

INFJ Overview

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

INFJ Brief Description:

- ❖ Leads by encouraging others to cooperate working towards a vision
- ❖ Influences by being creative and dedicated
- ❖ Focus on creative insight and strong values

INFJ Characteristics Frequently Associated:

- ❖ Seek meaning and connection in ideas, relationships, and material items
- ❖ Clear vision to serve common good and are insightful about others
- ❖ Organized, decisive, committed, firm, conscientious to values and implementing vision

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

Communication Tips for INFJs:

- ❖ You strive to meet your own high standards and may be hesitant to share your ideas before they are perfected.
→ **TIP:** Avoid presenting your beliefs in an emotional, passionate or moralistic way.
- ❖ Remember that people may not prefer abstract metaphors or other forms of abstract language.
→ **TIP:** Explain your thoughts in practical language and share immediate applications.
- ❖ Continue to be sincere, affirming, appreciative and supportive, but do not avoid giving corrective feedback.
→ **TIP:** Share your thoughts with others. People need corrective feedback to develop.
- ❖ Incorporate feedback earlier in your thinking process. Recognize others' values and contributions by listening carefully to their insights.
→ **TIP:** Include a stage in your process for taking in other perspectives and creating opportunities to collaborate and cooperate. Be careful to not interpret the corrective feedback you get from others as personal criticism.
- ❖ 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.