



Extraverted	Energy Style	▶ friendly, outgoing, expressive, communicative
Sensing	Cognitive Style	▶ grounded, hands-on, traditional, practical
Feeling	Values Style	▶ caring, generous, sensitive, nurturing
Judging	Life Style	▶ loyal, organized, conscientious, disciplined

famous ESFJs include...



Dave Thomas



Barbara Walters



William H. Taft



Sam Walton



Dick Clark



Ray Kroc

In a Nutshell

ESFJs are conscientious helpers, sensitive to the needs of others and energetically dedicated to their responsibilities. They are highly attuned to their emotional environment and attentive to both the feelings of others and the perception others have of them. ESFJs like a sense of harmony and cooperation around them, and are eager to please and provide.

ESFJs value loyalty and tradition, and usually make their family and friends their top priority. They are generous with their time, effort, and emotions. They often take on the concerns of others as if they were their own, and will attempt to put their significant organizational talents to use to bring order to other people's lives.

Core Values

- ▶ Service
- ▶ Loyalty
- ▶ Responsibility
- ▶ Harmony

Key Motivators

- ▶ Building consensus
- ▶ Maintaining traditions
- ▶ Providing practical support
- ▶ Creating structure and stability