

INTJ Overview

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

INTJ Brief Description:

- ❖ Leads by setting the course to make an idea become a reality
- ❖ Influences by intellectual depth and dedication
- ❖ Focus is on designing systems and changing the status quo

INTJ Characteristics Frequently Associated:

- ❖ Independent with high standards of competence and performance; driven to implement and achieve goals
- ❖ Quickly sees patterns in external events and develops long-range perspectives
- ❖ When committed, organize, and carry action through

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

Improving Communication – INTJ

Communication Tips for INTJs:

- ❖ Because you tend to be independent and self-reliant, you may keep ideas and insights to yourself.
→ **TIP:** Share your thoughts with others and seek practical input from others. Add value to your ideas by grounding them in facts and details and seeing their immediate applications and implications.
- ❖ Remember that many people seek harmony and personal relationships when working together.
→ **TIP:** Develop patience for the sharing of personal information by others. Avoid coming across as blunt, detached, or impersonal.
- ❖ You may become impatient when others don't immediately understand your vision.
→ **TIP:** When explaining your ideas, provide practical and concrete connections and avoid arguing about semantics and conceptual thoughts.
- ❖ Develop patience for the sharing of personal information by others.
→ **TIP:** Acknowledge personal responses and avoid coming across as blunt, detached, or impersonal. Listen empathetically without offering solutions. Strive to understand personal situations rather than analyze them in an abstract manner.
- ❖ Take time to work out conflicts and deal with personal issues at work.
→ **TIP:** Be willing to express your feelings and share your viewpoint. Check how others are feeling when giving corrective feedback. Balance corrective feedback with positive feedback, particularly when communicating with people who prefer Feeling.
- ❖ 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.