

### **Portrait of an ENFP**

ENFPs have a remarkable latitude in career choices and succeed in many fields. As workers, they are warmly enthusiastic, high spirited, ingenious, imaginative and can do almost anything that interest them. They can solve most problems, particularly those dealing with people. Their charming and at ease with colleagues; others enjoy their presence. ENFPs are outstanding at getting people together, and are good at initiating meetings and conferences, although not as talented at providing for the operational details of these events. They enjoy inventing new ways of doing things, and the projects tend to become a cause, quickly becoming personalized. They are imaginative themselves, but often have difficulty picking up on ideas and projects initiated by others. They must make these ideas and projects their own if ENFPs are to lend their energy and interest. Once people or projects become routine, ENFPs are likely to lose interest-what might be is always more fascinating than what is. ENFPs make extensive use of their intuitive powers. They usually have a wide range of personal and telephone contacts, expanding and maintaining both career and personal relationships.

ENFPs make excellent salespeople, advertising people, politicians, screen or play writers, and in general are attracted to the interpretive arts, particularly character acting. People to people work is essential for ENFPs who need the feedback of interaction with others. ENFPs may find it difficult to work within the constraints of an institution, especially in following rules, regulations, and standard operating procedures. More frequently, institutional procedures and politics are targets to be challenged and bent by the will of an ENFP. Colleagues and superiors sometimes find themselves in the position of having to accommodate and salvage. At times, ENFP's demonstrate and patience with others; they may get into difficulty in organizations by siding with its dictators, who find in an ENFP a sympathetic ear and a natural rescuer. In occupational choice, ENFP's quickly become restless if the choices involve painstaking detail and follow through over a period of time. Variety and day-to-day operations and interactions best suits the talents of the ENFP's, who need quite a bit of latitude in which to exercise their adaptive ingenuity.

ENFP's are characteristic in their pursuit of the novel, their strong sense of the possible, and outstanding intuitive powers. At the same time, they have warmth and fun with people and generally are unusually skilled and handling people. Their extraverted role tends to be well developed, as is their capacity for the novel and the dramatic.

For ENFP's nothing occurs which does not have some significance, and they have an uncanny sense of the motivation of others. This gives them a talent for seeing life as exciting, pregnant with possibilities for both good and evil. This type is found in only about 5 percent of the general population, but they have great influence because of their extraordinary impact on others. ENFP's stride toward the authentic, even when acting spontaneously, and this intent is usually communicated nonverbally to others, who find this characteristic attractive. ENFP's, however, find their own efforts of authenticity and spontaneity always lacking, and tend to heap coals of the fire on themselves, always berating themselves for being so conscious of self.

ENFP's consider intense emotional experiences vital; we may have these, however, they're made uneasy by a sense of being there but with a part of themselves split off. They strive for congruency, but always see themselves in some danger of losing touch with their real feelings, which ENFP's process any wide-range and variety.

ENFP's exercise a continuous scanning of the external environment, and nothing out of the ordinary is likely to escape their attention. They are keen and penetrating observers and are capable of intense concentration on another individual while aware of what is going on about them. Their attention is never passive for casual, never wondering, but always directed. At times, ENFP's find themselves interpreting events in terms of another is "hidden motive" giving special meaning to the words or actions. This interpretation tends to be negative and, more often than not, and inaccurately negative. In the process, and ENFP may find that he or she has introduced an unnecessary, toxic elements into the relationship. While ENFP's are brilliantly perceptive, they can make serious mistakes in judgment, which works to their discomfort. These mistakes derived from their tendency to focus on data which confirm their own biases. They may be absolutely correct in their perceptions of wrong in their conclusions.

Because they tend to be hyper sensitive and hyper alert, they may suffer from muscle tension. They live in readiness for emergencies; because they have this faculty, they assume this is true for others. They can become board rather quickly with both situations and people, and resist repeating experiences. They enjoy the process of creating something-an idea or a project-but are not as interested in the follow-through. They are typically enthusiastic, and this is contagious. People get caught up and entranced by the ENFP. Yet this type is marked with a fierce independence, repudiating any kind of subordination, either in themselves or others in relation to them. They do tend to attribute more power to authority figures than is there and give over to these figures the ability to "see through" them-which also is not apt to be there. While ENFPs resist the notion of others becoming dependent or having power over them, their charisma draws followers who wish to be "shown the way." ENFP's constantly find themselves surrounded by others who looked toward the ENFP for wisdom, inspiration, courage, leadership, and so on-and expectancy which, at times, weighs rather heavily on the ENFP.

ENFPs are characteristically optimistic and are surprised when people for events do not turn out as anticipated. Often their confidence in the innate goodness of fate and human nature is a self-filling prophecy.