

Improving Communication – ISFP

ISFP Overview

Order of Preferences	Type Dynamics
<ul style="list-style-type: none"> ❖ 1st Feeling: Dominant ❖ 2nd Sensing: Auxiliary ❖ 3rd Intuition: Tertiary ❖ 4th Thinking: Inferior 	<ul style="list-style-type: none"> ❖ Introverted Feeling: Inwardly focused on evaluating ideas according to values ❖ Extraverted Sensing: Outwardly acting on the immediate facts and details ❖ Intuition: As you mature, consider longer-term possibilities ❖ Extraverted Thinking: Developmental challenge is evaluating objectively

ISFP Brief Description:

- ❖ Leads by encouraging others to cooperate
- ❖ Influences by example, helping others pursue their ideals
- ❖ Focuses on practical care of people

ISFP Characteristics Frequently Associated:

- ❖ Quiet, friendly, sensitive, and kind
- ❖ Enjoy present moment, prefer to have their own space and timeframe to work within
- ❖ Loyal and committed to their values and people who are important to them; dislike conflict

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

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Communication Tips for ISFPs:

- ❖ Focus on meeting your needs as well as the needs of others.
 - **TIP:** Learn to say “no” politely when it’s unrealistic for you to take on additional responsibilities. If no is not an acceptable answer, be straightforward on how priorities need to change.
- ❖ Since harmony is important to you, you may find it unpleasant to deal with interpersonal issues and conflict.
 - **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.
- ❖ Being willing to broaden your perspective to include long-term implications.
 - **TIP:** When looking at issues, consider the roots of problems as well as immediate solutions.
- ❖ Express yourself in a direct manner rather than hinting or expecting others to know what you’re thinking and feeling.
 - **TIP:** Present your viewpoint to others in a logical, reasonable way. This will help them understand what you’re thinking and feeling.
- ❖ 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 and avoidance may lead to further issues long-term.
- ❖ 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.