

## ESFP

Extravert, Sensing, Feeling, Perceiving

ESFPs represent approximately 13% of the American population.

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### Potential Strengths

ESFPs are friendly, warm, and energetic people who usually have a wide and varied circle of friends. They are active, talkative, and easy-going with a love of life that is infectious to everyone around them. They look for and find fun in everything they do and are at their best when they are busy doing things with people they enjoy. Realistic, sensible, and down to earth, ESFPs are good with details, and have great memories for the facts that pertain to people.

Sympathetic and eager to help anyone, ESFPs are usually not interested in judging or trying to control others. Many ESFPs have a great love of animals and nature. Using their well-developed common sense, they are usually good at solving immediate problems to make things easier or make a real and tangible difference in people's lives. Their spontaneity and adaptability enable them to respond quickly to opportunities and keep several balls in the air at one time.

### Potential Weaknesses

ESFPs' tendency to live completely in the present makes it difficult for them to look beyond the moment and plan ahead. They run the risk of being caught ill-prepared for events that might have been easily anticipated if they had focused further down the road. They tend to be pleasant but skeptical about accepting theories or approaches with which they have no personal experience. Their social nature sometimes distracts them from their commitments and they can find themselves over-committed because it is so difficult to turn down invitations.

Because ESFPs take a personal approach to life, they can get their feelings hurt when others are not as generous or loving as they are. They base their decisions almost exclusively on their personal feelings and experiences, and can fail to see more logical consequences of their actions. They need to work at staying objective and reading between the lines to get a more accurate view of the big picture

### As an ESFP, I am good at . . .

- Hands-on tasks that let me use my technical and artistic skills
- Bringing energy, enthusiasm, and fun to my work
- Adapting and responding to unexpected changes and crises
- Communicating with a variety of people, making people feel good
- Using my common sense to see what needs to be done and getting started
- Public speaking, teaching, and meeting facilitation

### I need to watch my tendency to . . .

- Become distracted and get off track easily
- Avoid making tough decisions or risking hurting others' feelings by being direct and honest
- Be disorganized, undisciplined, and avoid planning ahead
- Avoid theoretical subjects or working alone
- Accept things at face value and not look for less obvious meanings

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### What I need in a career for it to be satisfying

1. Plenty of opportunities to work closely with a variety of other people on a variety of projects throughout the day
2. A relaxed, friendly, and active environment where I feel part of a team, and I am appreciated and rewarded for my contributions
3. Work that is of a practical and helpful nature, where I have plenty of hands-on involvement and am able to see the results of my efforts
4. The opportunity to learn and master skills and then use them to solve problems using my common sense and realistic point of view
5. The chance to mediate problems, solve crises, and use my warmth and sense of humor to defuse difficult or tense situations and bring them to positive endings

### Careers to consider

Preschool Teacher	Elementary Teacher	Social Worker
Athletic Coach	Child Care Provider	Veterinarian
Photographer	Emergency Room Nurse	Veterinary Tech
Special Events Producer	Dog Obedience Trainer	Musician
Performer: Dance/comedy	Film Producer	Fundraiser
Travel Agent / Tour Operator	Retail Merchandiser	Promoter
Real Estate Agent	Labor Relations Mediator	Receptionist
Public Relations Specialist	Flight Attendant	Waiter/Waitress
Floral Designer	Host/Hostess	

### Recommendations for the job search

1. **Using my strengths, I excel when I:**
  - Use and constantly expand my network of contacts to meet new people
  - Ask lots of questions to get factual information about job options
  - Easily establish warm rapport with interviewers
  - Keep flexible and accommodating about points of negotiation
  - Am enthusiastic when talking about my experience and abilities
  - Remain open-minded about possibilities, considering several options at once
2. **Avoiding my weaknesses, I need to:**
  - Look beyond what is immediately known and consider less obvious job possibilities
  - Be more objective and detached in my decision making
  - Consider future implications of jobs; consider the big picture
  - Establish a plan of action and follow through on all parts of it
  - Work hard at getting things done and sticking to deadlines
  - Not postpone decisions until my choices are made for me