

**ENFJ**     ***Extraverted – Intuitive – Feeling - Judging***  
*“The Public Relations Specialists”*

**As an ENFJ, career satisfaction means doing work that:**

1. Lets me establish and maintain warm and supportive interpersonal relationships with co-workers, clients, customers, etc.
2. Lets me develop creative solutions to problems on projects that I believe in and where I can see the positive results of my efforts for other people.
3. Is done in an environment where expectations are clear, contributions are appreciated, and personal and professional growth and development are encouraged.
4. Lets me part of a team of other creative people I trust as well as be busy and productive.
5. Allows me time to develop creative solutions to problems and then share them with other supportive and caring people.
6. Is done in an active and challenging environment where I am able to juggle several projects at once.
7. Lets me use my organizational and decision-making skills and have control and responsibility for my own projects.
8. Gives me a variety of activities but allows me to work in a relatively orderly and well-planned manner.
9. Is done in an environment that is free from interpersonal conflicts and ongoing tension.
10. Exposes me to new ideas and lets me explore new approaches, especially those that will improve the lives of other people.

**Work-related strengths and weaknesses of ENFJs include:**

**STRENGTHS:**

Promote harmony, build cooperation.  
Respect a variety of opinions.  
Can be good public speakers and facilitate group discussions.  
Decisive and organized.  
Natural leaders.

**WEAKNESSES:**

Tend to idealize people.  
Can make decisions too quickly.  
May have trouble dealing with conflict and sweep problems under rug.  
May take criticism too personally.  
May not be attentive to factual accuracy.

## *Popular Occupations for ENFJ*

### **COMMUNICATION**

- Communication director
- Writer-journalist
- Entertainer/artist
- Advertising account executive
- Public relations specialist
- Fund-raiser
- Recruiter
- Recreational director
- TV producer
- Newscaster
- Politician

ENFJs are masterful communicators. They are motivated to understand and please others, so they often possess great tact and diplomacy. They sometimes prefer the spoken word to the written word but many ENFJs are good writers as well. They enjoy the process of gathering information by meeting and interviewing people and coming to understand the underlying and personal side of a story or issue. The world of advertising, public relations, and fun-raising is often a satisfying one, especially when the ENFJ believes in the product, service, or cause involved and if the atmosphere does not become too competitive or conflict-ridden. ENFJs establish relationships quickly with clients, customers, and co-workers and can be persuasive and effective agents, producers, recruiters, and politicians. They are natural and charismatic leaders and enjoy facilitating large and small groups.

### **COUNSELING**

- Psychologist
- Facilitator
- Career counselor
- Personal counselor
- Holistic health adviser
- Clergy/ministry
- Corporate outplacement counselor

ENFJs are often drawn to education because it gives them an opportunity to work directly with other people, helping them to grow and develop. They prefer teaching subjects where they can focus on the meaning of material and teach through interpretation and expression. They need a harmonious and cooperative work environment that is tolerant of all views and fosters the open sharing of opinions and feelings.

Human service organizations are often appealing to ENFJs because they provide an opportunity to work toward improving the quality of life for themselves and others. They like to be leaders, in control of their projects as much as possible, and to see positive results from their efforts.

### **BUSINESS/CONSULTING**

- Human resource development trainer
- Sales trainer
- Recruiter
- Travel agent
- Executive: small business
- Program designer
- Sales manager

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.

*Excerpt from Do What You Are: Discover the Perfect Career For You Through The Secrets of Personality Type; Paul D. Tiger & Barbara Barron-Tieger.*