

HOW EXTROVERTS AND INTROVERTS FUNCTION

According to renowned psychologist Carl Jung, credited as pioneering the terms “extroversion” and “introversion,” there are two mutually exclusive attitudes, which children in their early years display with accuracy. Their preference for extroversion or introversion prevail throughout adulthood. The only time this may change is under extreme stress and unusual circumstances. The simplest way to understand the differences between extroverts and introverts, is to see whether someone generates and maintains their energy outwardly or inwardly. Extroverts are energized more by the external world and introverts are energized by their internal world.

The following characteristics are generally true for most extroverts:

EXTROVERTS

- Direct their focus and attention outwardly
- Are outgoing and energized by being with others
- Take in information through their five senses and focus on the here and now
- Focus on people and things
- Actively engage with their surroundings
- Speak and act readily without much reflection
- Like a flexible and spontaneous approach to life
- Naturally initiate conversations and interactions
- Like to participate in activities or situations that involve lots of people
- Have a breadth of interests and often have many friends
- Need to live it to understand it

The following characteristics are generally true for most introverts:

INTROVERTS

- Direct their focus and attention inward
- Are energized by their inner world of ideas and impressions
- Have a hard time in large groups; too much interaction or small talk drains them
- Tend to make decisions based primarily on logic and objective analysis
- Recharge their batteries with solitude and solitary activities
- Focus on concepts and ideas
- Only participate verbally, when they have something to say
- Keep their social circle limited
- Prefer experiences with select individuals they are familiar or close to
- Tend to prefer depth of interest to quantity
- Need to understand it before they live it