

CONSUL

(ASSERTIVE)

ESFJ-A

ROLE: SENTINEL

Observant (S) and Judging (J) personality types, known for their focus on practicality, order, security and stability.

STRATEGY: PEOPLE MASTERY

People Masters seek social contact and tend to have very good communication skills. These types are confident in their abilities and don't hesitate to express their opinions.

TRAITS

Extraverted (E) individuals prefer group activities and get energized by social interaction. They tend to be more enthusiastic and more easily excited than Introverts.

Observant (S) individuals are highly practical, pragmatic and down-to-earth. They tend to have strong habits and focus on what is happening or has already happened.

Feeling (F) individuals are sensitive and emotionally expressive. They are more empathic and less competitive than Thinking types, and focus on social harmony and cooperation.

Judging (J) individuals are decisive, thorough and highly organized. They value clarity, predictability and closure, preferring structure and planning to spontaneity.

Assertive (-A) individuals are self-assured, even-tempered and resistant to stress. They refuse to worry too much and do not push themselves too hard when it comes to achieving goals.

RESEARCH INSIGHT

No other personality type is more likely to carefully evaluate how their actions may affect other people before acting.

STRENGTHS

Strong Practical Skills: Consuls are excellent managers of day-to-day tasks and routine maintenance, making sure that those who are close to them are well cared for.

Strong Sense of Duty: Consuls have a strong sense of responsibility and strive to meet their obligations.

Very Loyal: Valuing stability and security very highly, Consuls are eager to preserve the status quo, which makes them extremely loyal and trustworthy partners and employees. Consuls are true pillars of any groups they belong to.

Good at Connecting with Others: Consuls are social, comfortable and well-liked. They have no problem with small talk or following social cues in order to help them take an active role in their communities.

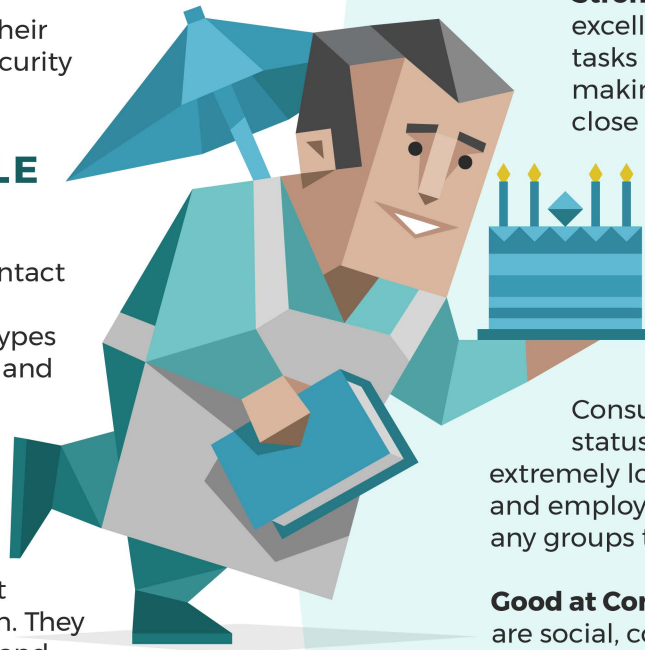
WEAKNESSES

Inflexible: Consuls place a lot of importance on what is socially acceptable, and can be very cautious, even critical of anything unconventional or outside the mainstream.

Reluctant to Innovate or Improvise: Just as they can be critical of others' "unusual" behavior, Consuls may also be unwilling to step out of their own comfort zones, usually for fear of being (or just appearing) different.

Vulnerable to Criticism: It can be especially challenging to change these tendencies because Consuls are so conflict-averse. Consul personalities can become very defensive and hurt if someone, especially a person close to them, criticizes their habits, beliefs or traditions.

Often Too Needy: Consuls desire a great deal of appreciation. If their efforts go unnoticed, Consuls may start fishing for compliments, in an attempt to get reassurance of how much they are valued.



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CONSUL

(TURBULENT)

ESFJ-T

ROLE: SENTINEL

Observant (S) and Judging (J) personality types, known for their focus on practicality, order, security and stability.

STRATEGY: SOCIAL ENGAGEMENT

This strategy is adopted by sociable, energetic and success-driven types. Social Engagers tend to be restless, perfectionistic individuals, prone to experiencing both very positive and very negative emotions.

TRAITS

Extraverted (E) individuals prefer group activities and get energized by social interaction. They tend to be more enthusiastic and more easily excited than Introverts.

Observant (S) individuals are highly practical, pragmatic and down-to-earth. They tend to have strong habits and focus on what is happening or has already happened.

Feeling (F) individuals are sensitive and emotionally expressive. They are more empathic and less competitive than Thinking types, and focus on social harmony and cooperation.

Judging (J) individuals are decisive, thorough and highly organized. They value clarity, predictability and closure, preferring structure and planning to spontaneity.

Turbulent (-T) individuals are self-conscious and sensitive to stress. They are likely to experience a wide range of emotions and to be success-driven, perfectionistic and eager to improve.

RESEARCH INSIGHT

Turbulent Consuls are the most likely personality type to seek commitment in their relationships.



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