

Quick Tips: Using MBTI® Type to Help You Connect Better with Others

According to Jungian theory, while we are awake, we are doing one of two things: taking in information (using **Sensing, S**, or **Intuition, N**) or making decisions about that information (using **Thinking, T**, or **Feeling, F**). This results in four patterns associated with how people's minds work - **ST, SF, NF**, and **NT**. Recognising that one of these patterns is our favourite, most preferred pattern, there are three different ways we can flex our style to better connect with others.

Intuition with Thinking and Feeling

Intuition and Thinking (NT)

- "Possibilities for Systems" people
- Like to create or retool systems for greater efficiency
- Enjoy complex critiques and evaluations that improve processes
- May come across as blunt

To adjust your style to accommodate NT preferences:

- Recognise critique as a way to improve
- Present models
- Be willing to debate possibilities

Intuition and Feeling (NF)

- "Possibilities for People" people
- Like to paint a picture with words
- Value driven
- Big picture view of the future and what it could be

To adjust your style to accommodate NF preferences:

- Like to brainstorm ideas and are easily bored with detail
- Include long term possibilities

Sensing with Thinking and Feeling

Sensing and Thinking (ST)

- "Bottom Line" people
- Interested in facts and a logical, step-by-step approach
- Specific and to the point
- Use fewer personal words

To adjust your style to accommodate ST preferences:

- Focus on the practical
- Stay away from analogies and metaphors
- Keep it short and sweet
- Be prepared to be tested on your knowledge

Sensing and Feeling (SF)

- Focus on the personal impact and want to provide "practical help for people"
- Establish relationship first and will often share personal stories

To adjust your style to accommodate SF preferences:

- Remember that loyalty and relationships are important to them
- Be friendly and open
- Give practical information

Source: Adapted from *An Intro to Relationships and Conflict: A Guide to Personality, Behaviour, and Interpersonal Needs* eBook by CPP, Inc.

Please contact us to learn more about 'flexing' your Myers-Briggs® type.

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