

INFP 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"> ❖ Introverted Feeling: Inwardly focused on evaluating ideas according to values ❖ Extraverted Intuition: Outwardly focused on possibilities for people ❖ Sensing: As you mature, consider more current realities ❖ Extraverted Thinking: Developmental challenge is evaluating objectively

INFP Brief Description:

- ❖ Leads by promoting harmonious teams where each person is valued
- ❖ Influences by highlighting common ideas and new possibilities
- ❖ Focus is on group consensus and values

INFP Characteristics Frequently Associated:

- ❖ Idealistic, loyal to their values and to people who are important to them
- ❖ Curious, quick to see possibilities, can be catalysts for implementing ideas
- ❖ Seek to understand people and are adaptable, flexible, and accepting unless a value is threatened

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:	
<p>SENSING TYPES</p> <ul style="list-style-type: none"> ❖ Be factual ❖ Document successful applications ❖ Reduce risk factors ❖ Work out details in advance ❖ Show why solutions make sense 	<p>INTUITIVE TYPES</p> <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
<p>THINKING TYPES</p> <ul style="list-style-type: none"> ❖ Be logical ❖ State principles involved ❖ Stress competent handling of the issues ❖ Be well organized ❖ List costs and benefits 	<p>FEELING TYPES</p> <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 INFPs:

- ❖ You strive to maintain your inner harmony and are compassionate peacekeepers.
→ **TIP:** Although it may be easier to avoid, deal with conflict directly and don't let your negative feelings build up. Focus on meeting your needs as well as others. Express your needs to others and define your limitations to avoid taking responsibility for other people's roles.
- ❖ Remember that people may not prefer abstract metaphors or other forms of abstract language.
→ **TIP:** Being willing to broaden your perspective to include logical and short-term implications.
- ❖ Continue to be a calm and supportive listener, but do not avoid sharing your feelings earlier and more frequently.
→ **TIP:** Share your thoughts with others. If you're managing team members, remember that people need corrective feedback to develop.
- ❖ It is important to promote your perspective and ideas.
→ **TIP:** Share your accomplishment with others. Otherwise you may miss out on opportunities or rewards you deserve.
- ❖ 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.