THE PERKS OF BEING AN INTROVERT
WHO AM I?

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Introvert vs Extrovert: A glimpse into the challenges of an Introvert

https://youtu.be/BfZatw7B5_I
WHERE DO THE CONCEPTS OF INTROVERSION AND EXTROVERSION COME FROM?
MYERS-BRIGGS TYPE INDICATOR (MBTI)

- **Introversion** is the tendency to direct energy toward the world inside oneself.

- **Extraversion** is the tendency direct energy toward the outside world, particularly people.
EYSENCK’S (REVISED) THEORY

• People strive to keep ascending reticular activating system (ARAS) activity at optimal level.

• Research indicates that I’s and E’s are not different at resting levels, but I’s are more reactive to moderate levels of stimulation than extraverts.

• The difference lies in arousability, not in baseline arousal.

• I’s and E’s may choose different levels of stimulation (E’s higher), but equivalent in arousal under chosen stimulation.

• I’s and E’s perform tasks best under their chosen stimulation level.
E/I CHARACTERISTICS
(These are complementary attitudes toward the world)

**Extraverts...**
- Flow is directed outward toward people and objects
- Energized by other people
- Do – Think - Do
- Is often friendly, talkative, easy to know

**Introverts...**
- Flow is directed inward toward concepts and ideas
- Energized by inner resources
- Think-Do-Think
- Is often reserved, quiet, hard to know
# Extrovert vs Introvert

By An Extrovert And An Introvert

There are many charts that compare extroverts and introverts, but they are mostly compiled by introverts. This is, just like introverts know that not every introvert is shy, the same applies for extroverts: not every extrovert is obnoxious. Will this chart cover every extrovert or introvert you meet? Of course not! However, we hope this chart is more balanced since it was created by both an introvert and an extrovert.

<table>
<thead>
<tr>
<th></th>
<th>Shy</th>
<th>Introvert</th>
<th>Extrovert</th>
<th>Obnoxious</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>People</strong></td>
<td>Make you anxious or nervous</td>
<td>Can be draining - need to recharge afterwards</td>
<td>Energizing</td>
<td>Playthings</td>
</tr>
<tr>
<td><strong>Conversations</strong></td>
<td>Only when necessary</td>
<td>Listen and encourage</td>
<td>Engage and initiate</td>
<td>Revolve around you</td>
</tr>
<tr>
<td><strong>Talking with Strangers</strong></td>
<td>Cow</td>
<td>Don’t encourage small talk</td>
<td>Talk about anything with everyone</td>
<td>Talk about you with everyone</td>
</tr>
<tr>
<td><strong>Silence in Conversations</strong></td>
<td>Awkward - others may expect you to talk</td>
<td>Allows you to think about discussion</td>
<td>Allows you to think about discussion</td>
<td>Doesn’t stand a chance against your verbal onslaught</td>
</tr>
<tr>
<td><strong>Thoughts</strong></td>
<td>You hope no one asks your opinion on anything</td>
<td>You like to internalize your thoughts before sharing with others</td>
<td>You like to verbalize your thoughts and brainstorm</td>
<td>Bypasses brain and goes directly out mouth</td>
</tr>
<tr>
<td><strong>Favourite Punctuation</strong></td>
<td>...</td>
<td>,</td>
<td>!</td>
<td>!!! ??? *#@%!</td>
</tr>
</tbody>
</table>

*By Errol Elumir & Manda Whitney [http://debsanderrol.com]*
FROM THEORIES TO ACTUAL BRAIN SCIENCE...
Extraverts have a low sensitivity to dopamine, so require large amounts of it, while introverts are highly sensitive to dopamine. Too much of it makes them feel overstimulated.
Part of the brain releases dopamine. But extroverts need its sidekick, adrenaline, which is released from the action of the sympathetic nervous system, to make more dopamine in the brain. More active → increase of dopamine.
Longer Introvert Acetylcholine Pathway

Shorter Extrovert Dopamine Pathway
1/3 TO 1/2 OF US ARE INTROVERTS.
Ambivert Personality Continuum Scale

- Introvert: With 50% introvert functions.
- Ambivert: With 25% introvert functions, 25% extrovert functions, and 50% introvert functions.
- Extrovert: With 25% extrovert functions, 25% introvert functions, and 50% extrovert functions.

LonerWolf.com
THE MERITS OF INTROVERSION.
INTROVERSION, SHYNESS, AND SOCIAL ANXIETY--WHAT’S THE DIFFERENCE?
SHYNESS

• DISCOMFORT AND/OR INHIBITION IN INTERPERSONAL SITUATIONS THAT INTERFERES WITH PURSUING ONE'S INTERPERSONAL OR PROFESSIONAL GOALS.

• MAY VARY FROM MILD SOCIAL AWKWARDNESS TO TOTALLY INHIBITING SOCIAL PHOBIA.

• SHYNESS MAY BE CHRONIC AND DISPOSITIONAL, SERVING AS A PERSONALITY TRAIT THAT IS CENTRAL IN ONE'S SELF DEFINITION.

• SITUATIONAL SHYNESS INVOLVES EXPERIENCING THE SYMPTOMS OF SHYNESS IN SPECIFIC SOCIAL PERFORMANCE SITUATIONS BUT NOT INCORPORATING IT INTO ONE'S SELF-CONCEPT.
SOCIAL ANXIETY OR SOCIAL PHOBIA

• CLINICAL/DIAGNOSTIC TERMS

• THE FEAR OF SOCIAL SITUATIONS AND THE INTERACTION WITH OTHER PEOPLE THAT CAN AUTOMATICALLY BRING ON FEELINGS OF SELF-CONSCIOUSNESS, JUDGMENT, EVALUATION, AND INFERIORITY.

• THE FEAR AND ANXIETY OF BEING JUDGED AND EVALUATED NEGATIVELY BY OTHER PEOPLE, LEADING TO FEELINGS OF INADEQUACY, EMBARRASSMENT, HUMILIATION, AND DEPRESSION.
INTROVERSION, SHYNESS, AND SOCIAL ANXIETY/PHOBIA: WHAT'S THE DIFFERENCE?

• THE DIFFERENCE LIES IN WHETHER YOU'RE HAPPY WHO YOU ARE AND YOU AVOID "TOO MUCH" CONTACT WITH PEOPLE BECAUSE IT DRAINS YOUR ENERGY (THAT'S INTROVERSION) VS. FEELING LONELY, BUT YOU AVOID SOCIALIZING BECAUSE YOU'RE AFRAID OF BEING JUDGED BY OTHER PEOPLE (THAT'S SOMETHING ELSE).

• IF YOU'RE A CONTENTED INTROVERT, CARRY ON. IF, HOWEVER, YOUR REACTIONS TO SOCIAL SITUATIONS ARE MAKING YOU MISERABLE OR YOU FEEL THEY'RE KEEPING YOU FROM LEADING A FULL LIFE, IT MAY BE WORTH TALKING TO A PROFESSIONAL TO FIND WAYS TO IMPROVE THINGS.
THE CULTURE VARIABLE

• WESTERN COUNTRIES SHOW A PREFERENCE FOR EXTRAVERSION.

• EASTERN COUNTRIES SHOW A PREFERENCE FOR INTROVERSION.

• UNITED STATES HAS A STRONG PREFERENCE FOR EXTRAVERSION.
TEAM TIPS FOR E/I
RESPECT AND DRAW ON EACH OTHER

**Extraverts**
- Try not to be redundant
- Control your tendency to blurt out whatever comes to mind…1 item at a time
- Frequent check ins with I’s
- Take time to stop, look and listen
- Don’t assume if paused they have finished
- If need feedback from I, alert them in advance so can process

**Introverts**
- What you may consider meaningless may be crucial to someone else
- Share ideas as they come to your head…
- Don’t hold others to the 1st words they say… may be externally processing
- Break into conversations
- Agree on what needs to be in writing and what can be discussed
E & I COLLABORATION AT ITS BEST

• E’S CAN GET I’S MOVING; I’S CAN HELP E’S PREVENT FATAL ERROR BY MOVING TOO QUICKLY

• E’S CAN BREAK THE ICE; I’S CAN COMPLETE THE SCULPTURE

• E’S CAN PRESENT THE ARGUMENT; I’S CAN CRAFT IT
HOW TO CARE FOR INTROVERTS

1. RESPECT THEIR NEED FOR PRIVACY
2. NEVER EMBARRASS THEM IN PUBLIC
3. LET THEM OBSERVE FIRST IN NEW SITUATIONS
4. GIVE THEM TIME TO THINK, DON’T DEMAND INSTANT ANSWERS
5. DON’T INTERRUPT THEM
6. GIVE THEM NOTICE OF EXPECTED CHANGES IN THEIR LIVES
7. GIVE THEM 15 MINUTE WARNINGS TO FINISH WHATEVER THEY ARE DOING
8. REPRIMAND THEM PRIVATELY
9. TEACH THEM NEW SKILLS PRIVATELY
10. ENABLE THEM TO FIND ONE BEST FRIEND WHO HAS SIMILAR INTERESTS & ABILITIES
11. DON’T PUSH THEM TO MAKE LOTS OF FRIENDS
12. RESPECT THEIR INTROVERSION. DON’T TRY TO REMAKE THEM INTO EXTROVERTS
How to Care for Extroverts

1. Respect their independence
2. Compliment them
3. Accept and encourage their enthusiasm
4. Allow them to explore and talk things out
5. Thoughtfully surprise them
6. Understand when they are busy
7. Let them dive right in
8. Offer them options
9. Make physical and verbal gestures of affection
10. Let them shine
MAXIMIZING YOUR POTENTIAL AND LIVING IN HARMONY.
BALANCE

• EXTRAVERSION NEEDS INTROVERSION FOR BALANCE

• INTROVERSION NEEDS EXTRAVERSION FOR BALANCE

• IN OUR LIVES AND IN OURSELVES
TAKE AWAYS

• OUR GLOBALIZED WORLD IS OFTEN BIASED IN FAVOR OF THE EXTROVERTED.

• IT’S ALL ABOUT WHERE YOU DERIVE YOUR ENERGY, AND HOW YOU RESPOND TO STIMULATION.

• INTROVERTS CAN ADAPT, LEAD, INFLUENCE, FAKE IT.

• INTROVERTS MAY TEND TO BE MORE EMPATHIC, MODEST, DEEP-THINKING, INNOVATIVE, AND ASK “WHAT IF?”

• INTROVERTS AND EXTROVERTS NEED EACH OTHER!!

• KEY IS TO BE AWARE OF YOURSELF, YOUR STRENGTHS, YOUR AREAS OF GROWTH, AND NEEDS.
HOW ARE YOU?

Check in with yourself, then listen to a tuned meditation to improve your day!

11,069 people meditating today

https://app.stopbreathethink.org/
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WILLIAM J. RUTTER CENTER
3RD FLOOR, RM 330

http://studenthealth.ucsf.edu/
415-476-1281
REFERENCES AND RESOURCES

BOOKS:
- **QUIET: THE POWER OF INTROVERTS IN A WORLD THAT CAN’T STOP TALKING**  (SUSAN CAIN)
- **THE INTROVERT ADVANTAGE: HOW TO THRIVE IN AN EXTRAVERTED WORLD**  (MARTI OLSEN LANEY)
- **SELF-PROMOTION FOR INTROVERTS: THE QUIET GUIDE TO GETTING AHEAD**  (NANCY ANCOWITZ)
- **DO WHAT YOU ARE**  (BARBARA BARRON-TIEGER & PAUL TIEGER)
- **LIFE TYPES**  (SANDRA HIRSH & JEAN KUMMEROW)

TED TALK:
- **SUSAN CAIN: THE POWER OF INTROVERTS**

ARTICLES:
- **ARE YOU AN INTROVERT OR AN EXTROVERT? WHAT IT MEANS FOR YOUR CAREER**  (BELLE BETH COOPER)
- **SHYNESS: EVOLUTIONARY TACTIC**  (SUSAN CAIN)