

Introversion / Extraversion

Do your colors shine Outward or Inward?

Carl Jung's traits of Extraversion and Introversion (E/I) provides a deeper understanding of expression differences. Extraverts get their energy from the outside world of people, activities and things. They process information through their interactions with people. Introverts get their energy from their internal world of ideas and concepts. They process information internally, by taking time to digest and reflect.

It is easier to identify an extravert's primary color because they express it openly in the external world. Introverts tend to keep their primary color to themselves and may more readily express their second color to the world. Knowing an individual's preference for Extraversion or Introversion can provide valuable insights for communication clarity.

Where do you get your energy and focus your attention? Review the two columns below. You will see descriptions that fit you in both columns. Choose the statement in each column that provides a "best fit" in describing your natural preferences. Select the descriptor that best describes you, not those traits you admire or are good at doing, but provides the most accurate picture of your "True Self".

Extraversion / Introversion Assessment

Circle A or B, whichever fits best

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| A. Tend to be interactive | B. Tend to be quiet and reserved |
| A. Interest have breadth | B. Interests have depth |
| A. Does best work externally in action | B. Does best work internally in reflection |
| A. Learns better if action comes first | B. Learns better if ideas come first |
| A. Speaks, maybe thinks, speaks again | B. Thinks, maybe speaks, thinks again |
| A. Shares feelings with others | B. Keeps feelings to self |
| A. Don't mind interruptions | B. Hate interruptions |
| A. Communicates energy and enthusiasm | B. Keep energy and enthusiasm inside |
| A. Prefers to work with people around | B. Prefers working alone |

Mark an X on the line representing your total number of A's



Introversion

Extraversion