

Are You an Introvert or an Extrovert?

Where do you get your energy?

On each of the following pairs of statements, select the one which is most descriptive of you most of the time.

1. ___ I keep energy, enthusiasm, and excitement to myself and share only with those I know very well. (I)
 ___ I share my energy, excitement, and enthusiasm with almost anyone in the vicinity. (E)
2. ___ I hesitate before sharing personal information with others. (I)
 ___ I share personal information easily. (E)
3. ___ I need time to think before responding and need time to reflect before reacting to outside events. (I)
 ___ I respond quickly to questions and outside events. (E)
4. ___ I prefer communicating one-to-one. (I)
 ___ I communicate one-to-one or in groups with equal ease and enjoyment. (E)
5. ___ I usually prefer written to verbal communication. (I)
 ___ I prefer face-to-face, oral communication over written communication. (E)
6. ___ Occasionally I think I told someone something I didn't because I'm always going over things in my head. (I)
 ___ I think outloud when interacting with others and reach my conclusions in the process. ("I've been wondering what changes to make in the procedure. Should we take this approach or that approach. Now I see exactly what we should do.") (E)
7. ___ I think things through before saying something. (I)
 ___ I speak first, and think later. (E)
8. ___ I am energized by spending time alone. (I)
 ___ I am energized by interacting with lots of people. (E)
9. ___ I prefer to focus my attention on one task at a time. (I)
 ___ I prefer to work on several projects at the same time. (E)
10. ___ I need quiet to concentrate. (I)
 ___ I can read or talk to someone while something else (TV, radio, conversation, etc.) is going on in the background. (E)
11. ___ I am considered a good listener. (I)
 ___ I have more difficulty listening than talking. (E)

- 12. ____ I come across as reserved and reflective and have been called “shy.” (I)
____ I am considered very approachable. (E)
- 13. ____ I like to share special occasions with one other person or a few close friends. (I)
____ I have many close friends and like to include as many people as possible in my activities. (E)
- 14. ____ I wish I could express my ideas more forcefully. (I)
____ I sometimes dominate conversations. (E)
- 15. ____ I would like to be able to state my thoughts and feelings without interruption. (I)
____ Often I don’t give others a chance to speak, and I don’t always attach tremendous meaning to what others say. (E)
- 16. ____ I need time alone to “recharge” after spending time on the phone, in meetings, or in socializing. After intense encounters, I feel drained. (I)
____ I never hesitate to call someone or drop by to talk. (E)
- 17. ____ I don’t enjoy meetings, and I usually don’t speak unless asked to. (I)
____ I like going to meetings and giving my opinion, and I would rather generate ideas with a group than by myself. (E)
- 18. ____ I get suspicious if people are too complimentary. (I)
____ I need feedback from others on how I am doing, how I look, etc. (E)
- 19. ____ When faced with something new, I need to wait, watch, and think about it before getting involved. (I)
____ When faced with something new, I get excited and jump in right away. (E)

Now total the number of statements you checked that are followed by (I) and those that are followed by (E) to determine your tendency toward Introversion or Extroversion.

Total E’s _____ **(Extroversion)**
Total I’s _____ **(Introversion)**