

MYERS-BRIGGS TYPE INDICATOR® | STEP I^{TM}

Prepared for

TRAVIS SAMPLE

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Your Myers-Briggs® Profile is designed to help you understand your results on the *Myers-Briggs Type Indicator*® (MBTI®) assessment. This assessment identifies which of 16 different personality types best describes you.

Your answers to the questions on the MBTI assessment show which preference in each of four pairs of opposites you favor. Your preferences are choices between equally valuable and useful qualities. Each preference is indicated by a letter.

Your Myers-Briggs personality type

ENFJ

Your preferences

Extraversion | Intuition | Feeling | Judging

THE WAY YOU DIRECT AND RECEIVE ENERGY

Extraversion

People who prefer Extraversion tend to direct their energy toward the outside world and get energized by interacting with people and taking action.





Introversion

People who prefer Introversion tend to direct their energy toward their inner world and get energized by reflecting on their ideas and experiences.

THE WAY YOU TAKE IN INFORMATION

Sensing

People who prefer Sensing tend to take in information that is real and tangible. They focus mainly on what they perceive using the five senses.





Intuition

People who prefer Intuition tend to take in information by seeing the big picture. They focus mainly on the patterns and interrelationships they perceive.

THE WAY YOU DECIDE AND COME TO CONCLUSIONS

Thinking

People who prefer Thinking typically base their decisions and conclusions on logic, with accuracy and objective truth the primary goals.





Feeling

People who prefer Feeling typically base their decisions and conclusions on personal and social values, with understanding and harmony the primary goals.

THE WAY YOU APPROACH THE OUTSIDE WORLD

Judging

People who prefer Judging typically come to conclusions quickly and want to move on, and take an organized, planned approach to the world.

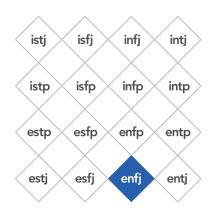




Perceiving

People who prefer Perceiving typically look for more information before coming to conclusions and take a spontaneous, flexible approach to the world.

TYPE DESCRIPTION: ENFJ



Warm, compassionate, supportive

Loyal, trustworthy

Attuned to others, empathetic; quickly understand emotional needs and motivations

Base decisions on their personal values

Value harmony and cooperation; look for the best in others

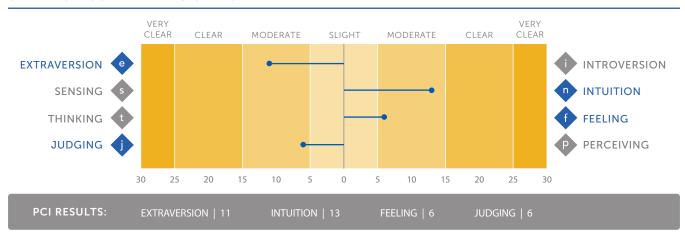
Stimulated by new ideas and possibilities for contributing to the good of humanity

Seen as sociable, personable, gracious, expressive, responsive, persuasive

Some of these descriptors may not fit you because you are a unique person. Although most ENFJs have personality attributes in common, there are still plenty of individual differences among people who share the same four-letter type.

Your MBTI responses also provide a picture of how clearly or consistently you chose your preference in each pair of opposites. This *preference clarity index* (pci) is indicated in the graph below. A longer line suggests that you are quite sure about a preference; a shorter line means that you are less sure about whether that preference truly describes you. Your preference clarity does not indicate how well developed your preferences are or how well you use them.

CLARITY OF YOUR PREFERENCES: ENFJ



Each of the Myers-Briggs types is characterized by its own interests, values, and unique gifts. Although each individual tends to use his or her preferences most naturally and most often, keep in mind that everyone can and does use *all* of the preferences from time to time, depending on what the situation calls for. For a more complete understanding of the 16 different personality types, refer to the *Introduction to Myers-Briggs® Type* booklet by Isabel Briggs Myers or to the many other MBTI resources that are available.



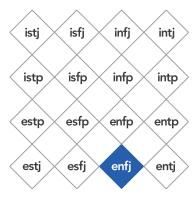


RESPONSIVE LOYAL **PERSONABLE** COMPASSIONATE **TRUSTWORTHY GRACIOUS SENSITIVE SUPPORTIVE** COOPERATIVE **EMPATHETIC** CREATIVE INSIGHTFUL **CURIOUS CATALYST PERSUASIVE EXPRESSIVE ENTHUSIASTIC ORGANIZED**

MYERS-BRIGGS TYPE INDICATOR®

TYPE DESCRIPTION

Travis Sample



Extraversion | Intuition | Feeling | Judging

ENFJs are sociable, responsive, and highly attuned to the emotions, needs, and motivations of others. They are good at drawing out the best in others and want to help everyone fulfill his or her potential. They can facilitate a group, act as a catalyst, and provide inspiring leadership.

They value home, family, health, friendships, learning, and community service.





Travis Sample 2

Characteristics of ENFJs

- ENFJs can provide inspiring leadership to a group.
- They may act as catalysts for individual and group growth.
- They are loyal and responsive to praise and criticism.
- They have very definite values and opinions, which they will express clearly.
- ENFJs tend to take on many service tasks or projects and assume a lot of responsibility for making them succeed.

ENFJs with Others

- ENFJs are energized by people and are socially adept.
- They have a strong need for authentic intimate relationships and bring great enthusiasm and intensity to creating and maintaining these.
- Their genuine interest can usually draw out and involve even the most reserved person.
- They place a high value on harmonious human contact.
- ENFJs look for and find the best in others, seeing potential in everyone and wanting to help others fulfill their potential.
- They take responsibility for organizing friends or family so that everyone is involved and people have fun.





Travis Sample 3

ENFJs at Work

 ENFJs are mainly interested in seeing the possibilities beyond what is present, obvious, or known.

- They are likely to have a gift of expression, which they use in speaking to audiences rather than in writing.
- · They think best when talking with people.
- They are sensitive facilitators of groups or teams.
- ENFJs are at their best in jobs that deal with people and in situations that require building cooperation.
- They are often found in jobs such as teaching, preaching, counseling, and selling.
- They may be less happy in work demanding factual accuracy, such as accounting, unless they can find personal meaning in their work.

Potential Blind Spots for ENFJs

- If ENFJs have not developed their Feeling preference, their decisions may be inconsistent and poorly formulated.
- Or, they may come to accept the judgments of others too readily without relying on their own values.
- If they have not developed their Intuition preference, ENFJs may not see possibilities and may make decisions too quickly, without taking in enough information or considering factors beyond their own personal values.
- Some ENFJs may have many definite "shoulds" and "should nots," which they express freely, sometimes annoying others.
- If they don't take in enough information, their actions may not have the helpful results they intended because they assume they know what should be done rather than taking the time to find out what is really wanted or needed.
- ENFJs may find it hard to admit to problems with people or things they care about. If they fail to face disagreeable facts, or refuse to listen to criticism, they will ignore their problems instead of searching for solutions.

