**ESFP Overview**

For ESFPs the dominant quality in their lives is their enthusiastic attention to the outer world of hands-on and real-life experiences. ESFPs are excited by continuous involvement in new activities and new relationships. ESFPs also have a deep concern for people, and they show their caring in warm and pragmatic gestures of helping. ESFPs are typically energetic and adaptable realists, who prefer to experience and accept life rather than to judge or organize it.

ESFPs are energetic, fun-loving realists. They seek fun and excitement and will create them if they are nowhere to be found. ESFPs love life and take obvious joy in drinking it to the full; they continually seek new experiences, new involvements, new friends. Since ESFPs rely heavily on their experience in their understanding and decision making, the more experiences they have, the better! They are more interested in gathering new experiences than in critiquing or evaluating them. Since they seek to know rather than to judge, they tend also to be open to and tolerant of a wide variety of people and activities.

ESFPs are spontaneous, flexible, and playful, and they love activity in and of itself. For example, they can enjoy participating in a sport for its own sake. It is the action itself that is fun, rather than any drive to improve their performance. Incidentally, participation in sports or other forms of exercise often provides ESFPs with great pleasure and they may be gifted athletes.

ESFPs move into action because that is what life is all about, and they easily adapt to the needs of the here and now. Above all else, ESFPs are adaptable. In fact, they like a bit of adventure in their lives, and in their work too if possible. ESFPs are often good at responding to crises, and thus they can make very effective troubleshooters. They tend to be casual, and may be frustrated by too many rules and regulations. If rules disturb them too much, they will often find ways around them.

ESFPs swim in a sea of sensory experience and thus they often are masters of factual data, noticing and remembering details and specifics. With their immersion in what is real, and in their pursuit of new experience, ESFPs often want to try out the newest fashions, the newest electronics, the newest anything. They appreciate and enjoy their material possessions.

They are also pragmatists at heart. ESFPs are more interested in if and how something can be used, rather than in "why" it works. They are more interested in application than in theory, and in facts than in abstractions. ESFPs tend to have less interest in book learning just for the sake of gathering knowledge, and they usually have a keen common sense.

Feeling provides ESFPs with a way of bringing order to their lives and experiences, but Feeling is always secondary to the drive to have new experiences. Feeling places their pragmatism in a people context; ESFPs like to help others in very practical ways. They care about people, are supportive of others, and relation­ ships mean much to them. There is a very warm and personal touch in all that they do. When ESFPs make decisions, they are concerned with the impact of those decisions on people, as well as on their own sense of self. ESFPs want harmony and tend to be noncompetitive people. They may even be skilled at negotiating a common ground between those in conflict. Feeling provides structure for the ESFP's experiences but is always secondary to the rush to be involved in new hands-on activities.

Since the traditional classroom does not provide as many opportunities as ESFPs would prefer for hands-on learning, they may not enjoy it very much. As ESFPs move to higher and higher levels of education, they tend to lose interest with the increasing focus on theory and abstractions. Thus they must find a practical reason and application for what they are learning to get them to continue. ESFPs want to learn by doing, and by being with others who are doing what the ESFP wants to learn.

In general, ESFPs demonstrate their caring for others in very practical ways; they show their concern and help others out in a direct fashion. For example, they are more likely to give a cold person a blanket than to give them directions to a warmer state. ESFPs can also be quite empathic, and they often have a special concern for children, animals, and all things natural. As a result, ESFPs are often found in helping, teaching, and service careers, and within these careers they tend to work in the hands-on areas. · For example, in the helping careers ESFPs are often found in nursing or family medicine, and in the teaching careers they are often found teaching K-12.

With their outgoing nature, ESFPs are also found in business, sales, and entertainment. Whatever their interests, they want and need careers where they have a lot of opportunities to meet and be with others. They are naturals for working in groups, and are usually skilled and comfortable communicators who may be quite persuasive.

ESFPs are people people. They seek company and others seek them out. ESFPs are friendly and enthusiastic, even sparkling. They are often the life of the party, and others can get caught up in their excitement and optimism. ESFPs' spontaneity can sometimes manifest as impulsiveness, and though they are caring and generous, ESFPs may frustrate others by what appears to be a lack of interest in adhering to commitments. As social beings, ESFPs want and need feedback and appreciation, and they like to give the same to others. They may be hurt by a lack of positive strokes.

Development of introverted Feeling will help ESFPs develop consistency and direction in their lives, and help them determine which of their interests are the most important to pursue. Development of Feeling will also help them work on planning and follow-through and in bringing things in their lives to closure. In general ESFPs can benefit from developing a greater appreciation of the need for structures and adherence to obligations. ESFPs may also have too much of a concern or here-and­ now experience at times. Development of Thinking and Intuition will help them to look at the longer term consequences of some of their quick actions and to see the need for planning.

Under stress, ESFPs may become excessively impulsive and over commit without following through. They may also interpret actions and statements made by others too personally and read negative intent between the lines. In contrast to their usual style of pragmatically jumping into action, they may feel trapped in confusion. Under great stress, ESFPs may look to the future with pessimism, and see only negative possibilities, or latch on to one possible negative interpretation of events in their lives.