

Improving Communication – ENTP

ENTP 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"> ❖ Extraverted Intuition: Outwardly focused on possibilities for enhancing systems ❖ Introverted Feeling: Inwardly evaluating ideas analytically and objectively ❖ Thinking: As you mature, assess situations more personally ❖ Introverted Sensing: Development challenge is considering realities

ENTP Brief Description:

- ❖ Leads by developing novel strategies for new enterprises
- ❖ Influences by going the extra mile
- ❖ Focus is on groundbreaking models and conquering challenges

ENTP Characteristics Frequently Associated:

- ❖ Quick, ingenious, alert, and outspoken; apt to turn to one interest after another
- ❖ Resourceful in solving new and challenging programs; rarely do the same thing, same way
- ❖ Adept at creating conceptual possibilities and analyzing them strategically

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 ENTPs:

- ❖ Remember that not everyone is comfortable debating topics. Others may interpret your critiquing as a rejection of their perspectives.
→ **TIP:** Avoid coming across as blunt, detached, or impersonal when discussing ideas and perspectives.
- ❖ In addition to using your logic, strive to understand personal aspects of a situation.
→ **TIP:** Balance your abstract, conceptual approach with a consideration of the personal needs and situations of the people involved.
- ❖ Be aware that others are interested in achieving practical results.
→ **TIP:** Engage others in the planning process. Be willing to look at and discuss short-term implications.
- ❖ People enjoy working in an environment where they are given support and validation.
→ **TIP:** Show that you appreciate others' contributions by thanking them and offering positive feedback and encouragement.
- ❖ Balance corrective feedback with positive feedback when working with people that have a preference for Feeling.
→ **TIP:** Hold back on the tendency to critique while providing corrective feedback.
- ❖ When instituting change, keep in mind that some people like to conserve the status quo and prefer a well-planned, approach to transformation.
→ **TIP:** Keep in mind that your tendency to change ideas rapidly may be a barrier to those who seek to find closure and take action. Listen to them and assess what is working well and should be preserved; be decisive and consistent when working with them.
- ❖ 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 yours as appropriate.