

# Improving Communication – ESTP

## ESTP Overview

Order of Preferences	Type Dynamics
<ul style="list-style-type: none"> <li>❖ 1<sup>st</sup> <b>Sensing:</b> Dominant</li> <li>❖ 2<sup>nd</sup> <b>Thinking:</b> Auxiliary</li> <li>❖ 3<sup>rd</sup> <b>Feeling:</b> Tertiary</li> <li>❖ 4<sup>th</sup> <b>Intuition:</b> Inferior</li> </ul>	<ul style="list-style-type: none"> <li>❖ <b>Extraverted Sensing:</b> Outwardly acting on the immediate facts and details</li> <li>❖ <b>Introverted Thinking:</b> Inwardly logically interpreting data based on their experience</li> <li>❖ <b>Feeling:</b> As you mature, consider personal consequences of actions</li> <li>❖ <b>Introverted Intuition:</b> Development challenge is long-term planning</li> </ul>

### ESTP Brief Description:

- ❖ Leads by finding the most efficient way to work together
- ❖ Influences by establishing logical processes and pursuing them with zeal
- ❖ Focus is on taking care of problems as they arrive

### ESTP Characteristics Frequently Associated:

- ❖ Flexible and tolerant, take a pragmatic approach focus on immediate results
- ❖ Act energetically to solve problems; theories and conceptual explanations bore them
- ❖ Focus on the here-and-now, learns best through doing, and is spontaneous

### 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><b>SENSING TYPES</b></p> <ul style="list-style-type: none"> <li>❖ Be factual</li> <li>❖ Document successful applications</li> <li>❖ Reduce risk factors</li> <li>❖ Work out details in advance</li> <li>❖ Show why solutions make sense</li> </ul>	<p><b>INTUITIVE TYPES</b></p> <ul style="list-style-type: none"> <li>❖ Give the global scheme</li> <li>❖ Don't let opportunities pass</li> <li>❖ Be confident and enthusiastic</li> <li>❖ Indicate challenges</li> <li>❖ Point out future benefits</li> </ul>
<p><b>THINKING TYPES</b></p> <ul style="list-style-type: none"> <li>❖ Be logical</li> <li>❖ State principles involved</li> <li>❖ Stress competent handling of the issues</li> <li>❖ Be well organized</li> <li>❖ List costs and benefits</li> </ul>	<p><b>FEELING TYPES</b></p> <ul style="list-style-type: none"> <li>❖ Mention other supporters</li> <li>❖ Be personable and friendly</li> <li>❖ Indicate how solutions are helpful</li> <li>❖ Tell why it's valuable</li> <li>❖ Show how it supports personal goals</li> </ul>

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### Communication Tips for ESTPs:

- ❖ You are very practical, and task focused. Balance this approach with consideration of the needs and situations of the people involved.
  - **TIP:** Strive to understand personal situations rather than analyze them in a logical or impersonal way.
- ❖ 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 lose interest and not follow through on a commitment or task.
  - **TIP:** Plan ahead to complete tasks and keep people updated as needed so you are viewed as dependable.
- ❖ Show that you appreciate others by offering positive feedback and encouragement.
  - **TIP:** Check how others are feeling when giving corrective feedback. Balance corrective feedback with positive feedback, particularly when communicating with people who prefer Feeling.
- ❖ Others may see your maverick actions as a challenge to authority or disrespect for rules.
  - **TIP:** Slow down and show or tell others how and why your plan will work.
- ❖ 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.