# Motivator (MBTI Equivalent: ENFP) (Style: Ideator first, Artist second) 6.6% of Australian Population\*



## **Extraverted Spiritual Emotional**

Typical Quote: ""Somewhere over the rainbow..." - Wizard of Oz

Extraverted Spiritual Emotional ("extraverted SEs" for short) have the Spiritual mental function (including creativity/ originality) most conscious in their mind, and therefore they are most aware of it and in control of this function. Their Emotional mental function (including harmonising/ sympathising) is also likely to be very conscious by the time they are adult. The other two mental functions P (Physical-including details/ practicality) and I (Intellectual-including critiquing/ analysing) are most in their sub-conscious and therefore they may not naturally be so competent at managing these.

### **General Summary**

Extraverted SEs are both "idea-people" and "people-people", who see everyone and everything as part of a cosmic whole. They want to both help and to be liked and admired by other people, on both an individual and a humanitarian level. This is rarely a problem for the extraverted SEs, as they are outgoing and warm, and genuinely like people. Some extraverted SEs have a great deal of zany charm, which can ingratiate them to more stodgy types in spite of their unconventionality.

Extraverted SEs tend to use their social skills and contacts to share their ideas and brainstorm with others, whether by teaching, training, or other means. Their drive to communicate with and share with others sometimes results in the extravert SEs neglecting their nearest and dearest while caught up their efforts to change the world.

Extraverted SEs can be the warmest, kindest, and most sympathetic of mates; affectionate, demonstrative, and spontaneous. Many in relationships with an extraverted SE literally say, "They light up my life." But there is usually a trade-off; the partner must be willing to deal with the practical and financial aspects of the relationship, as the extraverted SEs must be allowed the freedom to follow their latest path, whatever that entails.

For some extraverted SEs, relationships can be tested by their short attention spans and emotional needs. They are easily intrigued and distracted by new friends and acquaintances, at some significant the expense of their older and more familiar emotional ties The less mature extraverted SEs may need to feel they are the constant centre of attention, to confirm a positive image of themselves.

### **Key Attributes**

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### Typical Strengths:

They are naturally optimistic, see the best in people, and often bring out the best in people. They are highly creative and innovative enthusiasts who are excellent at generating tangible ideas. They are often excellent at relating or communicating, and perceptive risk-takers.

#### Typical Development Areas:

They may have difficulty with details, practical issues, over-committing, and meeting deadlines. Their spontaneity may distract from task and they may lack focus. They may also be overly sensitive to criticism and conflict due to their desire to maintain harmony.

### "Possible Shadow Side" (Mental Function deepest in the Sub-Conscious Mind)

The Physical function of extraverted SEs is deepest in their sub-conscious creating difficulties around physical details, timing, and organising their lives as well as being in tune with their bodies. Under stress the awkward use of this function can cause SEs to become obsessive about insignificant details, their health and physical needs, losing sight of the bigger picture and repressing their feelings -- disabling their usual easy communication. Through confusion and self-doubt, they may also be less self-protective and more vulnerable to the influences and wishes of others at this time.

#### **Famous Extraverted SEs**

Common Frustration for Others: They may generate new actions.



**Bill Clinton**42nd President of United States



Joseph Campbell
American mythologist, writer and lecturer



**Charles Dickens**English writer and social critic



Joan Baez
American musician and activist

<sup>\*</sup> See MBTI® Data Archive Project: Psychological Type Research Unit – Sample over 22000 Australians 2010