

## MYERS-BRIGGS TYPE INDICATOR GENERAL PROFILE

### ENFJ

#### Personality

ENFJ's are outstanding leaders of groups, both task groups and growth groups. They have the charming characteristic of seeming to take for granted that they will be followed, never doubting that people will want to do what they suggest. And, more often than not, people do because this type has unusual charisma. ENFJ's place a high value on cooperation from others and are most willing to cooperate themselves.

Found in only 5 percent of the general population, ENFJ's place people as being of highest importance and priority. As a result, ENFJ's may find themselves feeling responsible for the feelings of others to an extent which places a burden on the relationship. An ENFJ communicates caring, concern, and a willingness to become involved. Thus people turn to ENFJ's for nurture and support, which an ENFJ is usually able to deliver. At times, however, these kinds of demands can overwhelm ENFJ's, who find at this point that they lack the skills to dissociate. ENFJ's do not seem able to turn away from these demands even when they become unreasonable. Or, if forced to let go of the burden through sheer unavailability of time or energy, ENFJ's experience a guilt all out of proportion to the realities of the commitment made to the relationship.

ENFJ's are especially vulnerable to idealizing interpersonal relationships, raising these relationships to a plane which seldom can sustain the realities of human nature. Because of this tendency to raise interpersonal relations to the ideal, ENFJ's may unwittingly overpower their friends, who believe that they cannot possibly live up to an ENFJ's perception of them. The fact is, ENFJ's are extraordinarily tolerant of others, seldom critical, and always trustworthy.

ENFJ's take communication for granted and believe that they are understood and that their communications are accepted. Just as they themselves are accepted, they are surprised, puzzled, and sometimes hurt. Fortunately, this does not happen with high frequency, as ENFJ's have a remarkable fluency with language, especially in speech; they are particularly adept when communicating face-to-face as opposed to communicating in writing. They are influential, therefore, in groups, having no hesitation about speaking out, no matter how large or small the group may be.

ENFJ's have an unusual ability to relate to others with empathy, taking into themselves the characteristics, emotions, and beliefs of others. This can pose a danger for ENFJ's because they can unconsciously over-identify with others and pick up their burdens as if they were their own. In the process, ENFJ's may risk their own sense of identity. They have a natural ability to mimic because of this highly developed ability to empathize by introjection. They are likely to be very concerned about the problems of those close to them, but they also may get as deeply involved in the problems of those not so close and may find themselves over-extended emotionally.

ENFJ's would do well to follow their hunches, for their intuition tends to be well developed. Decisions made purely on the basis of logic may not be so sound, and checking with a person who has a strong "T" preference might be at times advisable for the ENFJ. In the framework of values, however, the ENFJ is on certain ground. Generally, they know what they prefer and can read other people with outstanding accuracy. Seldom is an ENFJ wrong about the motivations or intent of another, hidden or not.

#### Career

This longing for the perfect carries over into the careers of ENFJ's, who experience some degree of restlessness whatever their job. And, as with ENFP's, ENFJ's have a wide range of occupations, which offer success. Being verbally adept, ENFJ's contribute to an unusual level when dealing with people, particularly face-to-face; the media, the ministry, and the stage and screen are populated with successful ENFJ's. They make superior therapists, charismatic teachers, excellent executives, and personalized

salespersons. Areas that would not permit utilization of the interactional talents of ENFJ's for example, accounting, should be avoided; otherwise, almost any people-to-people occupation where personal, sustained contact is involved capitalizes on the personality of an ENFJ.

ENFJ's like to have things settled and organized. They prefer to plan both work and social engagements ahead and tend to be absolutely reliable in honoring these commitments. ENFJ's are very much at home in complex situations which require the juggling of much data. At the same time, they can handle people with charm and concern. ENFJ's are usually popular wherever they are. Their ability to be comfortable either leading or following makes them easy to have around, whatever the situation. A well-developed ENFJ group leader can provide, almost endlessly, activities for groups to engage in with almost no preplanning and can find adequate roles for members of the group to preplanning and can find adequate roles for members of the group to play. In some, this can amount to genius which other types find hard to emulate. In this ability to organize without planning there is a certain similarity to an ESFJ, but the latter acts more as a master of ceremonies than as a leader of groups. The ESFJ is more of a recreational leader, who insures that each member has fun at a party and that the right things are expressed at social occasions, especially institutional social occasions such as weddings, funerals, parties, and the like. ENFJ's, just like the ESFJ's, value harmonious human relations above all else; but ENFJ's are not so easily crushed by indifference as are ESFJ's, and are more independent of other's valuations.

### Home

ENFJ's are socially adept and make excellent companions and mates. They also are deeply devoted to their children, yet tend not to be domineering to either the children or mate. In fact, the ENFJ is so even-tempered that he or she can be victimized by a mate who might have become more and more demanding.

ENFJ mates always try to please and feel personally responsible when home life does not go smoothly. They are tireless in their efforts to see that it does, providing generously from available income, time, and energy. This dedication often exists, however, side by side with an ENFJ's dream of the perfect relationship – a characteristic of all NF's, but one which is particularly strong in an ENFJ. Thus an ENFJ has that longing for the ideal that results in a vague dissatisfaction with whatever is in the way of relationships, mating as well as friendships.

### Midlife

At midlife, ENFJ's might want to expand their capabilities toward introverted activities such as reading, gardening, painting. They also may want to increase their sensitivity to classical music, subtleties of fine foods and beverages, beginning to develop ever-increasing discriminations of fineness among fine things. Already likely to be a gourmet, an ENFJ might become a connoisseur art collector, for example, or an expert of medieval tapestries. Also, the development further of intellectual capabilities might interest ENFJ's at midlife, perhaps taking the direction of formal study. ENFJ's have the ability to appreciate both people and nature, and more time spent in travel might be gratifying, particularly if this was used as an opportunity to collect works of art.

## MYERS-BRIGGS TYPE INDICATOR MATING PROFILE

### ENFJ

#### Mates

Who can complement this growth-catalyst? The opposite on the “S” side is ISTP, the “artisan.” It is not difficult to see how the teacher inherent in the ENFJ would want to “bring out” the craftsman in the ISTP. The artisan, however, has another side to his nature that pops up occasionally and in some cases is a life theme: adventure and exploration. The ISTP can, so to speak, be wayward, take off for parts unknown. It is difficult to imagine a similar desire on the part of the ENFJ to bring out adventuresomeness.

The ENFJ, on the intuitive side, finds the INTP attractive. Now here is a splendid target for our catalyst, for beneath the cool, collected, detached, and doubting exterior lies an architect of buildings, machines, tools, operations, tactics, languages, mathematics, or whatever can be designed. If, that is, this latently capable designer can be “activated” or “brought out”.

#### Courting

If ever a person died for love, it was sure to have been an Apollonian (NF). Romeo and Juliet, both NF's, could not face the prospect of life without each other and so chose to die in a way which was symbolic of lovers, such as Heloise and Abelard, the Brownings, Antony and Cleopatra, Beth the landlord's daughter and her highwayman, all created a work of art in their courtships. This is not surprising, since one of the arts at which the NF is skilled is that of creating the romantic relationship. In fact, the term sex would seem somehow crude when used in discussing the NF; love better captures their appreciation of the physical relationship. Both the NF female and male respond to their mates with sympathy, tenderness, and frequent, passionate expressions of love, both verbal and nonverbal. Possessing facility with language, NF's are able too express nuances of emotions that may escape other types. NF's are not afraid of using poetry, music, and quotations to enhance their courting relationships; the romantic developments in the lives of NF's have a flair for dramatizing their courtships, making each the perfect love. A storybook flavor permeates their courtship behavior. The NF suitor is certain he will live happily ever after, and transmits this certainty to the object of romantic pursuit. The ideal of the perfect love that will never die motivates the NF's in their search for a partner who can relate spiritually as well as physically. They strive to be authentic lovers capable of sustaining deep intimacy. Seeing their identity as mate is a major part of their personality.

Just as the possible rather than the actual lures NF's in other parts of their lives, so do the possibilities in relationships inspire them. When a relationship is being established, the recipient of the NF's attention is apt to be the center of his world. The pursuit is given almost single-minded attention and no effort is spared in the wooing. An undying love is in the offing, and once the physical relationship is consummated (for a male NF) or the words of love spoken (for a female NF) the relationship will be blessed with romantic bliss. Both NF males and females are likely to be blind to any flaws in their beloved in the early stages of a romance. Life will be happy ever after (although the details of this happy ever after are usually not explored in depth). The romantic gesture and the idealization of the relationship are characteristic of the courting behaviors of the NF. The dream is sometimes preferred to reality. At times, the fantasy of the sexual encounter cannot survive the reality of consummation, especially for the male NF.

#### Sex

It appears female NF's are more able to sustain the depth of romanticism involved with a relationship longer than male NF's. Once the physical side of the relationship is acted out, the male NF can lose interest and turn to another fantasy. In a Quixotic way, he seems to be compelled to pursue the impossible dream of a larger than life, giant-screen goddess who will be madonna, mistress, lover, whore,

mother, daughter, and wife. His real-life mate is not always able to measure up. The NF male, in hot pursuit, is likely to express a love which is undying but which can vanish all too soon in the harsh light of the morning after. The female NF does not demonstrate this characteristic; rather, she is likely to increase her dedication after the physical relationship is consummated. She becomes more and more devoted, continuing to romanticize the relationship and believe in its perfection, to give small transactions profound significance, to dramatize the interactions with her mate, to be willing to die for love. She seems seldom disappointed in the sexual act; orgasmic response on her part is seen as inconsequential compared to the pleasure of giving pleasure to her mate. What matters is that he is fulfilled and satisfied. For the male NF, ennui can set in as a result of familiarity; for the female NF, this is not as likely to happen. The SP can say, and mean, with Dorothy Parker, "I'll be true as long as you, and not a moment after..."; the female NF is more likely to have as a part of her mating identity the image of falling in love once and for a lifetime. The fact that his does not always work out does not negate the possibility of the dream coming true. Fortunately, both male and female NF's have a capacity for deep affection and caring over and above sexual expression, and out of this capacity can grow a lasting, satisfactory relationship.

In the last decade or so a curious phenomenon has occurred, perhaps arising from the female NF's characteristic of maintaining her romantic dream even in the face of a contradictory reality. The group that spearheaded the sexual revolution were the female NF's. It has been the female NF's who have said NO to the double sexual (and other) standards. It has been the female NF's who have been most militant in demanding equal orgasmic rights. It has been the female NF's who have decided that they are not sure they will be true, even as long as their male partners. Somehow female NF's have decided that their vision of a better, more satisfactory mating relationship can be actualized. They seem willing, in ever growing numbers, to take whatever risks are necessary to find that relationship, either in or out of a legal contract. In fact, more and more the NF females seem reluctant to tie themselves down to a legal arrangement, putting off the urgings of their housemates, asking that both wait until she is sure she is doing the right thing. More and more NF females seem to be willing to bear their children outside a legal arrangement and to raise them alone. This is not to say that other types are not also involved in this movement, but it is the NF's, along with a limited number of NT females, who provide the vanguard of the revolution. Instead of being ready and willing to die for love, the current NF female seems to be willing to die for love, the current NF female seems to be willing to live for the possibility of a better way of relating to mates.

### Interpersonal

Both male and female NF's are likely to be charming mates, and a source of continuing warmth, support, and understanding. They are usually ready to lend sympathy to a mate when the outside world turns hostile and are not apt to use that moment to point out the errors of a mate's ways, something which other types might be tempted to do. The NF's are generally skilled socially, and people usually feel wanted and well-hosted in their homes. They often are experts in the arts of appreciation, especially in the area of personal characteristics, and they are apt to be generous in expressing these appreciations to their mate. It is probably the NF who is the most living, dedicated, affectionate, appreciative mate, and is unstinting in the expression of these emotions, both to mate and to children. Their conversations, particularly those of extraverted NF's, are apt to be sprinkled with terms of endearment, especially in private. The NF can be as extravagant as an SP when expressing love through the media of gifts, but the NF is more than likely to present the gift in private, and select with extraordinary care something with special or even symbolic meaning. NF's, both male and female, usually remember birthdays, anniversaries, and the like without being prompted, or at most needing only a hint. If, in turn, the NF's milestones are not heeded, they are deeply hurt, as deeply as they are appreciative when theirs are noticed.

Although NF's, especially the male NF, become restless if others (including mates, children, or parents) are dependent, NF's have in their own personalities characteristics that promote this dependency. They pride themselves on being sensitive to others and caring about them. It is almost impossible for NF's to be unaware of others' psychological needs. Yet the NF becomes restless when these ties begin to bind, as they do when the amount of emotional input becomes a psychological overload for the NF. At that point the NF can seem cruel, insisting unexpectedly that the other "stand on his own two feet." This shift in attitude is usually abrupt and the person who heretofore believed that he was very special in the eyes of the NF now finds himself apparently rejected. The NF does not mean to be unkind; he or she is simply disconnecting a relationship which can no longer be handled—in spite of the reality that the NF created

this dependent relationship through expressions of empathy and unique understanding. Building empathic relationships is second nature to this temperament, a master of the art of intimacy. But as those around the NF want more and more attention, more and more expressions of this unusual appreciation, more and more signals of deep affection, the NF mate becomes restless and resentful of pressures to deliver what had seemed promised; the ideal love, the perfect friendship, complete understanding, and total acceptance.

The NF is vulnerable to this kind of misunderstanding because of his extraordinary capabilities to introject. He can take into himself the point of view, the emotions, and the psychological state of another so completely that the other feels totally received. The other person may not realize that the NF does this in most relationships, and may be hurt on discovering that he is not valued as uniquely as he first thought. When the NF leaves each person, the NF no longer resonates to that person, but relates to the person now present. Understandably, this can cause some difficulty in the mating relationship for mates who want this characteristic to be exercised more exclusively; the NF may not know how not to respond to the emotional demands of others.

### Social

A danger an NF faces in his intimate relationships is that he will move from relationship rather than making the necessary effort to develop those already existing. The NF's tendency to experience anticipation as more attractive than consummation can cause him to use his energies pursuing the dream at the expense of what is actually available. Once an NF believes that he or she knows all there is to know about another, disinterest sets in; restlessness and a sense of boredom develop. NF's, as do other types, want a certain amount of variety and change in their lives. Other types, however, may seek this through intellectual pursuits, adjustment of living routines, vacations, new activities. The NF is most vulnerable to seeking this through searching out new relationships, more often than not at the expense of deepening those already existing.

A quality an NF can bring to intimate relationships is an extraordinary sensitivity and ability to communicate emotionally. In the affective areas the NF is without equal. No other type is as sympathetic to others as is the NF. As mates they can be a source of warmth, appreciation, and support which other types have difficulty emulating.

### Domestic

After the honeymoon is over, the mate of an NF can feel let down when the reality of living with the NF may be in some contrast with what was anticipated. The discovery by the mate that the NF is, after all, less than perfect often results in feelings of resentment ill-deserved by the NF, but nonetheless real. NF mates themselves are in a dilemma. They are caught up in the romanticized expectations of the psychological and sexual experience generated in their own perceptions and encouraged by others. The fantasy is more than likely to be exaggerated by both the NF and the mate, and it is common experience for NF's to express that anticipation was more delightful than consummation. The actual sexual act, in particular, can be less the anticipated, for, more often than not, the NF's romantic nature will not allow him to her to acquire sexual expertise through study. Rather they see themselves as somehow supposed to know the appropriate loving and tender approach intuitively. Consulting scientific studies is seen as cold and objective and somehow destructive. Thus, the actual sexual relationship may be a letdown initially and a disappointment to both partners until both acquire the necessary competency.

Although NF's are almost hypersensitive to the moods of their mates, especially if they are also introverts; they may not always be willing to deal positively with the other's emotional reactions. NF's report that they find their own emotional circuits often so overloaded with their own concerns that they cannot deal with the emotional experiences of others who are especially close to them. Particularly when experiences involve conflict and hurt. This, the mates of NF's can see their mates responding to relative strangers with a degree of warmth and acceptance that may not be available to them.

As parents, NF's are sensitive to the viewpoint of their children, sometimes to the point of siding with them in a way which reinforces the youngsters' antisocial, self-defeating behaviors. An NF parent, for example, can rush to rescue a child from consequences of his wrong doing and, in the process, not permit the child to develop necessary skills which he needs to deal with the realities of a less protective world.

**NF mates may have difficulty detaching themselves from their jobs or social demands in order to preserve time for family. In this the NF is like the SP. They have some difficulty saying no to attractive offers and thus may neglect priorities. Whoever is there and demanding time gets it, even though others may be waiting elsewhere.**