

ESFP *Extravert - Sensing - Feeling - Perceiving*
“Don’t Worry – Be Happy!”

As an ESFP, career satisfaction means doing work that:

1. Lets me learn from hands-on experience, where I look for solutions to problems from gathering all the facts at my disposal and by using common sense.
2. Lets me get personally involved in the tasks at hand, working directly with clients or customers, out in the field rather than away from the action.
3. Lets me work with lots of other people in an active and social environment, with variety, fun, and spontaneity.
4. Requires skillful handling of people and conflicts, the ability to ease tensions to help groups work more cooperatively, and the ability to motivate others.
5. Lets me juggle multiple projects or activities, especially those that utilize my aesthetic taste and sense of design.
6. Lets me interact throughout the work-day with other easygoing and social people who share my enthusiasm, energy, and realistic point of view.
7. Lets me work on projects that are of immediate utility and take into account the needs of people around me.
8. Is done in a friendly and relaxed environment, without hidden political agendas.
9. Rewards my hard work and good intentions, and where I feel appreciated for my contributions.
10. Lets me have fun, enjoy everyday surprises, and where there is a minimum of bureaucracy, rules, or restrictions.

Work-related strengths and weaknesses of ESFPs include:

STRENGTHS:

Practical and realistic, with great common sense
Enjoy active jobs; adapt well to change and variety
Create lively and fun atmosphere at work
Good communicators- in person and on the phone
Inspire affection from co-workers and clients

WEAKNESSES:

May not plan ahead or anticipate implications of actions
Tend to be impulsive and easily tempted and distracted
May have difficulty working alone even for brief periods of time
Have difficulty disciplining self and others
May have trouble reading between the lines and seeing underlying meanings

Popular Occupations for ESFPs

EDUCATION:

- Teacher: preschool and elementary
- Child care provider
- Athletic coach

ESFPs often find careers in education satisfying, especially when working with young children. Elementary and pre-elementary grades sometimes are less formal and structured and offer plenty of opportunities for spontaneous learning experiences. ESFPs enjoy teaching basic skills and helping children get along with one another, a major emphasis in the early grades. They enjoy the activity, energy level, and variety of learning found in elementary school settings. ESFPs, usually active and physically skillful themselves, often enjoy athletics and athletic coaching. Playing sports, learning teamwork, and being active outdoors are enjoyable activities for ESFPs. They are enthusiastic, encouraging, and supportive coaches and teachers.

HEALTH CARE/SOCIAL WORK:

- Emergency room nurse
- Veterinarian
- Veterinary technician
- Social worker
- Dog obedience trainer

Health care and social work provide ESFPs with the opportunity to help others. These careers require the acquisition and then repeated use of skills. Most ESFPs enjoy working directly with other people and thrive on a varied and fast-paced workday. Emergency room nursing requires quick thinking and the ability to calm frightened people during a crisis. Many ESFPs love animals and enjoy working with them either in a medical setting or as trainers. The field of social work allows ESFPs to meet and work with many different people, helping them identify resources available to them. They establish rapport easily and find satisfaction from helping make life easier for someone else.

ENTERTAINMENT:

- Photographer
- Film producer
- Musician
- Performer: dancer, comedian
- Promoter
- Special events coordinator
- Travel agent/tour operator

ESFPs enjoy entertaining others, in a formal capacity or informally with friends. They often have a strong sense of aesthetics and a good eye for the fresh and beautiful. Some ESFPs enjoy performance of their art, others simply want to be among other artists in the exciting and ever-changing world of entertainment. ESFPs enjoy travel and make good travel agents because they listen well to what their customers want in a vacation and work hard to find the right match. They are adept at juggling several projects at once, or elements of a project, and often find career satisfaction in special event coordination.

BUSINESS:

- Real estate salesperson
- Public relations specialist
- Retail merchandiser
- Fund-raiser
- Labor relations mediator
- Receptionist

ESFPs do not generally enjoy the world of business, especially the corporate world. But those jobs that involve a high degree of interaction with others, and where there is a less structured schedule, can be enjoyable to ESFPs. They often enjoy real estate sales because they spend much of their time out of the office, working directly with a variety of people, showing all kinds of homes. They often enjoy public relations, fund-raising, and mediation, where they are able to use their naturally persuasive nature. Those careers let them use their interpersonal skills and their ability to gather information. Many ESFPs are drawn to retail careers, especially when they are able to use their eye for fashion and flair for the dramatic.

SERVICE:

- Flight Attendant
- Secretary/receptionist
- Waiter/waitress
- Host/hostess
- Floral designer

The service industry attracts ESFPs primarily because of the interpersonal contact and the ability to use acquired skills. ESFPs are often warm and friendly and have the ability to make others feel relaxed and at home. They enjoy the atmosphere present in many restaurants and clubs and are sociable and generous hosts. Their present-moment orientation makes them fun to be around, and it is said that the party often follows the ESFP.

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