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### My Personality and its Importance to Me

Defining personalities can be a very tedious and complex process. Our personalities slowly change over time as we mature, and it can become difficult to pinpoint traits we have gained, and traits we have lost but think we still possess, but who knows more about us than ourselves. It can also be difficult to describe our personality and personality to others because we fear that we may come off as arrogant or give off the wrong impression of ourselves. Talking about the negative aspects of our personality also seems easier than emphasizing the amazing aspects of our personalities because it is too often that we focus on the negative aspects of ourselves. Exploring personalities can be a very vulnerable experience as it can cause us to dive deep into parts of ourselves that we might not want to acknowledge, but doing so can give us a greater understanding of the person we are.

I am a very extroverted and outgoing person. I have always been the type to go out of my way to make sure that others feel welcomed and comfortable, and try to build new friendships and relationships with others. Oftentimes I can find myself striving to make sure that people like me, though I see how this can come off as a fault. According to a personality test taken through 16personalities.com, my results showed that my personality type was a mix between ENFP and ENFJ. These results showed that according to my answers, people with the same personality type “show an enthusiasm that is nothing short of infectious” and “when something captures their imagination and inspires them, [they] will want to share it with anyone who will listen”. These

traits help to describe the hardworking and passionate parts of my personality. I am always on the move trying new things that fuel my interests. I am very passionate and interested in the automotive industry. My friends would say that I am fascinated by anything that can move fast. I like to spend my time working on cars, my jet skis, or my family's boat, and I could share my knowledge on these vehicles for hours. I have been around the automotive industry since I was born and have been working in the automotive industry since I was 16 and I am still as passionate about it today, as I was on day one. Although my passions and constant need to be on the move, trying new things, can often lead to the feeling of restlessness when I am not doing anything. A final personality trait that I am proud of is my independence. I prefer completing tasks on my own, and find that I have more room to thrive when working alone as opposed to with others.

There are many studies that debate whether personality traits are genetic and inherited or developed from the environment in which we grow up. For example, one study from the University of British Columbia showed that genetics does play a big role in the development of our personalities. Personally, I think that my parents, and the way that they raised me, has played a huge role in contributing to who I am today. My dad is very extroverted and outgoing. He has been working in the car industry for over 40 years and has dealt with different types of clientele over the years. Being able to watch him interact with people confidently and effortlessly has led me to be able to do the same. I attribute my hardworking and extroverted personality traits to my dad from being able to watch his drive and passion for everything he does. On the other hand, my mom is one of the most kindhearted, radiant people and is always willing to lend a helping hand whenever anyone needs anything. She strives to make sure that others' needs are met, most likely before her own, and will never let you feel like you are anything other than welcome. Her

compassion and willingness to help others has been passed down to me, as I am eager and willing to help others when they are in need. The welcoming atmosphere that was present in my home growing up is one that I constantly strive to create wherever I go, as I want people to feel welcome when around me. Aside from my parents and homelife growing up, I also attribute some of my personality traits to working in the car business, but more specifically working in the service center. During my time in the service center, I realized that compassion and patience are traits that go a long way. There are many times where services to vehicles can be very expensive, and that can understandably make a customer upset. I have found that the best way to handle situations like these is to use patience and understanding with the customer and then find ways to make sure that they still have a good experience. It can be difficult to stay calm and patient when a customer is really upset, but in the end I always find it within me to diffuse situations when they arise, so that customers are happy and pleased with their experience. Referring back to the 16personalities.com personality test, my results mentioned that in the workplace people with the same personality type, “are always on the search for win-win solutions to any problem”. I think this holds true to me because creative problem solving is a big trait of mine that I use everyday in the workplace.

My personality traits are ones that I am proud of. Having the traits that I have has allowed me to develop so many new friendships in different places, as well as develop meaningful relationships with people who trust me and care about me deeply. I attribute these relationships to my extroverted and caring traits. I am always willing to go out of my way to make new friendships with others, and I am always strengthening existing relationships by showing my close friends that they can trust me and that I am always there for them. I am very fortunate to have a close group of people who believe in me, support me, and trust me. I also attribute my

success in the workplace to my personality traits. I began my work career as an employee in the car wash, and then eventually worked my way up to being a shop foreman. Due to my extroverted nature, I was eventually moved to the sales department to work directly with customers. Due to my success in the sales department, I was offered a promotion to become the dealership's finance manager. My extrovertedness in all of these positions proved to my superiors that I had the personality traits that they deemed necessary to help lead the dealership down a successful path. According to Business Insider, people with the same personality type as me, ENFP and ENFJ, do best in the fields of: sales managers, public relations specialists, event planners, as well as corporate training. One thing that all of these jobs have in common is that they are big in dealing with people. Being extroverted in the workplace has several benefits, and I am very glad that is one of my biggest quality traits.

Overall, I think my extrovertedness, passion, and kindhearted personality have allowed me to lead the life I lead today. I am thankful for all of the factors that contributed to my personality and how they have shaped me into the person that I am. It will be interesting to see what new traits I may begin to develop as I continue in my position as a manager, and as I walk through different stages of my life.

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