Most jobs do not simply involve the repetition of one task, so it's very likely you'll be able to utilize your natural skillset at least *some* of the time, no matter which career you choose. However, work will be much more fulfilling in the long run if you can move toward a profession that takes advantage of your innate talents.

Take a moment to think about how your life would be different if what you did for a living was perfectly-suited to the talents unique to you. The stress from tasks you don't enjoy would instead be enthusiasm for meeting challenges, and work would no longer feel like *work*.

Example: You are an **ENFP** working for a busy newspaper. You give the articles your all, and take pride in producing the best work you possibly can. However, the atmosphere is so chaotic that your superiors never seem to have time to tell you you're doing a good job, or give you any feedback at all. *Would you be happy and successful in this position?*

Example: You are an **ENFP** working at a sales firm. You do good work and always have great numbers, but your boss doesn't approve of your methods, and is constantly looking over your shoulder, making sure you do your job the way *he* wants you to do it. *Would you be happy and successful in this position?*

Example: You are an **ENFP** who works as a cold-calling salesman. You enjoy being able to speak to a variety of different people, but the majority of your job involves dialing numbers and reciting the same script over and over to people who are obviously uninterested in what you're selling. *Would you be happy and successful in this position?*

It's likely very apparent to you that the above positions aren't ones in which you could excel and, in fact, you might wonder why *anyone* would want to work in such organizations. How could anyone get work done in environments like that? In actuality, there are plenty of people who'd not only be comfortable doing those jobs, they'd *enjoy* the work. That career might be perfect for them, but it isn't for you; the challenge is to find a position best-suited for your unique talents.

Below is a list of the talents shared by the majority of **ENFPs**. When considering a new career path, ask yourself if these assets fit into the job. If you need clarification, either question your potential co-workers, or be sure to ask during the initial interview process.

Natural Assets for ENFPs

- Natural ability to be energetic
- Natural ability to see what others don't
- Natural ability to be original
- Natural ability to think "big picture"
- Natural ability to conceptualize
- Natural ability to communicate
- Natural ability to listen with comprehension
- Natural ability to relax
- Natural ability to empathize
- Natural ability to solve challenges
- Natural ability to be flexible
- Natural ability to work enthusiastically

Recognize Work That is Consistent With Your Principle Foundation

To ensure success and satisfaction in your career, your work environment needs to be consistent with the principles that form the foundation of your belief system (in other words, the values and morals by which you live). Whether or not you realize it, these principles influence most of the decisions you make, the thoughts you have, and your feelings.

The list on the left contains the principles of an **ENFP** foundation, while the list on the right contains the principles inherent to the personality type opposite of yours, **ESFJ**.

Review each list and decide which values most closely resemble your own.

Principle foundation of ENFPs	Principle foundation of ISTJs
<ul style="list-style-type: none"> • Flexibility. • Empathy. • Solving problems. • Loyalty. • Creativity. • Listening closely. 	<ul style="list-style-type: none"> • Adhering to tradition. • Practical. • Realistic. • Matter-of-fact. • Following through on obligations. • Organized. • Having a strong sense of duty.

The next step in the career selection process is understanding the way your personality type relates to the work you'll do. For most careers, this involves what is known as the "Dominant Function," which for an **ENFP** is **Extraverted intuition (Ne)**.

Within your personality, the Dominant Function is the strongest aspect, developing fully by the time you're in your teens and holding the strongest influence over your personality during adolescence. This Dominant Function is leaned upon more heavily and more often than any other facet of your personality, relying on it not only in your approach to the world, but in the way you approach yourself. It's the most important part of your individuality and self-esteem.

Work that is consistent with your Dominant Function Extraverted intuition (Ne)

- The work requires experience and insight.
- The work is imaginative.
- The work necessitates interpretation.

Work that is consistent with your Auxiliary Function Introverted feeling (Fi)

Developing by the time you're 25 years old, your Auxiliary Function is the second most important preference to consider when selecting a career. As an **ENFP**, your Auxiliary Function is **Introverted feeling (Fi)**.

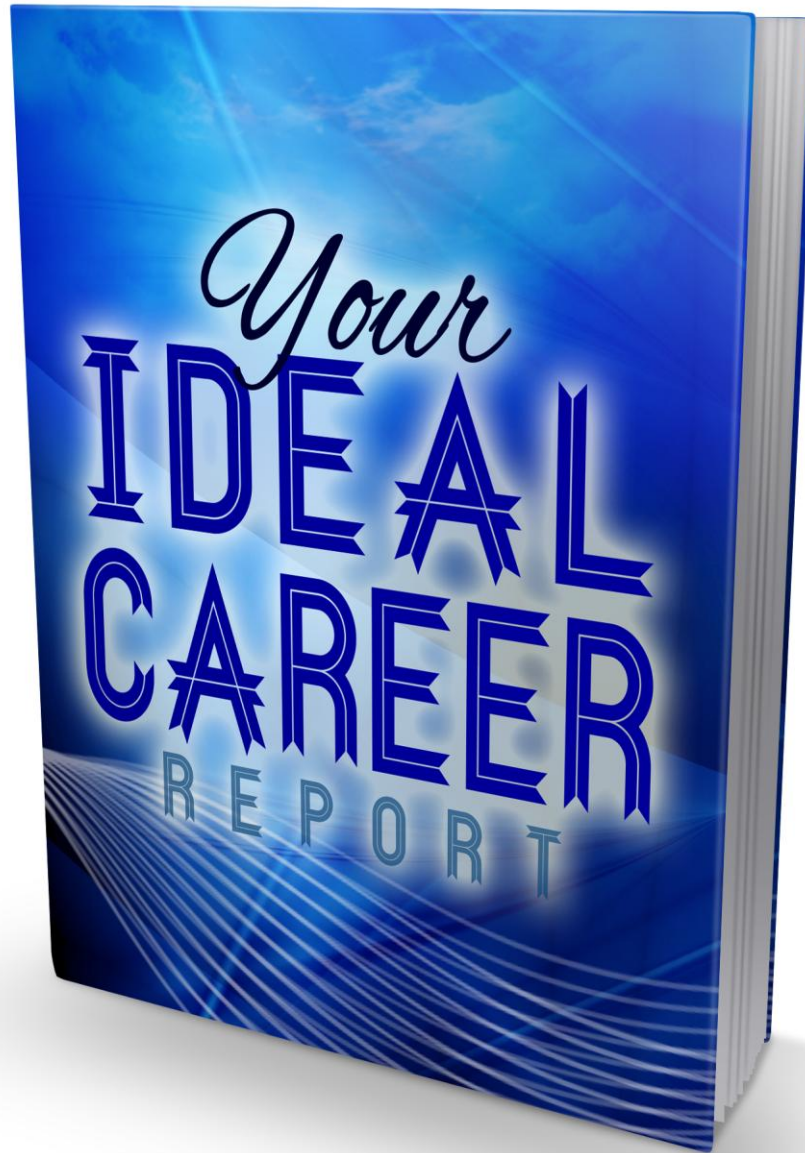
- The work values interpretations.
- The work aims for harmony.
- The work involves many complexities.

Environmental and Cultural Factors Preferred by ENFPs

Another important thing to consider is the environment and culture of the position you choose; it should be consistent with your personality type. **ENFPs** in particular prefer environments where:

- Details are unimportant.
- Originality is encouraged.
- The atmosphere is upbeat.
- The atmosphere is flexible.
- Jobs well-done are appreciated vocally.
- Energy is necessary.

Part 3: Your Ideal Career Report



Career List for ENFPs

100 Best Careers For ENFPs

Due to their intelligence, **ENFPs** can do well in almost any position, but the following careers are ones that most actively utilize their unique skillset, ensuring a satisfying and successful career.

1. Actor
2. Adult education teacher
3. Agricultural inspector
4. Arbitrator
5. Art gallery curator
6. Art historian
7. Art restoration specialist
8. Artisan
9. Artist
10. Babysitter
11. Bartender
12. Biologist
13. Career counselor
14. Cartoonist
15. Chef
16. Child care provider
17. Clergy
18. Coach
19. Community service manager
20. Composer
21. Consultant
22. Cosmetologist
23. Court reporter
24. Craftsperson
25. Data validator
26. Dentist
27. Diplomat
28. DJ
29. Educational psychologist
30. Emcee
31. Entrepreneur
32. ESL teacher
33. Esthetician
34. Farmer
35. Event planner
36. Exhibit designer
37. Fisherman
38. Fitness specialist
39. Food service manager
40. Forester
41. Gardener
42. Geologist
43. Graphic designer
44. Hairdresser
45. Hotel manager
46. Host(ess)
47. Insurance agent
48. Investigative reporter
49. Journalist
50. Lab technician
51. Landscape architect
52. Lawyer
53. Lecturer
54. Legal secretary
55. Librarian
56. Lodging manager
57. Manicurist
58. Makeup artist
59. Mental health counselor
60. Museum curator
61. Musical Director
62. Musician
63. Newscaster
64. Nurse
65. Nurse's aide
66. Orthodontist
67. Paralegal
68. Pediatrician
69. Performance artist
70. Personal trainer
71. Pharmacist
72. Photographer
73. Physical therapist
74. Playwright
75. Poet
76. Printmaker
77. Producer
78. Project manager
79. Promoter
80. Psychiatrist
81. Psychologist
82. Psychotherapist
83. Rancher
84. Realtor
85. Reporter
86. Researcher
87. Sales manager
88. Salesperson
89. School administrator
90. Social Worker
91. Stenographer
92. Stylist
93. Substance abuse counselor
94. Tarot card reader
95. Teacher
96. Travel agent
97. Tutor
98. University faculty
99. Veterinarian
100. X-ray technician

Next, Pick Your Top 3 Choices

First off, review the list with a pen in hand and cross off the career choices you don't find particularly appealing or stimulating. Use your intuition!

Secondly, circle any careers that you find interesting – the ones that seem to “jump out” at you.

Next, place a question mark next to the career choices that pique your interest, but with which you're perhaps not all that familiar. Later, consult the library, the internet, or even family to find out more information and decide whether or not any these “mystery options” resonate with you.

Finally, look back at the list of careers you've circled, crossing off the ones that excite you less than the others. Once you've narrowed it down, number the remaining choices from one to ten, with one being Most Interesting. You can now research your top three in depth to find out which is the right career for you.

Don't Think Too Much!

It's important you don't overanalyze potential career choices at this point. If you're still unsure, put the list aside and review it again after a few days.

The most critical aspect of this process is allowing your subconscious to reveal, free of conscious thought, which career is the best for you. Trust your gut; it will prevent you from overthinking and making a choice that will prove dissatisfying somewhere down the road. Understandably, this may prove difficult, so if it does, read through the list before bed. While you sleep, your unconscious mind will process the options. If you do this several nights a week, you will eventually have a moment of clarity during which your future career will “jump out” at you.

Worst Careers for ENFPs

There are few things an **ENFP** *can't* do, if he or she puts his or her mind to it. However, there are a few careers that do not utilize your natural strengths in a way that will prove beneficial to you—so although you may be successful, the environment itself could cause unnecessary stress in your professional life.

- | | |
|-------------------------------|---------------------------|
| 1. Accountant | 10. Investment banker |
| 2. Administrator | 11. Mechanical engineer |
| 3. Carpenter | 12. Plumber |
| 4. Chemist | 13. Stock broker |
| 5. Civil engineer | 14. Systems administrator |
| 6. Computer hardware engineer | 15. Telemarketer |
| 7. Corporate attorney | 16. Traffic Warden |
| 8. Computer programmer | 17. Truck Driver |
| 9. Database manager | |

Common ENFP Weaknesses and How to Compensate for Them

By this point you should be able to recognize the strengths inherent to your personality type, and the success you'll be able to achieve if you utilize them correctly. Of course, it's important to remember that an important part of being successful is the ability to recognize your own weaknesses and work to combat them. If you allow your weaknesses to hold you back, they could cause you to make choices that negatively impact your career.

In any personality type, the roots of most weaknesses lie in underdeveloped personality preferences, which are caused by a completely natural human tendency to put the most pressure on better-developed areas of one's persona in order to do well. However, when any sort of pressure is put upon a less-developed preference, the result can be anxiousness, depression, feeling overwhelmed, or even believing oneself to be a failure.

To illustrate this, imagine you're about to compete in the Olympic tryouts for swimming, something for which you've been training since a very young age. You've spent years preparing, perfecting your technique in anticipation. Now imagine that on the day of your tryouts, you learn you will not be swimming, but running a footrace instead. You've never developed your running skills, and all the years of training in the pool are no longer of any use. How will you react to the pressure? Will you attempt to run the race anyway, even though you know you'll most likely lose? Will you give up and go home? Will you become angry? Cry? Being thrust into a completely new sport on the day of a big competition is comparable to needing to depend upon personality preferences that have not fully developed.

You've probably heard someone say that doing the same thing but expecting new results is the true definition of insanity. Wanting something new or different isn't insane. However, in order to truly experience something new, you need to make legitimate changes in how you react to different situations. Read the advice below and use it to challenge the common **ENFP** behaviors that may have caused you to stagnate.

Advice for ENFPs

- Remember that your plans need to be realized.
- Don't overthink things.
- Be realistic when planning your work schedule—you can't do *everything*!
- Take time to de-stress.
- Stay calm when angry.
- People with the opposite personality type (**ISTJ**) are simply different from you, and that's okay!
- Just because someone doesn't care as passionately as you do, doesn't mean they *don't* care.
- Remember to consider the details.

Midlife Crisis?

You've probably heard of people experiencing (or perhaps even know someone who has experienced) a "midlife crisis." A seemingly sudden sense of dissatisfaction with career and situation that occurs sometime around age 40, these crises are often the result of an individual unprepared for the appearance of other functions in their personality type: the **tertiary** and **inferior** functions (both of which are discussed in detail below). Though these new feelings may cause distress, they are not the result of poor decision-making. In fact, if you are open to embrace the changes, they can help you become a more fully-developed, balanced person.

When personality truly begins to function, around 12 years old, the dominant function of your personality type is the driving force in the development of your adult persona. For the **ENFP**, this dominant function is **Extraverted intuition (Ne)**, and it is the function that has the most influence over your thoughts, feelings, and behavior. Though your auxiliary function will begin to develop around age 12 as well, it will not be fully developed until you are 25. In **ENFPs**, this auxiliary function is **Introverted feeling (Fi)**. The majority of your adolescence is thus ruled by introverted thinking and extroverted intuiting.

However, around age 40, you'll begin to notice the emergence of your tertiary function, which is the opposite of your auxiliary function (**Introverted feeling**), and in **ENFPs** is **Extroverted thinking (Te)**. For years you've relied on this extraverted intuition, so these changes may come

as a surprise, and even cause you to feel or act differently than you had in the past. However, your new preference for Extroverted sensing will help you to organize and schedule your environment in ways that ensure efficiency. You'll find yourself focusing more on external details, and even become more adept at pinpointing faults in logic.

Life After 50

The final change in your personality will occur sometime after you turn 50, when you develop your **inferior function**, which represents the weakest aspect of your personality type. As an **ENFP**, you will begin to feel and behave in ways associated with **Introverted sensing (Si)**, developing an even keener ability to observe the world around you, and make your experiences feel richer. You'll begin to compare your current situations with those that occurred to you in the past, which will give your memories an added sense of depth.

During this time you may begin to question the beliefs and values to which you've been committed for years, and the distinct lines you've drawn between Right and Wrong may begin to blur. This can be a confusing and stressful time, but the changes that occur during this period can lead to exciting changes in your life and career.

Most importantly, you must remember that no matter how many changes you go through or how dramatic they may seem, *your fundamental personality type will not change*. They will, in fact, contribute to what will be a lifelong development of your unique personality, making you a well-rounded person. This is called "type development."

Improving Interpersonal Relationships

By now you've hopefully discovered how empowering and useful understanding your personality type can be. So while it may prove challenging, it will prove just as beneficial to work towards understanding the personalities of the people in your personal and professional life, as this can help strengthen those relationships.

Of course, due to their differences, some personality types are bound to conflict. Beginning to understand those differences will help you recognize when someone has a different personality type than you, thereby strengthening your relationships with them by being able to reconcile your differences.

Extroverted people, for example, are easily frustrated by introverts' tendency to remain quiet, while introverts are just as easily frustrated by extroverts' tendency to think out loud. An intuitive person might see a sensing person as scatterbrained, while a sensing person may think the intuiting person is overly-concerned with details and minutia. A feeling person can easily believe a thinking person is cold, while a thinking person might think the same feeling person is

too emotional. A judging person might become annoyed by a perceiving person's inability to make decisions, whereas the perceiving person might write off the judging person as uptight.

Undoubtedly one of these examples will seem familiar. You, an **ENFP**, have probably been frustrated at some point by a person who gets so hung-up on details that they fail to see the big picture. Have you ever been told to "just calm down"? These are only a few examples of conflicts that can arise between the 16 different personality types.

Understanding Personality Types To Understand Others

The E versus I Preferences

As an extrovert, you should remember the following when dealing with an introvert:

- Keep the lines of communication open. Just because an introvert gives you ample opportunity to talk doesn't mean you should capitalize on them all; they may think you don't care about their input.
- Extroverts tend to think out loud, which can bother some introverts.
- Introverts need ample alone time, so don't take it as a personal slight if they turn you down for a social event.

The S versus N Preferences

Perhaps the two preferences with the greatest differences between them, finding a balance between **Sensing** types and **iNtuiting** types can pose an extreme challenge. People in each other these categories do not exist in the same reality, and may be affected by the same situation in two completely different ways. However, if the natural strengths of **Sensing** and **iNtuiting** people, very strong teams and partnerships can be creative. So, when working with a **Sensing** type, it's important to remember:

- Take a **Sensing** person's feelings into account.
- A **Sensing** person's way of approaching problems does not mean they are unintelligent.
- Allowing a **Sensing** person to look at a project as a whole will be beneficial.

The T versus F Preferences

As a **Feeling** person, you naturally tend to make decisions by taking into account the emotions of all people involved, whereas a **Thinking** person bases their choices on logic and facts. When working with a **Thinking** person, it's therefore important to remember:

- A **Thinking** person is not cold and unfeeling.
- If a **Thinking** person doesn't tell you you've done a good job, it does not mean they don't appreciate the work you've done.
- A **Thinking** person might not realize a decision they've made affects you personally.
- Just because you are not a **Thinking** person does not mean you're less intelligent.

The J versus P Preferences

People who **Judge** and people who **Perceive** tend to approach the world in different ways. You may often find yourself confused by the decisions a **Judging** person makes. However, **Judging** and **Perceiving** people can thrive together in social situations. When working with a **Judging** person, just remember:

- Differences are not always negative.
- A **Judging** person is not necessarily anal-retentive.
- The way a **Judging** person approaches a problem does not mean he or she cares more than you.
- A **Judging** person is not trying to rush you.
- A **Judging** person will probably become frustrated if you clutter their workspace whether or not it was an accident.

Change Your Life by Changing Your Behavior

If you could make changes to your life that you could experience immediately, would you? Believe it or not, this *is* possible; all you need to do is identify one of your weaknesses (as listed on pages 19 and 20), and pay close attention to times in your life when something triggers that specific weakness. When you feel yourself beginning to default to this shortcoming, stop to take a breath, consider your situation, and make a deliberate choice to act differently than you normally would have. In the wake of this unusual decision, keep a close eye on the way this choice affects the outcome of the situation. More than likely, you'll see a completely different outcome than you've come to expect.

Behaving the same way you always do will always give you the same results. It's only through a thoughtful shift in behavior that you'll be able to positively influence the situations in your life.

For example, read the following true story:

Chris was the quintessential **ENFP**: creative, energetic, and always had a new idea for a project to undertake. People found his enthusiasm magnetic, so he was never without helping hands whenever his ideas needed a little extra help getting off the ground—and he certainly *did* always have a new idea. Because he worked as an accountant, Chris used his free time as a creative

outlet, and was frequently diving into some new hobby that allowed him to express himself. Art seemed to be the field in which he returned time and time again. Whether it was drawing, painting, sculpting, or photography, Chris had tried it, loved it, decided it was a passion. He'd enroll in adult education classes and attend enthusiastically, giving the lessons and assignments his all.

However, Chris's **ENFP** personality type, while giving him such enviable energy levels, made him extremely sensitive about criticism. He put so much of himself into every piece of art he made that when it came time to be given advice, any negative comment whatsoever, no matter how useful or true it may have been, felt like it was a personal attack. Every time without fail he'd take offense and become emotional, which, like any **ENFP**, put him under so much stress that he would inevitably end up quitting the class altogether and moving onto something else.

Most recently, Chris decided to try his hand at something he'd always loved: comic books. As a child he'd been an avid collector of the classics, and the interest carried over into adulthood, when he'd been able to graduate into reading graphic novels. Knowing he was already a competent drawer and very creative, Chris purchased everything he needed to begin and dove right in. This time he chose to forgo classes and simply set off on his own, working diligently on the comic book at nights and on weekends. It was the perfect hobby for him as an **ENFP**, as it engaged his imagination and held his interest with its multiple disciplines: drawing, writing, graphic design, bookmaking.

Eventually Chris completed his project (something he rarely seemed to do), and felt proud of himself. So proud, in fact, that he decided to send it into an agent for potential publication. It took weeks, but finally he got a reply in the mail, along with his book, returned. The first line of the letter read, "Thank you for your submission, but..."

At this point, Chris would have ordinarily let his **ENFP** emotions get carried away and end up throwing the letter away, putting the comic book in a drawer, and moving on to a new hobby. This time, however, he decided to see what the agent had to say. In the letter he was told his book had a lot of potential, but needed an editor to help polish up the storyline, which had a few rough spots. It even gave him the phone number of an editor who would be willing to work with him, and suggested he produce another draft of the book and submit it again. His enthusiasm boosted by the letter, Chris contacted the editor, who was interested enough in the project to take it on, and together the two of them created a revised version of the original comic book—and this time, when Chris submitted it to the agent, it was accepted wholeheartedly.

Chris is now the author of a published comic book, with more in the series forthcoming. By changing his behavior one time, he was able to change the trajectory of his life. He learned to accept his weaknesses and not let them rule his life, and in doing so was able to concentrate on his natural strengths. He is now the architect of his own destiny.

Conclusion

Having now read this report, you should now be more aware of your personality type, with a greater understanding of what it means to be an **ENFP**, and how the unique traits of your personality can influence every part of your life, including your education, career, and personal relationships. Each of your personality type's four components has been described in detail to give you comprehensive insight into who you are at the core. You should now have a clearer understanding of what it means to be an **ENFP**, and how the four preferences therein interact with each other.

We've also provided you with a description of the personality type completely opposite from your own, so that you can better understand the types of people whose decision-making processes might be different than your own.

This report has detailed the strengths inherent to **ENFPs**, and explained the benefits of finding ways to align these natural assets on your career path to not only give you a strong professional advantage, but allow you to have a more fulfilling life, both in and out of work.

Weaknesses common amongst **ENFPs** have also been discussed, along with specific pieces of advice designed to help you recognize the areas in which you may be lacking, and how to compensate for those weaknesses using your many natural strengths, allowing you to be successful in both professional and personal capacities.

Understanding your personality type and the innate strengths therein is an important part of being able to market yourself in the career that's right for you, and this report has given you an insight into the values shared by all **ENFPs**. Potential career paths have been outlined, as well as those jobs that are known to cause an excess amount of anxiety to those with your particular personality type.

This report has also prepared you for the shifts in personality that occur at different stages of your life, helping you realize what is behind the common "midlife crisis" and how to embrace the changes as they occur, first at age 40, then again around 50. You're now ready to meet these new stages of your life with enthusiasm, and use them as opportunities for personal growth.

Because we have discussed the traits of other personality types as they relate to your own, you now have the skills necessary to build stronger, more lasting relationships with people you were not previously able to understand. This will improve not only the relationships in your professional life, but personal ones as well.

Lastly, we have given you a strategy for making changes in your life by making changes in yourself.

Now that you are equipped with all the tools you need to understand your personality and the personalities of others, you are ready to become more successful and fulfilled in both your personal and professional life.

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