Working with People Who Have Specific Personality Types



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"...preferences in how people perceive the world and make decisions."

How people perceive the world and make decisions impacts how you:

- Work with them
- Communicate with them
- Persuade them

People you work with



People you work with

People in your personal life



People you work with

People in your personal life

Profile yourself!



People you work with

People in your personal life

Profile yourself!

How you interact with others



People you work with

People in your personal life

Profile yourself!

How you interact with others

How you present information to others



Are you outwardly or inwardly focused?

Introverted

- Thinks things through inside his head
- Observant
- Contemplation

How do you prefer to take in information?

Introverted

- Thinks things through inside his head
- Observant
- Contemplation

Sensing

- Reality
- Facts/details
- Practical application
- Describes literally

How do you prefer to make decisions?

Introverted

- Thinks things through inside his head
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Sensing

- Reality
- Facts/details
- Practical application
- Describes literally

Thinking

- Impersonal, logical
- Justice, fairness
- Seeks flaws in argument
- Level-headed

How do you prefer to live your outer life?

Introverted

- Thinks things through inside his head
- Observant
- Contemplation

Sensing

- Reality
- Facts/details
- Practical application
- Describes literally

Thinking

- Impersonal, logical
- Justice, fairness
- Seeks flaws in argument
- Level-headed

- Settles matters
- Rules and deadlines
- Detailed instructions
- Makes plans

Understanding the ISFJ (Protector)

How do you prefer to make decisions?

Introverted

- Thinks things through inside his head
- Observant
- Contemplation

Sensing

- Reality
- Facts/details
- Practical application
- Describes literally

Feeling

- Personal Feelings
- How will affect others
- Harmony
- Please others

- Settles matters
- Rules and deadlines
- Detailed instructions
- Makes plans

Understanding the ESFJ (Provider)

Are you outwardly or inwardly focused?

Extraverted

- Talkative
- Outgoing
- Fast-paced
- Think out loud
- Center of attention

Sensing

- Reality
- Facts/details
- Practical application
- Describes literally

Feeling

- Personal Feelings
- How will affect others
- Harmony
- Please others

- Settles matters
- Rules and deadlines
- Detailed instructions
- Makes plans

Understanding the INFJ (Counselor)

How do you prefer to take in information?

Introverted

- Thinks things through inside his head
- Observant
- Contemplation

Intuition

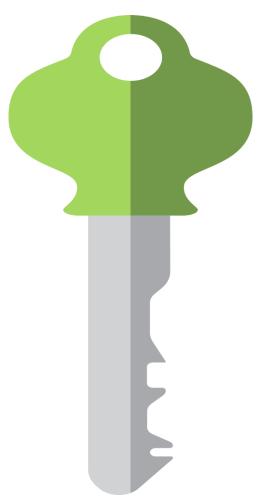
- How things could be
- Big picture and connections
- Ideas and concepts

Feeling

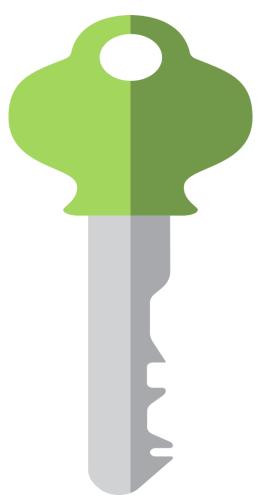
- Personal Feelings
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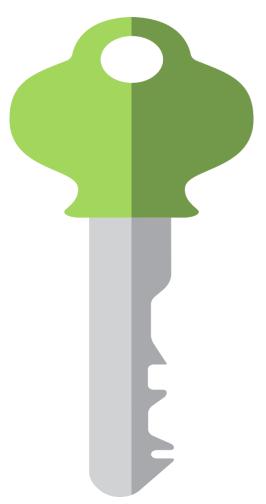


Are you outwardly or inwardly focused?



Are you outwardly or inwardly focused?

 Introvert: there will be quiet/lulls in the conversation



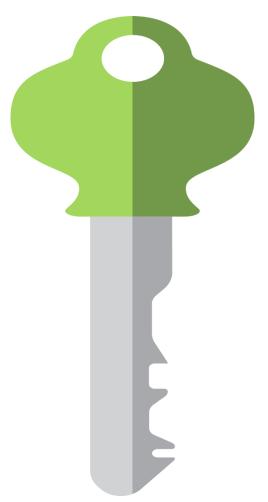
Are you outwardly or inwardly focused?

- Introvert: there will be quiet/lulls in the conversation
- Extravert: might sounds like rambling

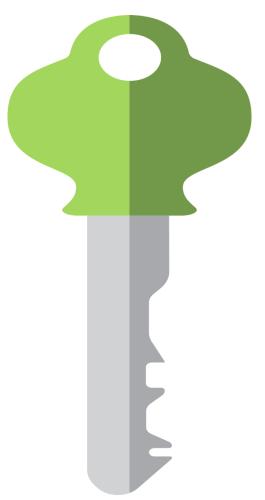


Are you outwardly or inwardly focused?

- Introvert: there will be quiet/lulls in the conversation
- Extravert: might sounds like rambling
- Extravert: needs lots of credit

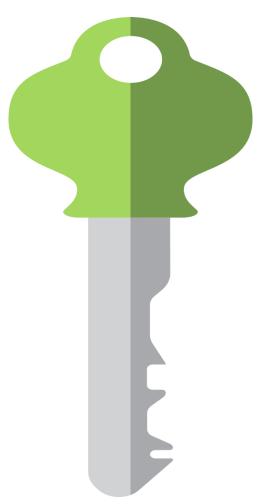


How do you prefer to take in information?



How do you prefer to take in information?

- Sensing: reality and facts



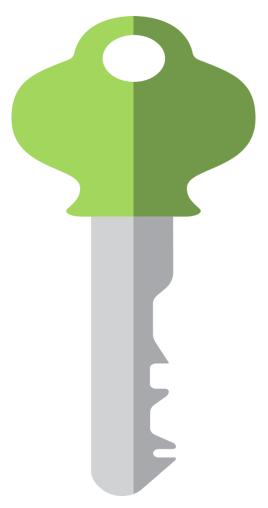
How do you prefer to take in information?

- Sensing: reality and facts
- Intuition: Sees "beyond horizon"

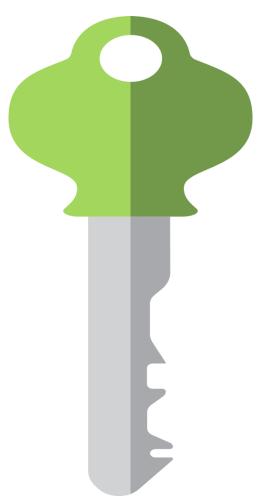


How do you prefer to take in information?

- Sensing: reality and facts
- Intuition: Sees "beyond horizon"
- Intuition: likes figurative, poetic descriptions

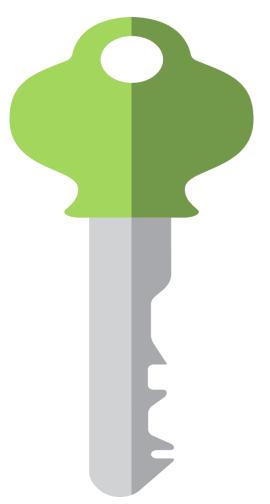


How do you prefer to make decisions?



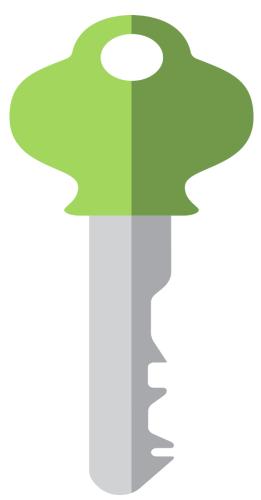
How do you prefer to make decisions?

- Thinking: impersonal, logical



How do you prefer to make decisions?

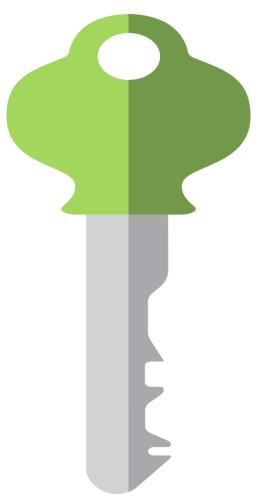
- Thinking: impersonal, logical
- Feeling: likes to please others



How do you prefer to make decisions?

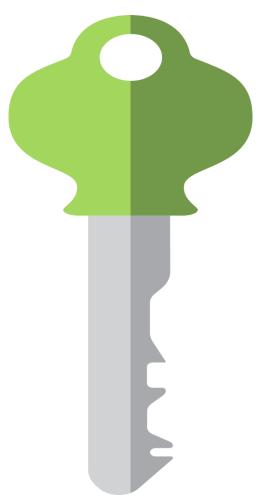
- Thinking: impersonal, logical
- Feeling: likes to please others
- Feeling: values harmony, forgiveness



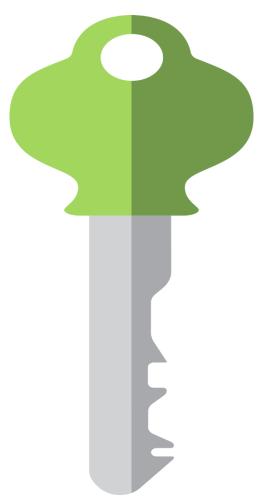


How do you prefer to live your outer life?

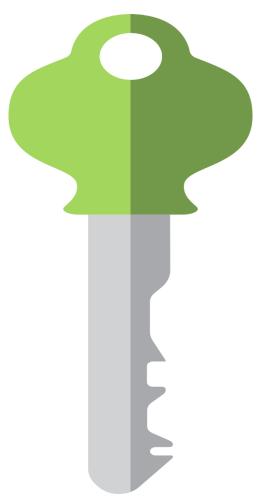
Judging: prefers to settle matters



- Judging: prefers to settle matters
- Perceiving: likes to improvise as you go



- Judging: prefers to settle matters
- Perceiving: likes to improvise as you go
- Judging: likes plans and details



- Judging: prefers to settle matters
- Perceiving: likes to improvise as you go
- Judging: likes plans and details
- Perceiving: leave options open

What Did I Miss?

Thoughts & questions

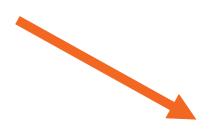


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Wrap-up

Working with Individuals

- Why create profiles
- How to create profiles
- Using types to be more effective
- Understanding why people react differently than others
- The key to understanding MBTI

Actionable Takeaways

Wrap-up

Working with Individuals

- Why create profiles
- How to create profiles
- Using types to be more effective
- Understanding why people react differently than others
- The key to understanding MBTI

Actionable Takeaways

- Create a profile for a customer
- Create a profile for a colleague
- Create a profile for a boss
- Reword any aspect of the results (for example, what does I (introvert) mean?)

Wrap-up

What's Next?

Your own MBTI type, and what that means for you (and others)