

ISTP Overview

Order of Preferences	Type Dynamics
<ul style="list-style-type: none">❖ 1st Thinking: Dominant❖ 2nd Sensing: Auxiliary❖ 3rd Intuition: Tertiary❖ 4th Feeling: Inferior	<ul style="list-style-type: none">❖ Introverted Thinking: Inwardly logically analyzing data based on their experience❖ Extraverted Sensing: Outwardly acting on the immediate facts and details❖ Intuition: As you mature, consider possibilities as well as realities❖ Extraverted Feeling: Development challenge is making personal connections

ISTP Brief Description:

- ❖ Leads by quietly setting an example
- ❖ Influences, when asked, by having all the needed information ready
- ❖ Focus is on finding the logical ways to get things done

ISTP Characteristics Frequently Associated:

- ❖ Tolerant, flexible, quiet observer
- ❖ Organize facts using logical principles and value efficiency
- ❖ Acts quickly to find workable solutions when a problem occurs; able to get through large amounts of data

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:	
SENSING TYPES <ul style="list-style-type: none">❖ Be factual❖ Document successful applications❖ Reduce risk factors❖ Work out details in advance❖ Show why solutions make sense	INTUITIVE TYPES <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
THINKING TYPES <ul style="list-style-type: none">❖ Be logical❖ State principles involved❖ Stress competent handling of the issues❖ Be well organized❖ List costs and benefits	FEELING TYPES <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 – ISTP

Communication Tips for ISTPs:

- ❖ Remember that many people enjoy having a personal connection when working with others.
→ **TIP:** Develop patience for the sharing of personal information by others; and show empathy instead of becoming detached.
- ❖ In addition to using your logic, strive to understand personal aspects of a situation.
→ **TIP:** Balance your practical, task-focused approach with a consideration of the personal needs and situations of the people involved.
- ❖ Take time to work out conflicts and deal with personal issues at work.
→ **TIP:** Be willing to listen to others; and express your feelings and viewpoints.
- ❖ Incorporate a longer-term focus into your practical, immediate troubleshooting
→ **TIP:** Recognize that by doing this you can solve problems more effectively in the long run.
- ❖ Balance corrective feedback with positive feedback when working with people that have a preference for Feeling.
→ **TIP:** Show that you are supportive and offer encouragement. Check how others are feeling when giving feedback and hold back the tendency to critique while providing corrective feedback.
- ❖ 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.