



**Compelling
Conversations:**

**Developing Communication
Style Through Myers-Briggs® Type**

PRESENTED BY
YOUR NAME HERE

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Objectives

- ◆ Self-assess your current communication style
- ◆ Increase your understanding of differences in communication styles
- ◆ Develop greater awareness of the impact of personality type when communicating
- ◆ Identify where you may need to adjust your communication style to maximize your impact
- ◆ Practice the skills of communicating effectively
- ◆ Put together an action plan to enhance communication

Why *Compelling Conversations*?

- ◆ Communicating is essential to building and maintaining relationships
- ◆ Understanding communication styles will help you build better relationships with people because you'll know how to speak their language

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Workshop Overview

- ◆ Introductions and setting the scene
- ◆ Myers-Briggs® framework refresher
- ◆ Communicating with others
- ◆ Starting the conversation
- ◆ Identifying and adapting your communication style
- ◆ Focus of the conversation
- ◆ Putting it into practice
- ◆ Action planning—putting it all together



Increasing Awareness

MBTI SELF-AWARENESS
What you know or do not know about yourself

**SHARING
MBTI
TYPE**

What others
know or
do not know
about you

KNOWN TO SELF

NOT KNOWN TO SELF

KNOWN
TO
OTHERS

ARENA

BLIND SPOT

NOT
KNOWN
TO
OTHERS

FACADE

UNKNOWN

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How People Direct and Receive Energy



People who prefer
EXTRAVERSION



People who prefer
INTROVERSION

Are energized by
interacting with people
and taking action

Are energized by
reflecting on ideas,
memories, and experiences

Tend to be sociable and
expressive

Tend to be private and
contained

Prefer to communicate
by talking

Prefer to communicate
in writing

Work out ideas by talking
them through

Work out ideas by reflecting
on them

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Summary



ST

SF

NF

NT

What They Want to Hear

Exactly what is expected of them

Personal encouragement for achievements

Support for unique contributions

Credible information from a competent source

Logical and factual evidence of performance on the task

How they can practically help others

Possibilities and viewpoints rather than specific directions

Logical options for improvements

Giving Feedback

Be direct and to the point

Celebrate contributions

Value and encourage diversity

Believe everything can be improved

Spot flaws and have specific standards

Support the individual in their progression at work

Nurture growth and personal development

Highly regard competence in others

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NTs

Tend to:

- ◆ Have a large vocabulary and be precise in their use of language
- ◆ Be interested in possibilities
- ◆ Like straightforward information with alternatives
- ◆ Check for discrepancies in logic
- ◆ Use dark humor

INTJ
INTP
ENTP
ENTJ

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Action Planning— Putting it All Together

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To Close

Everyone to share:

- ◆ One thing you have learned about your communication style
- ◆ One thing you will be doing differently to communicate more effectively

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