



QAMAR CONSULTING
Discovering Potential & Optimizing Performance



CAREER PLANNING KIT

ENEFJ

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CHAPTER 01

Know Yourself & Understand Others

About Human Preferences

EXTRAVERSION

INTROVERSION

Where do you get your Energy from?

۱۔ آپ کو توانائی کہاں سے حاصل ہوتی ہے؟

SENSING

INTUITION

How do you prefer to take in information?

۲۔ آپ سیکھنے کے لئے کس طریقے کو ترجیح دیتے ہیں؟

THINKING

FEELING

What process do you use to make decision?

۳۔ آپ کس طریقے سے فیصلہ کرنے کو ترجیح دیتے ہیں؟

JUDGING

PERCEIVING

How do you interact with the outer world around you?

۴۔ آپ باہر کی دنیا کو کیسے اثر انداز کرتے ہیں؟

LEFT

Right

Understanding Preferences Through Pictures

EXTRAVERSION (E)

Characteristics:

- Active
- Outward
- Sociable
- Open in communication
- Expressive in nature

صفات:

- ☆ گھٹنے ملنے والے
- ☆ کام کاج میں تیزی دکھانے والے
- ☆ نئے لوگوں کو دوست بنانے والے
- ☆ بات چیت میں مہارت رکھنے والے
- ☆ کھل کر اظہار کرنے والے

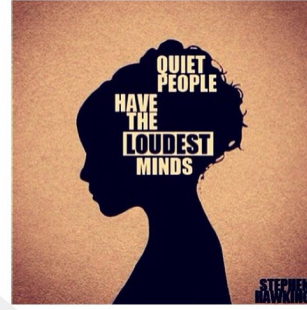
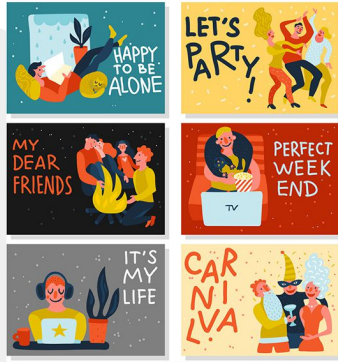
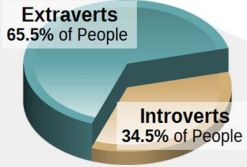
INTROVERSION (I)

Characteristics:

- Reflective
- Inward
- Reserved
- Private in communication
- Quiet in nature

صفات:

- ☆ غور و فکر کرنے والے
- ☆ لکھ کر اظہار رائے کرنے والے
- ☆ سوچ کر بولنے والے
- ☆ خاموش رہنے والے
- ☆ تنہائی پسند



Check your response which preference you prefer the most?

SENSING (S)

Characteristics:

- Pay attention to facts and details
- Present focused
- Practical
- Conserve
- Repetitive

صفات:

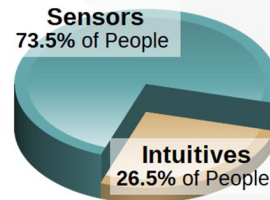
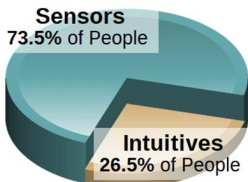
- ☆ اعداد اور تفصیل پر توجہ دینے والے
- ☆ حقیقت پسند
- ☆ حقائق اور اسکی تفصیل پر توجہ دینے والے
- ☆ ایک کام کو ایک طریقے سے بار بار کرنے والے
- ☆ عمل کرنے والے

Characteristics:

- Pay attention to patterns
- Future focused
- Imaginative
- Change oriented
- Variety focused

صفات:

- ☆ آنے والے وقت پر نظر رکھنے والے
- ☆ تبدیلی پسند کرنے والے
- ☆ خیالی سوچ رکھنے والے
- ☆ چٹھی حس پر اعتماد کر کے فیصلہ کرنے والے
- ☆ ممکنات کو سوچنے والے



Check your response which preference you prefer the most?

THINKING (T)

Characteristics:

Decides with head

Use logic

Analyze and critique

Impersonal

Concerned with truth and justice

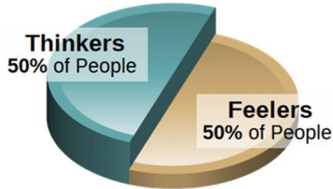
صفات:

☆ انصاف پسند کرنے والے

☆ حق اور سچ پر فیصلہ کرنے والے

☆ تنقید کرنے والے

☆ دل کے بجائے دماغ سے فیصلہ کرنے والے



FEELING (F)

Characteristics:

Decides with heart

Use personal convictions

Empathize and appreciate personal

relationships and harmony

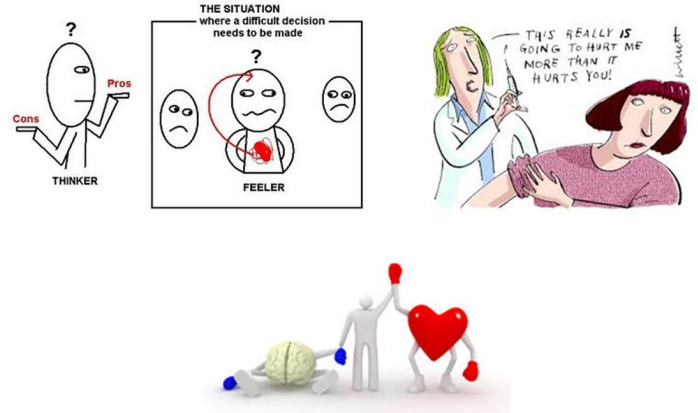
صفات:

☆ احساسات اور اتحاد کو ترجیح دینے والے

☆ دل سے فیصلہ کرنے والے

☆ رحمدلی کی کوشش کرنے والے

☆ ذہنی طور پر خود کو دوسروں کی جگہ رکھ کر سوچنے والے



Check your response which preference you prefer the most?

JUDGING (J)

Characteristics:

Organized

Control

Decisive

Deliberate

Plan

صفات:

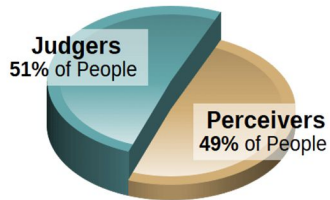
☆ وقت پر کام ختم کرنے والے

☆ وقت کی پابندی کرنے والے

☆ جلدی نتیجے پر پہنچنے والے

☆ چیزوں کو ترتیب سے رکھنے والے

☆ ہر کام کو منصوبہ بندی سے انجام دینے والے



PERCEIVING (P)

Characteristics:

Flexible

Experience

Curious

Spontaneous

Wait

صفات:

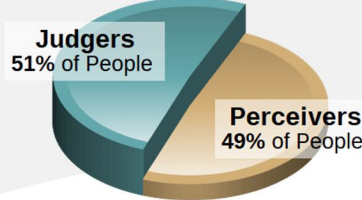
☆ نئے نئے تجربے کرنے والے

☆ آخری وقت پر کام شروع کرنے والے

☆ کام کرنے کے نئے انداز تلاش کرنے والے

☆ کام کو منصوبہ بندی کے بجائے اپنے طریقے سے کرنے والے

☆ کام کا پریشانی لینے والے



Check your response which preference you prefer the most?

Brief Overview Of 16 Personality Types

ISTJ



DUTIFUL

FACTUAL
 LOGICAL
 ORGANIZED
 REALISTIC
 RESERVED

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ISFJ



PROTECTOR

LOYAL
 PATIENT
 PRACTICAL
 QUIET
 TRADITIONAL

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INFJ



GUIDE

CONCEPTUAL
 CREATIVE
 DEEP
 IDEALISTIC
 SENSITIVE

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INTJ



MASTERMIND

ANALYTICAL
 INDEPENDENT
 ORIGINAL
 PRIVATE
 THEORETICAL

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ISTP



CRAFTSMAN

ADVENTUROUS
 PRACTICAL
 REALISTIC
 SPONTANEOUS
 INDEPENDENT

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ISFP



ARTIST

CARING
 LOYAL
 SENSITIVE
 UNDERSTANDABLE
 TRUSTFUL

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INFP



HEALER

DEEP
 EMPATHETIC
 IDEALISTIC
 IMAGINATIVE
 LOYAL

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INTP



CONCEPTUALIZER

INDEPENDENT
 LOGICAL
 ORIGINAL
 SELF-DETERMINED
 THEORETICAL

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ESTP



ACTIVIST

EASYGOING
 ENERGETIC
 OUTGOING
 QUICK
 VERSATILE

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Brief Overview Of 16 Personality Types

ESFP

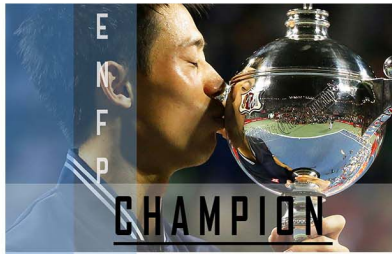


PERFORMER

- CASUAL
- COOPERATIVE
- FRIENDLY
- SOCIABLE
- TALKATIVE

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ENFP



CHAMPION

- CREATIVE
- ENERGETIC
- FRIENDLY
- INDEPENDENT
- RESTLESS

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ENTP



INVENTOR

- CHALLENGING
- CLEVER
- ORIGINAL
- RESOURCEFUL
- PRIVATE

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ESTJ



GUARDIAN

- LOGICAL
- OBJECTIVE
- ORGANIZED
- RESPONSIBLE
- TASK-FOCUSED

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ESFJ



PROVIDER

- COOPERATIVE
- LOYAL
- PERSONABLE
- TACTFUL
- SOCIABLE

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ENFJ



MENTOR

- ENERGETIC
- IDEALISTIC
- LOYAL
- ORGANIZED
- RESPONSIBLE

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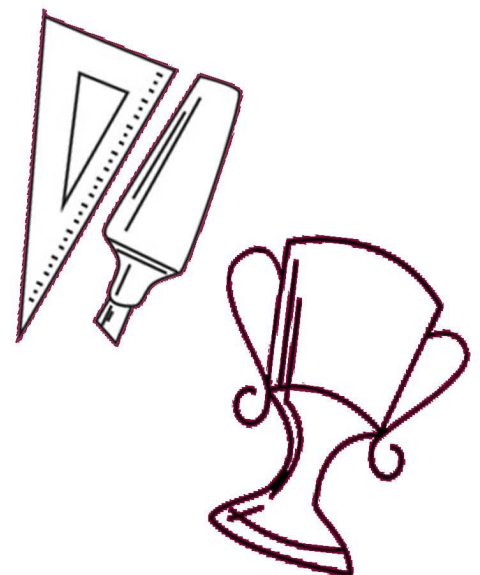
ENTJ



COMMANDER

- CHALLENGING
- DECISIVE
- PLANFUL
- STRATEGIC
- LOGICAL

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CHAPTER 02

Mapping Your Career Journey

ENFJ (Mentor)

ENFJ *Born Talents*

Appreciative قدردان

Idealistic تصویری

Congenial ہمدرد

Loyal وفادار

Diplomatic سفارتي

Organized منظم

Energetic جوشیلہ

Personable خوش انداز

Enthusiastic پرجوش

Responsible ذمہ دار

Expressive وضاحت کار

Supportive سہارا دینے والا



MENTOR (ENFJ)

Sincere, sociable, friendly, expressive, open, and supportive

Potential and development of people is their first and foremost focus

Collaborative and cooperative; seek consensus and harmony

Enjoy leading others, organizing projects, and mobilizing people



What I need in a Career for it to be Satisfying

- The opportunity to meet new people and develop warm, long term relationships.
- Clear expectations from others and a system that recognizes my contributions and lets me grow and develop personally and professionally.
- The chance to think about possibilities and work on creative solutions to problems that will help others or improve the quality of life.
- A supportive and friendly environment where I work with people I trust and like, and where I feel appreciated for my efforts.
- The ability to work on many interesting projects, use my great organizational skills, and maintain a high degree of control and responsibility.

As an ENFJ i am Good at....

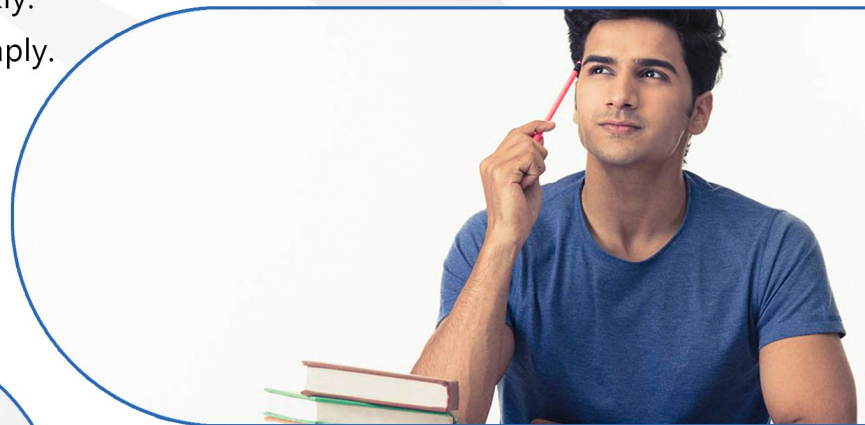
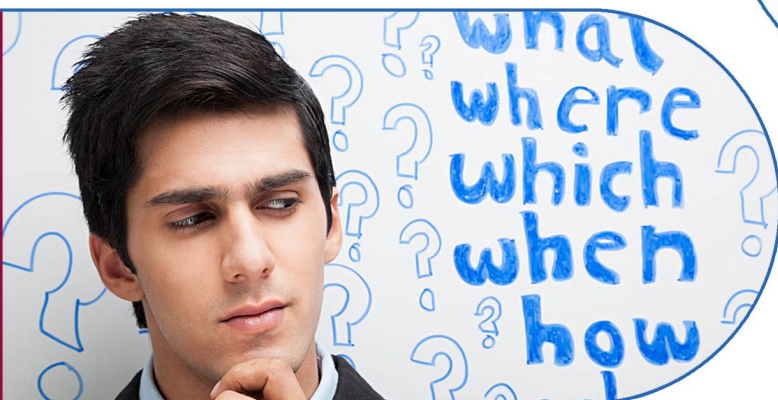
- Organizing and following through on all parts of projects.
- Exciting others with my ideas and recruiting them to be part of my team.
- Communicating and establishing rapport easily and gracefully.
- Public speaking and leading group discussions of any size or subject.
- Getting things done, being productive, and working hard.
- Enthusiastically taking on new projects and seeing possibilities for solving problems.
- Making other people feel important and valued.

Work Related Strengths

- Integrity that inspires people to value your ideas.
- Focus and single-mindedness about projects that are important to you.
- Decisiveness and strong organizational skills.
- Creative and ability to come up with original solutions.
- Empathy and ability to anticipate others' needs.
- Perspective to see the big picture and the future implications of actions and ideas.
- Ability to understand complex concepts.
- Genuine interest in others and talent for helping others grow and develop.
- Independent streak and strong personal convictions.
- Drive to be productive and reach your goals.
- Deep commitment to work you believe in.

Work Related Blind Areas

- Single-mindedness that can result in inflexibility.
- Unrealistic sense of how long things take.
- Difficulty working on projects that conflict with your values.
- Tendency to be impractical about viability and/or feasibility of some ideas.
- Difficulty working in competitive or tension filled environments.
- Reluctance to revisit or reverse decisions once they've been made.
- Difficulty dealing with conflict and tendency to ignore unpleasantness.
- Trouble disciplining subordinates with objectivity and directness.
- Difficulty changing plans or directions quickly.
- Difficulty communicating complex ideas simply.
- Tendency to be judgmental.



ENFJ Career Trends and Potential Strengths

Career Trends

There are two major trends in the occupations that appeal to ENFJs. Most of the popular occupations involve working directly with people as a helper, counselor, teacher or administration. The next largest group of occupations is found in the arts. There are also some occupations in business that appeal to ENFJs, all of which also involve working closely with people.

Potential Strengths

- Can get things organized
- Ability to develop human resources
- Skilled at building consensus
- People skills
- Energy & enthusiasm

کیریئر ٹرینڈ :

کیریئر کے لحاظ سے دورہ جانات ایسے ہیں جو کہ ENFJ کو پسند ہیں، سب سے زیادہ مقبول پیشے ہیں لوگوں کے ساتھ ان کا مددگار بن کے ان کے ساتھ کام کرنا، ان کو صلاح مشورہ دینا، استاد بن کر سکھانا، یا پھر انتظامیہ سمجھانا۔ اگلا سب سے بڑا پیشوں کا گروپ آرٹ میں پایا جاتا ہے کاروبار میں بھی کچھ ایسے پیشے ہیں جو ENFJ کو پسند ہیں جو کہ لوگوں کے ساتھ مل کر کیے جاسکتے ہیں۔



Popular Occupations of ENFJ

People with ENFJ preference are often attracted to and may find satisfaction in careers and occupations in the following areas:

COMMUNICATION

- Graphic artist
- Content editor for website
- Multi-media producer
- Marketing executive (radio, T.V, Cable broadcast industry)
- Copywriter
- Reporter and correspondent
- Managing editor

EDUCATION/HUMAN SERVICES

- Special education teacher
- Bilingual education teacher
- Educational program director
- Life science teacher
- Parent instructor, child development
- Public health educator/administrator
- Music or art director
- Director of assisted care facility
- Adult day care coordinator
- Child welfare worker
- Social worker
- Social & community service director
- Planned giving officer
- Sociologist

TECHNOLOGY

- Customer relations manager
- Staff advocate
- Coach
- Project manager
- Engagement manager

COUNSELLING

- Guidance counselor
- Substance abuse counselor
- Employee assistance counselor
- Vocational rehabilitation counselor
- Educational psychologist

BUSINESS / CONSULTING

- Travel agent
- Management consultant
- Corporate/team trainer
- Eco-tourism specialist
- Labor relations manager
- Meeting/convention planner
- Industrial-organizational psychologist
- Advertising account executive
- Special event coordinator
- Marketing manager
- Set designer
- Hotel and restaurant manager
- Talent director
- Desktop publishing specialist

HEALTH CARE

- Dietitian/nutritionist
- Speech-language pathologist
- Occupational therapist
- Chiropractor
- Transport coordinator



Less Popular Occupations of ENFJ

People with ENFJ preference are less often attracted to careers and occupations characterized by a great deal of technical or tough-minded analysis and attention to detail, as in engineering or computer operations. They are also found much less often in careers that involve a great deal of interpersonal conflict (as in police or corrections work), business management (particularly if that work is not related to a people-oriented or service profession), or careers that have a low level of contact with people and/or a significant amount of hands-on precision work, as in many out-of-doors jobs, production/construction, and repair and maintenance jobs.





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**No one
is *You*
and that
is your
*Power***

Best of Luck

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