

Communication Strategies for Different Personality Types

Communication Styles

Different personality types process and communicate information differently. For example, an ENFJ will communicate well with people of ENFJ, INFJ, ENFP, INFP types (i.e. all who belong to the NF group), but not necessarily communicate effectively to individuals belonging to the ST group (ESTJ, ISTJ, ESTP, ISTP). This is because the ST people process and communicate information in a sensory and logical way rather than an emotional and conceptual one.

The following are communication style descriptions of the 16 personality types:

| | | | |
|-------------|-------------|-------------|-------------|
| ESTJ | ISTJ | ENTJ | INTJ |
| ESTP | ISTP | ENTP | INTP |
| ESFJ | ISFJ | ENFJ | INFJ |
| ESFP | ISFP | ENFP | INFP |

Preferable Communication Style

The chart below summarizes what communication style would be preferable when communicating to various personality types.

With ST people:

- Be specific, confident, well-reasoned
- demonstrate immediate advantages, profit
- provide examples; use visual aids.

With NT people:

- Be specific, well-reasoned; use visual aids, diagrams
- use concepts, theories
- appeal to intellectual capabilities
- give them a challenge
- show how the problem in hand or subject of communication fits into the "big picture"

With SF people:

- Be supportive, expressive, and confident
- provide examples; demonstrate immediate advantages, profit
- appeal to feelings and emotions

With NF people:

- Be expressive, well-reasoned
- use visual aids
- use concepts, theories
- appeal to their intuition
- give them a challenge
- show how the problem in hand or subject of communication fits into the "big picture"

- The Inspector – ISTJ **Personality**.
- The Counselor – INFJ **Personality**.
- The Mastermind – INTJ **Personality**.
- The Giver – ENFJ **Personality**.
- The Provider – ESFJ **Personality**.
- The Idealist – INFP **Personality**.
- The Supervisor – ESTJ **Personality**.
- The Visionary – ENTP **Personality**.

Artisans

- Composer (ISFP)
- Crafter (ISTP)
- Performer (ESFP)
- Promoter (ESTP)

Guardians

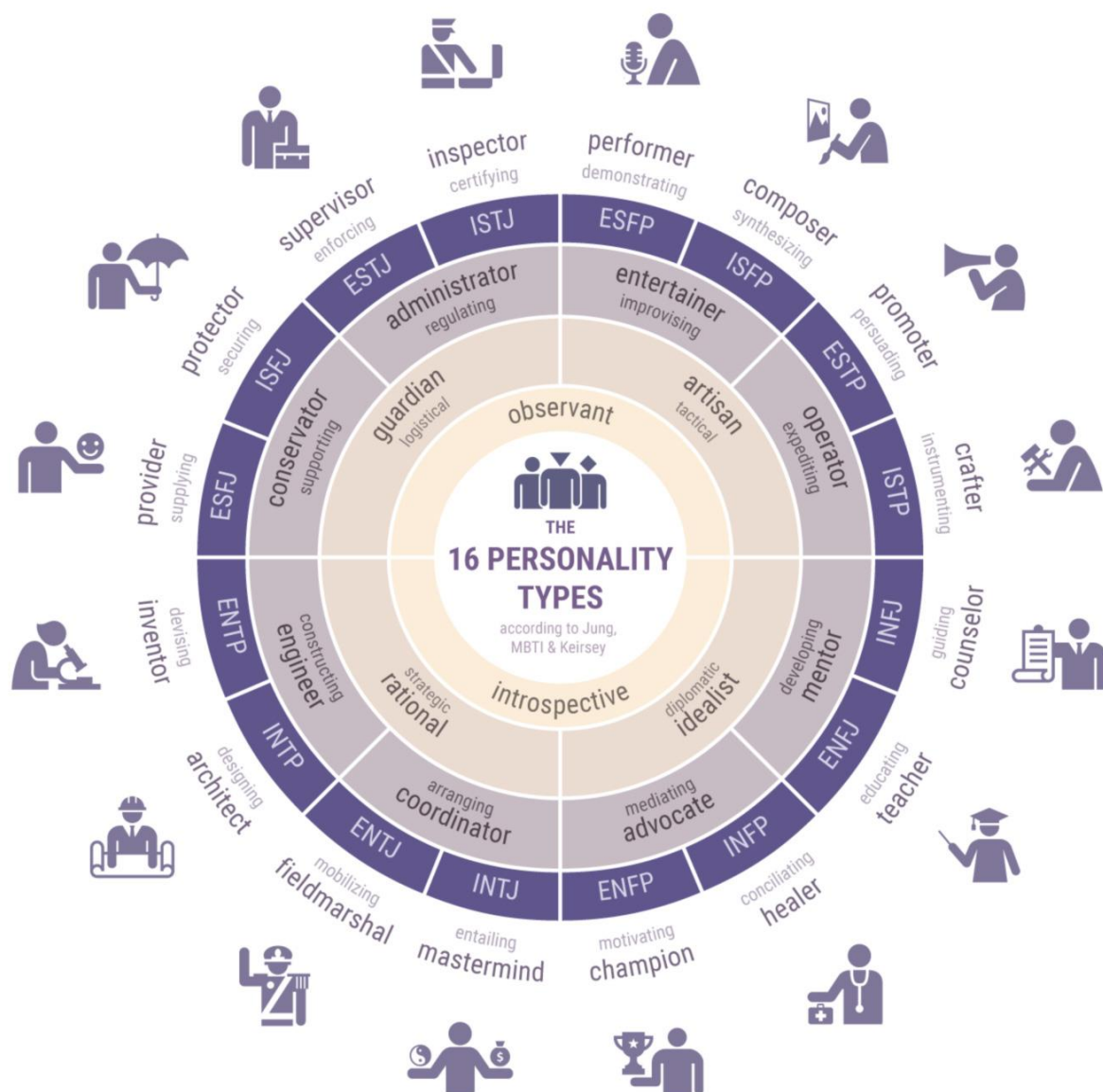
- Inspector (ISTJ)
- Protector (ISFJ)
- Provider (ESFJ)
- Supervisor (ESTJ)

Idealists

- Champion (ENFP)
- Counselor (INFJ)
- Healer (INFP)
- Teacher (ENFJ)

Rationals

- Architect (INTP)
- Fieldmarshal (ENTJ)
- Inventor (ENTP)
- Mastermind (INTJ)



I - introvert T - thinking N - intuition P - perceiving
E - extravert F - feeling S - sensing J - judging

Temperament Role Role Variant

Sources: K. Jung Psychological Types,
Myers-Briggs Type Indicator (MBTI),
D. Keirsey Temperament Sorter

visualized by Mark and Anna Vital

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