



Introverts - and Extroverts - Make the World Go Round

A 60-minute Webinar

How do you define "introvert?" _____

How do you define "extrovert?" _____

"Knowing yourself is the beginning of all wisdom." Aristotle

1) It's important to be aware of our tendencies, since some scientists consider where we fall on the introversion/extroversion continuum the single most important aspect of _____.

2) Where we fall can influence:

- a) how we _____ with others.
- b) how we _____ differences.
- c) who we choose to _____.
- d) how we show _____.
- e) _____ we choose.

3) If you _____ to be an extrovert, others may be shocked by your behavior when a significant event happens in your life.

4) Introverts and extroverts require very different levels of _____ to operate at their best.

5) Knowing your "optimal level of arousal" is about finding your "_____."

6) According to Dr. Elaine Aron, introversion can be closely connected to "_____".

WHO ARE SOME WELL-KNOWN INTROVERTS AND EXTROVERTS...ANY SURPRISES?

1) Let's look at some of the myths surrounding "introverts" today:

- a) Introverts are _____.
- b) Introverts don't like _____.
- c) Introverts are "_____".
- d) Introverts don't like to _____.
- e) Introverts only want to be _____.
- f) Introverts are _____.

LINDA BRUNO * LindasWorkshops@gmail.com
www.LindasWorkshops.com Online ~ 1.0 ~ 03.26

- g) Introverts don't know how to _____.
- h) Introverts can be _____.

2) Let's look at some of the myths surrounding "extroverts" today:

- a) Extroverts are _____ to others.
- b) Extroverts are natural _____.
- c) Extroverts hate to be _____.
- d) Extroverts don't like to _____.
- e) Extroverts want to be the _____.
- f) Extroverts are _____.
- g) Extroverts never _____.
- h) Extroverts never _____.

3) One of the primary differences between introverts and extroverts is what gives them

Introverts: _____
Extroverts: _____

4) Another difference is how they process decisions, problem solving, etc.:

Introverts: _____
Extroverts _____

5) Part of Carl Jung's definition of the differences between introverts and extroverts is that introverts are drawn to the _____ of thought and feeling: extroverts are drawn to the external life of _____.

What have I learned today about introverts that I will be able to use at work?

What have I learned today about introverts that I will be able to use in my personal life?

What have I learned today about extroverts that I will be able to use at work?

What have I learned today about extroverts that I will be able to use in my personal life?

Additional notes to myself: _____

Recommended resources: *Quiet*, by Susan Cain and *The Highly Sensitive Person*, by Elaine Aron

LINDA BRUNO

Email: LindasWorkshops@gmail.com

www.LindasWorkshops.com

Using the Introvert/Extrovert Assessment:

- You might want to use a highlighter or some other colored marker so that you can get a “visual snapshot” of your tendency.
- Notice the “title” of each line of the assessment. Example – the first line on page one is titled, **RECHARGE BY:**
- Quickly, **instinctively** go across the dotted line beneath each title and mark a small vertical hashmark (using your highlighter or colored marker) where you fall on the continuum. Be honest with yourself so that you get a clear reading once you’re finished. Don’t overanalyze each line – your quick, instinctive answer is usually your true self. There are no right or wrong answers.
- Once you’ve finished marking each line of the two pages, you should get a picture of where your **tendency** lies: introvert or extrovert. You may want to record that at the bottom of page 3.

This is not meant to be an absolute value. Everyone falls somewhere along the continuum and most folks have at least a few marks closer to the edges of both ends of the spectrum.

If most of your marks fall to the left of the middle of the page, however, you likely **tend** toward introversion. If most of your marks fall to the right of the middle of the page, you likely **tend** toward extroversion.

Example:

RECHARGE BY:

Time alone

Being social



REACTION TO LOTS OF ACTIVITY:

Shut down afterward

Energized by lots of activity



If all of one’s answers followed this pattern, you would visually notice that most of the hash marks are toward the “introvert” side of the continuum.

DO YOU TEND TO BE AN INTROVERT OR AN EXTROVERT?

RECHARGE BY:

Time alone

Being social

←-----→

“SOCIALIZING”:

Enjoy 1-to-1 conversations

Enjoy talking in a group

←-----→

FRIENDSHIPS:

Close relationships with a few friends

Lots of casual friends

←-----→

DEALING WITH CHANGE:

Can find change difficult

Easily accept change

←-----→

LISTENING AND SPEAKING:

Tend to listen more

Enjoy speaking

←-----→

FOCUS:

Deep focus over long period

Tend to get distracted easily

←-----→

DECISIONS:

Spend time reflecting

Easily make quick decisions

←-----→

WORKSPACE:

Quiet, “secluded”

Open spaces among others

←-----→

MAKING CONVERSATION:

Can find small talk frustrating

Love to chit chat

←-----→

PARTYING/SOCIAL GATHERINGS:

Go to connect with people I already know

Go to meet new people

←-----→

CROWDED PLACES:

Sometimes feel alone in a crowd

Never met a stranger

←-----→

PERCEPTION OF OTHERS:

I may be perceived as “aloof” or “intense”

I may be perceived as “shallow”

←-----→

DOWNTIME:

Restorative

Waste of time



INTERACTIONS:

Would rather speak in front of 100 people

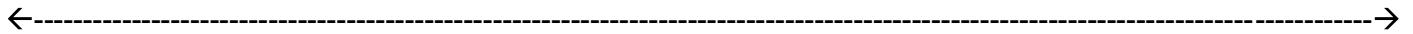
Would rather mingle and chit-chat with 100 people



REACTION TO LOTS OF ACTIVITY:

Shut down afterward

Energized by lots of activity



ABILITIES:

Would rather do one thing extremely well

Will "try anything once"



SURROUNDINGS:

Notice more visuals around me

Somewhat oblivious to details around me



THINKING PROCESS:

Think first, talk later

"Think out loud"



MAY HAVE BEEN TOLD TO...:

Come out of my "shell"

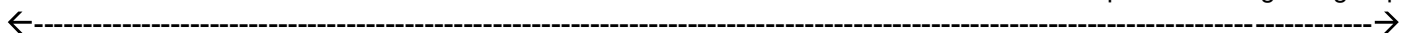
"Be quiet"



WORK PREFERENCE:

I'm fine alone

I prefer working in a group



CALL SCREENING:

Even screen friends if I'm recharging

Almost always answer



SHARE IDEAS (EXAMPLE – AT MEETINGS):

When prompted

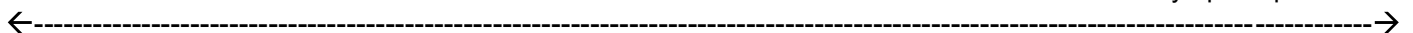
Speak up frequently, no prompting needed



COMFORT IN NEW RELATIONSHIPS:

I tend to be more reserved at first

Easily open up to others



As I look at my marks, I see that I *tend toward*

- Introversion
- Extroversion