

Improving Communication – ESFP

ESFP 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"> ❖ Extraverted Sensing: Outwardly acting on the immediate facts and details ❖ Introverted Thinking: Inwardly choosing actions according to their personal values ❖ Feeling: As you mature, consider more logical consequences of actions ❖ Introverted Intuition: Development challenge is long-term planning

ESFP Brief Description:

- ❖ Leads by encouraging the contributions of others
- ❖ Influences by enthusiasm and enjoyment of the tasks at hand
- ❖ Focus is on creating an upbeat feeling

ESFP Characteristics Frequently Associated:

- ❖ Outgoing, friendly, flexible, and spontaneous
- ❖ Exuberant lovers of life, people, and material comforts; learn best by trying new skills
- ❖ Enjoy working with others to make things happen; bring common sense and realistic approach to their work making it fun

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 ESFPs:

- ❖ Although you may enjoy many and varied interactions, others may not.
→ **TIP:** Accommodate them by making concrete goals and plans and sticking to them. Respect people's need for quiet time alone to reflect and regroup.
- ❖ Consider that others may see your maverick actions as a challenge to authority or disrespect for rules.
→ **TIP:** Help them understand the practice and flexible side of problem-solving.
- ❖ You seek interaction and may interrupt others' work.
→ **TIP:** Keep in mind that not everyone appreciates this. Make an appointment or ask if it's a good time to discuss something.
- ❖ Since harmony and collaboration are important to you, you may find it uncomfortable to deal with interpersonal issues and conflict.
→ **TIP:** Be willing to deal with causes of problems to resolve some of the more complex issues.
- ❖ Remember that some people may want to have a serious discussion versus a casual one.
→ **TIP:** Be sensitive to the other person's need and try not to deflect or avoid these interactions.
- ❖ 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.