



This profile is designed to help you understand your results on the *Myers-Briggs Type Indicator*® (MBTI®) assessment. Based on your individual responses, the MBTI instrument produces results to identify which of sixteen different personality types best describes you. Your personality type represents your preferences in four separate categories, with each category composed of two opposite poles. The four categories describe key areas that combine to form the basis of a person's personality as follows:

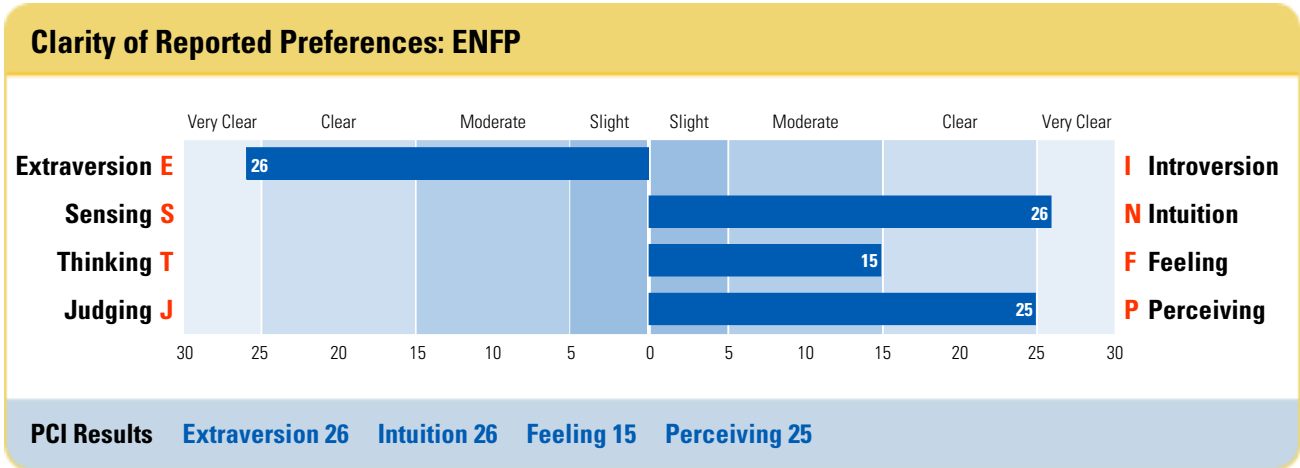
- **Where you focus your attention — Extraversion (E) or Introversion (I)**
- **The way you take in information — Sensing (S) or Intuition (N)**
- **The way you make decisions — Thinking (T) or Feeling (F)**
- **How you deal with the outer world — Judging (J) or Perceiving (P)**

Your MBTI type is indicated by the four letters representing your preferences. Based on your responses to the assessment, your reported MBTI type is ENFP, also described as Extraverted Intuition with Feeling. Your results are highlighted below.

Reported Type: ENFP				
<b>Where you focus your attention</b>	<b>E</b>	<b>Extraversion</b> People who prefer Extraversion tend to focus their attention on the outer world of people and things.	<b>I</b>	<b>Introversion</b> People who prefer Introversion tend to focus their attention on the inner world of ideas and impressions.
<b>The way you take in information</b>	<b>S</b>	<b>Sensing</b> People who prefer Sensing tend to take in information through the five senses and focus on the here and now.	<b>N</b>	<b>Intuition</b> People who prefer Intuition tend to take in information from patterns and the big picture and focus on future possibilities.
<b>The way you make decisions</b>	<b>T</b>	<b>Thinking</b> People who prefer Thinking tend to make decisions based primarily on logic and on objective analysis of cause and effect.	<b>F</b>	<b>Feeling</b> People who prefer Feeling tend to make decisions based primarily on values and on subjective evaluation of person-centered concerns.
<b>How you deal with the outer world</b>	<b>J</b>	<b>Judging</b> People who prefer Judging tend to like a planned and organized approach to life and prefer to have things settled.	<b>P</b>	<b>Perceiving</b> People who prefer Perceiving tend to like a flexible and spontaneous approach to life and prefer to keep their options open.

Your responses to the MBTI assessment not only indicate your preferences; they also indicate the relative *clarity* of your preferences—that is, how clear you were in expressing your preference for a particular pole over its opposite. This is known as the *preference clarity index*, or pci. The bar graph on the next page charts your pci results. Note that a longer bar suggests you are quite sure about your preference, while a shorter bar suggests you are less sure about that preference.





Your type professional can give you more insight into your Profile results as well as elaborate on the type description provided for you in the chart below. Does the description of your reported type seem to fit you? Many people find that their MBTI results describe them quite well. For others, changing a letter or two may help them discover an MBTI type that more accurately captures their personality. If you feel the characteristics do not fit you quite right, the person who administered the MBTI instrument can help you identify a better-fitting type.

### Type Description: ENFP

ISTJ	ISFJ	INFJ	INTJ
ISTP	ISFP	INFP	INTP
ESTP	ESFP	<b>ENFP</b>	ENTP
ESTJ	ESFJ	ENFJ	ENTJ

- Curious, creative, and imaginative
- Energetic, enthusiastic, and spontaneous
- Keenly perceptive of people and of the world around them
- Appreciative of affirmation from others; readily express appreciation and give support to others
- Likely to value harmony and goodwill
- Likely to make decisions based on personal values and empathy with others
- Usually seen by others as personable, perceptive, persuasive, and versatile

Each type, or combination of preferences, tends to be characterized by its own interests, values, and unique gifts. Whatever your preferences, you may use some behaviors that are characteristic of contrasting preferences. For a more complete discussion of the sixteen types and applications such as career choice, relationships, and problem solving, see the *Introduction to Type®* booklet by Isabel Briggs Myers (1998) or *Gifts Differing* by Isabel Briggs Myers with Peter B. Myers (1995). These publications and many others to help you understand your personality type are available from CPP, Inc.



# Myers-Briggs Type Indicator®

## Type Description



# ENFP

Extraversion ▪ Intuition ▪ Feeling ▪ Perceiving

### The 16 MBTI® Types

ISTJ	ISFJ	INFJ	INTJ
ISTP	ISFP	INFP	INTP
ESTP	ESFP	<b>ENFP</b>	ENTP
ESTJ	ESFJ	ENFJ	ENTJ

ENFPs represent approximately 8% of the U.S. population.

ENFPs are enthusiastic innovators, always seeing new possibilities in the world around them. Their world is full of possible projects or interests they want to pursue. Imaginative, high-spirited, and ingenious, they are often able to do almost anything that interests them. They are confident, spontaneous, and flexible, and often rely on their ability to improvise.

They value home, family, friendships, creativity, and learning.

### ENFP Descriptors

- Curious
- Imaginative
- Creative
- Innovative
- Insightful
- Perceptive
- Sociable
- Gregarious
- Cooperative
- Supportive
- Warm
- Caring
- Friendly
- Personable
- Enthusiastic
- Energetic
- Spontaneous
- Lively
- Adaptable
- Versatile



# Myers-Briggs Type Indicator®

## Type Description



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### Characteristics of ENFPs

- ENFPs love variety—of ideas, people, and environments.
- They bring a lot of energy and enthusiasm to whatever they turn their attention to.
- They are stimulated by new people, ideas, and experiences.
- ENFPs see connections or relationships between ideas or events.
- They make their decisions based on their personal values.

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### ENFPs with others

- ENFPs are skillful in dealing with people and often have remarkable insight into the possibilities open to others.
- They look for the potential in others and then help them develop that potential.
- They are good at expressing appreciation and giving support.
- ENFPs enjoy meeting people from different cultures.
- They value harmony and goodwill; they like to please others and will adapt to others' needs and wishes when possible.
- They usually have a large circle of friends or acquaintances and sometimes don't distinguish between the two.
- ENFPs are extremely perceptive about the attitudes of others, aiming to understand rather than judge people.

# Myers-Briggs Type Indicator®

## Type Description



### ENFPs at work

- ENFPs are always initiating new projects.
- They bring energy and enthusiasm to the group, team, or organization.
- They can become passionate champions of an idea or a vision.
- With talent, ENFPs can succeed in almost any field that captures their interest.
- They are drawn to counseling and other helping professions, as well as to art, journalism, science, advertising, sales, the ministry, or writing.
- They can be inspired and inspiring teachers or trainers, particularly when they have freedom to innovate.
- They are happiest and most effective in jobs that permit starting one project after another, with someone else taking over as soon as the situation is well in hand.
- They are least satisfied in jobs that require routine or in any environment that limits their natural desire to innovate.

### Potential blind spots for ENFPs

- If ENFPs have not developed their Intuition, they may rely too much on personal value judgments and fail to take in enough information. They then will not trust their own insights, will be uncertain, and may accept others' opinions too readily.
- If they have not developed their Feeling preference, they may go from one enthusiasm to another without finishing anything.
- Also, they may have difficulty prioritizing their many possible projects, which can lead to burnout as they try to do it all.
- They may also commit themselves to ill-chosen projects, fail to finish anything, and squander their inspirations by not completing their tasks.
- They tend to hate uninspired routine and find it remarkably hard to apply themselves to the sometimes necessary detail connected with any major interest.
- They may get bored with their projects as soon as the main problems have been solved or the initial challenge has been met and then not follow through.