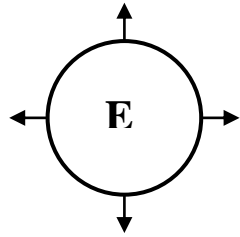


# Extravert - Introvert

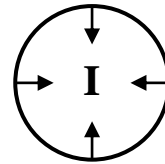
Australian population E = 60%, I = 40%

**Where do you prefer to focus your attention?  
This scale describes two ways of focusing attention on the outer and inner world.**



People who prefer Extraversion tend to focus on the outer world of people and things. When a person is using their Extravert Function they are energised and stimulated by the outer world. Extraverts will probably appear to be more:

Active  
Spontaneous  
Relaxed  
Enthusiastic  
"Other" oriented  
Like variety



People who prefer Introversion tend to focus more on their inner world of ideas. When a person is using their Introvert Function they are energised and stimulated by what goes on in their minds. Introverts will probably appear to be more:

Reserved  
Passive  
Quiet  
Intense  
Reflective  
Do one thing at a time

Think of some examples - the following are only generalisations, but they may help:

*Extraverts enjoy small talk, Introverts say "why talk when there is nothing to say".*

*When an Extravert is sick or tired they will tend to get stimulated and feel a little better by having people around, for Introverts it is quite the opposite.*

*Extraverts can talk to a whole group of people at once, whereas Introverts would prefer to talk to one person fairly intensely.*

*When an Extravert and an Introvert have a quarrel, the Extravert will tend to let off their steam and it will all be finished, for the Introvert they may well say months later "do you remember when you said 'such and such' three months ago".*

*An Extravert needs to live life in order to understand it, and an introvert needs to understand life in order to live it.*

*Introverts tend to have a need for more social space than Extraverts, for example Extraverts will stand closer when they talk to each other than Introverts.*

*Extraverts find it easier to 'pull up their roots' and move about both in work and home, Introverts tend to put down deeper roots, for example they tend to stay in jobs longer than the Extraverts.*

*Introverts tend to be pessimistic and cautious where Extraverts tend to be more confident and optimistic.*

Using this page and other examples you can think of within these definitions you can now plot your type on the scale below and then compare that to your M.B.T.I. result.

## MY LIFE ORIENTATION

