

## **UNDERSTANDING EXTROVERSION AND INTROVERSION**

### **What are the Differences?**

<b><i>Extroversion is about:</i></b>	<b><i>Introversion is about</i></b>
Gaining energy from what is happening in the outer world: from activities, excitements, people, and things.	Gaining energy from an inner world of concepts, thoughts, interests, ideas, and imagination
Prefer variety and action	Prefer to focus on one task at a time
Tend to be enthusiastic, talkative, and gregarious	Tend to be reserved, reflective and perceived as a good listener
Want to change the world	Want to understand the world

### **What Do You Notice in Behavior?**

<b><i>When using the Extroverted attitude, we:</i></b>	<b><i>When using the Introverted attitude, we:</i></b>
Are energized by interacting with others	Are reserved and questioning
Tend to think "out loud"	Seek quiet for concentration
Talk freely with others	Seem subtle and impenetrable
Focus on breadth rather than depth	Focus on depth rather than breadth
May "seize the day" and act quickly	Think before we act

### **Actions to Make a Positive Difference:**

<b><i>Activities that favor our Extroverted side:</i></b>	<b><i>Activities that favor our Introverted side:</i></b>
Show energy and enthusiasm	Facilitate ways so that others can know, like and trust you such as introductions, website references, stories and biographies shared in advance
Bounce around ideas	Take turns in discussion and ask, "What do you think?"
Brainstorm & have dialog without a push to critique or evaluate	Allow time for reflection, "soak time" before decision-making
Don't assume commitments or decisions made	Do not assume disinterest
Socialize and interact with others in casual settings, like happy hour, parties, dancing, group gatherings	Choose more solitary activities like working out at home, bike riding, reading, relaxing at a quiet beach