

ISFJ Overview

Order of Preferences	Type Dynamics
<ul style="list-style-type: none"> ❖ 1st Sensing: Dominant ❖ 2nd Feeling: Auxiliary ❖ 3rd Thinking: Tertiary ❖ 4th Intuition: Inferior 	<ul style="list-style-type: none"> ❖ Introverted Sensing: Inwardly taking in and assimilating personally important data ❖ Extraverted Feeling: Outwardly decisive, collaborative, sensitive to others' needs ❖ Thinking: As you mature, assess situations more objectively ❖ Extraverted Intuition: Developmental challenge is seeing and acting on new ideas

ISFJ Brief Description:

- ❖ Leads by encouraging others in tasks that suit them best
- ❖ Influences by ensuring that information is accurate, and that things are organized
- ❖ Focuses on setting priorities based on the needs of people

ISFJ Characteristics Frequently Associated:

- ❖ Quiet, friendly, responsible, and conscientious
- ❖ Strive to create order; committed and loyal in meeting obligations
- ❖ Considerate, remember specifics about people important to them, and concerned with how others feel

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 – ISFJ

Communication Tips for ISFJs:

- ❖ Since harmony is important to you, you may find it unpleasant to deal with interpersonal issues and conflict.
→ **TIP:** Express yourself directly. Present your viewpoint in a logical, reasonable way and be careful to not interpret feedback as personal criticism.
- ❖ Remember that too many details can overwhelm some people.
→ **TIP:** When presenting to others, be sure to summarize and relate it to the big picture.
- ❖ Remain open-minded and listen without judgment to other perspectives, even if they initially seem unfair.
→ **TIP:** Use active-listening skills to show that you are thinking about what others are saying and strive to understand rather than respond personally to situations.
- ❖ When making decisions, you use a subjective, person-centered approach, considering what is most valued by you or others.
→ **TIP:** Systematically consider the logical consequences and don't ignore uncomfortable facts. Plan a "cooling off" period before making and decision and sharing it with others.
- ❖ When interviewing, may have difficulty answering hypothetical questions or making long-term projections.
→ **TIP:** Prepare for hypothetical questions and role-play interviews. Speak up, communicate confidently, and "sell" your strong points.
- ❖ When considering a job opportunity, may miss the "life" of the job by focusing only on the facts.
→ **TIP:** Ask people on the job what they like and dislike most. Explore the long-term outlook for the job and plan time to brainstorm about alternatives.
- ❖ 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.
- ❖ 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.