

Improving Communication – ENFJ

ENFJ Overview

Order of Preferences	Type Dynamics
<ul style="list-style-type: none"> ❖ 1st Feeling: Dominant ❖ 2nd Intuition: Auxiliary ❖ 3rd Sensing: Tertiary ❖ 4th Thinking: Inferior 	<ul style="list-style-type: none"> ❖ Extraverted Feeling: Outwardly decisive, collaborative, and considerate ❖ Introverted Intuition: Inwardly focused on possibilities for people ❖ Sensing: As you mature, consider more practicalities ❖ Introverted Thinking: Developmental challenge is assessing situations objectively

ENFJ Brief Description:

- ❖ Leads by facilitating, helping others plan and cooperate to meet goals
- ❖ Influences by clarifying processes by which goals can be met
- ❖ Focus is on encouraging others in building consensus

ENFJ Characteristics Frequently Associated:

- ❖ Warm, empathetic, responsive and responsible
- ❖ Attuned to the emotions, needs, motivations and see potential in all
- ❖ Want to help, loyal, sociable, responds to praise

Communication Styles:

Adapting/Flexing: Things to keep in mind when communicating to others.

Sharing Your Preferences: As you build relationships, share your preferences so others can meet your needs.

When presenting to, influencing, explaining to, or trying to understand:	
SENSING TYPES <ul style="list-style-type: none"> ❖ Be factual ❖ Document successful applications ❖ Reduce risk factors ❖ Work out details in advance ❖ Show why solutions make sense 	INTUITIVE TYPES <ul style="list-style-type: none"> ❖ Give the global scheme ❖ Don't let opportunities pass ❖ Be confident and enthusiastic ❖ Indicate challenges ❖ Point out future benefits
THINKING TYPES <ul style="list-style-type: none"> ❖ Be logical ❖ State principles involved ❖ Stress competent handling of the issues ❖ Be well organized ❖ List costs and benefits 	FEELING TYPES <ul style="list-style-type: none"> ❖ Mention other supporters ❖ Be personable and friendly ❖ Indicate how solutions are helpful ❖ Tell why it's valuable ❖ Show how it supports personal goals

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Communication Tips for ENFJs:

- ❖ You have high levels of enthusiasm, emotion, and passion that may overwhelm others.
→ **TIP:** When working with others who approach situations in a calm or practical way, tone down your enthusiasm and present information in a sequential order, highlighting pros and cons. Anticipate and prepare for questions and feedback.
- ❖ Remember that people may not prefer abstract metaphors or analogies and may seek objective information.
→ **TIP:** Explain your thoughts in practical language and avoid using too many inspirational stories.
- ❖ You like to seek harmony and agreement. However, it's not always possible to solve all interpersonal conflict.
→ **TIP:** Learn to leave some issues alone and choose carefully what issues to work on. Try not to be sensitive to feedback or constructive criticism.
- ❖ Be willing to compromise when looking for effective ways to complete tasks. Balance the needs of the people with business deadlines, logistics, and financial pressures.
→ **TIP:** Don't compromise your core values, but make sure you're being realistic and learn to adapt your communication approach as needed.
- ❖ Not everyone is aware or thinks about asking others their preferences.
→ **TIP:** Help people understand what's important to you and set the example by asking others what their preferences are in relation to working together. Share your values and show appreciation for the perspectives and values of others.