

# **Lesson 9 – Introverts, Extroverts and Ambiverts**

## Learning Objectives

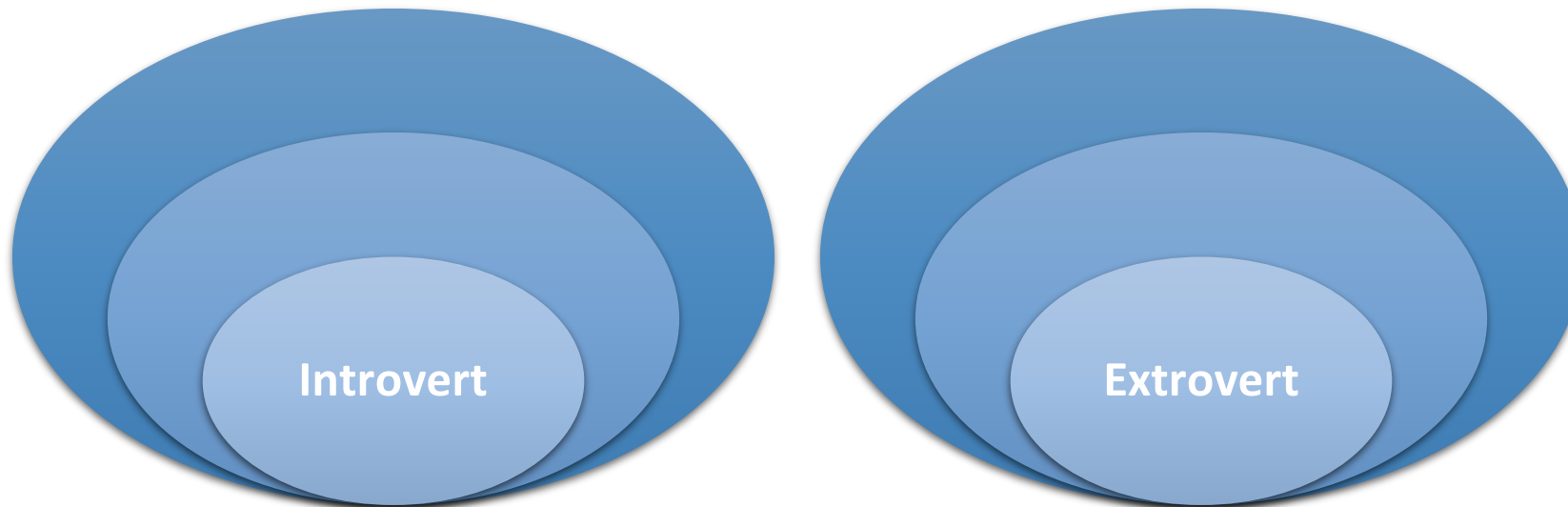
**After this lesson, students will be able to:**

- Tell an introverted and extroverted personality apart.
- Define what ambiversion is.
- Justify a stand on a personality-related issue.
- Define vocabulary from an audio using context clues.
- Interpret and explain the contents of infographics.
- Recognize the merits and demerits of introversion and extroversion.
- Determine jobs that are suitable for each personality type.
- Identify and correct errors found in sentences.

# Lesson 9. Introverts, Extroverts and Ambiverts

## Are you an introvert or an extrovert?

1. Why is it relevant to know what personality type you have?
2. Watch the video and follow instructions. [\(78\) ✓ Are You An Introvert Or Extrovert? - Personality Test - YouTube](#)
3. Discuss the result of the test.
4. According to the contents and results of the test, talk about the differences introverts and extroverts have.



# Lesson 9. Introverts, Extroverts and Ambiverts

## In a nutshell

It is said that ‘No two people are alike,’ as our way of thinking, feeling and acting is different from other people, which represents our personality. Based on characteristics, there are two types of personality, i.e. introvert and extrovert. When a person is reserved and does not open up easily, he or she is said to be an **introvert**. On the contrary, when a person is social, talkative and makes friends quickly, then his personality type is **extrovert**.

*“We are all the same, but different.”* → *What does this mean?*

**What is an ambivert?** An ambivert is someone who exhibits qualities of both introversion and extroversion, and can flip into either depending on their mood, context, and goals.

Extroversion and introversion describe how someone reacts to people.

Ambiverts are flexible in how they react to people.

Sources: [Difference Between Introvert and Extrovert \(with Comparison Chart\) - Key Differences](#)  
[What is an Ambivert? Are You an Introvert, Extrovert or Ambivert? \(scienceofpeople.com\)](#)

# Lesson 9. Introverts, Extroverts and Ambiverts

## Debate: What is your stand on the following?

- Quiet means agreement; quiet means thinking or disinterest.
- Extroverts are needy; introverts are shy.
- It's easier for extroverts to be silent than for introverts to speak.
- Extroverts only see the big picture; introverts get stuck in the weeds.
- Extroverts dominate through conversation; introverts manipulate with silence.
- It is more preferable to be an extrovert than an introvert in Modern Western society.
- Extroverts are a better companion.
- Extroverts are a better colleague.

*Sources:*

[13 Most Absurd Debates Between Extroverts & Introverts \(linkedin.com\)](#)

[Debate Argument: It is More Preferable to be an Extrovert Than an Introvert in Modern Western Society | Debate.org](#)

# Lesson 9. Introverts, Extroverts and Ambiverts

## Merits and Demerits of Introversion and Extroversion

	Introvert	Extrovert
Merits	1. Relationships 2. Work 3. Entertainment 4. Relaxation 5. Others	
Demerits		

Reference:

[Introvert vs Extrovert: Pros and Cons | Mental Floss](#)

[24 Pros & Cons Of Being an Extrovert vs. Being an Introvert - E&C \(environmental-conscience.com\)](#)

[7 Distinct Advantages Introverts Have Over Extroverts \(introvertdear.com\)](#)

[Advantages And Disadvantages Of Being An Extrovert | Bartleby](#)

# Lesson 9. Introverts, Extroverts and Ambiverts

## Keen Listening

Take notice of the following vocabulary in the audio. Talk about your comprehension of each if you are familiar with them. While listening, jot down notes on how the each vocabulary is defined, used and connected to topic presented.

gratuitous

full spectrum

thundering twit

conscientiousness

lick the outside of  
their own elbow

neurophysiology

stimulation

caffeine

mutual gaze

diminutive  
terms

idiosyncratic

pigeonholes

free traits

Identify what part of speech each  
vocabulary is.

# Lesson 9. Introverts, Extroverts and Ambiverts



## Listening (9.1) *Who are you, really?*

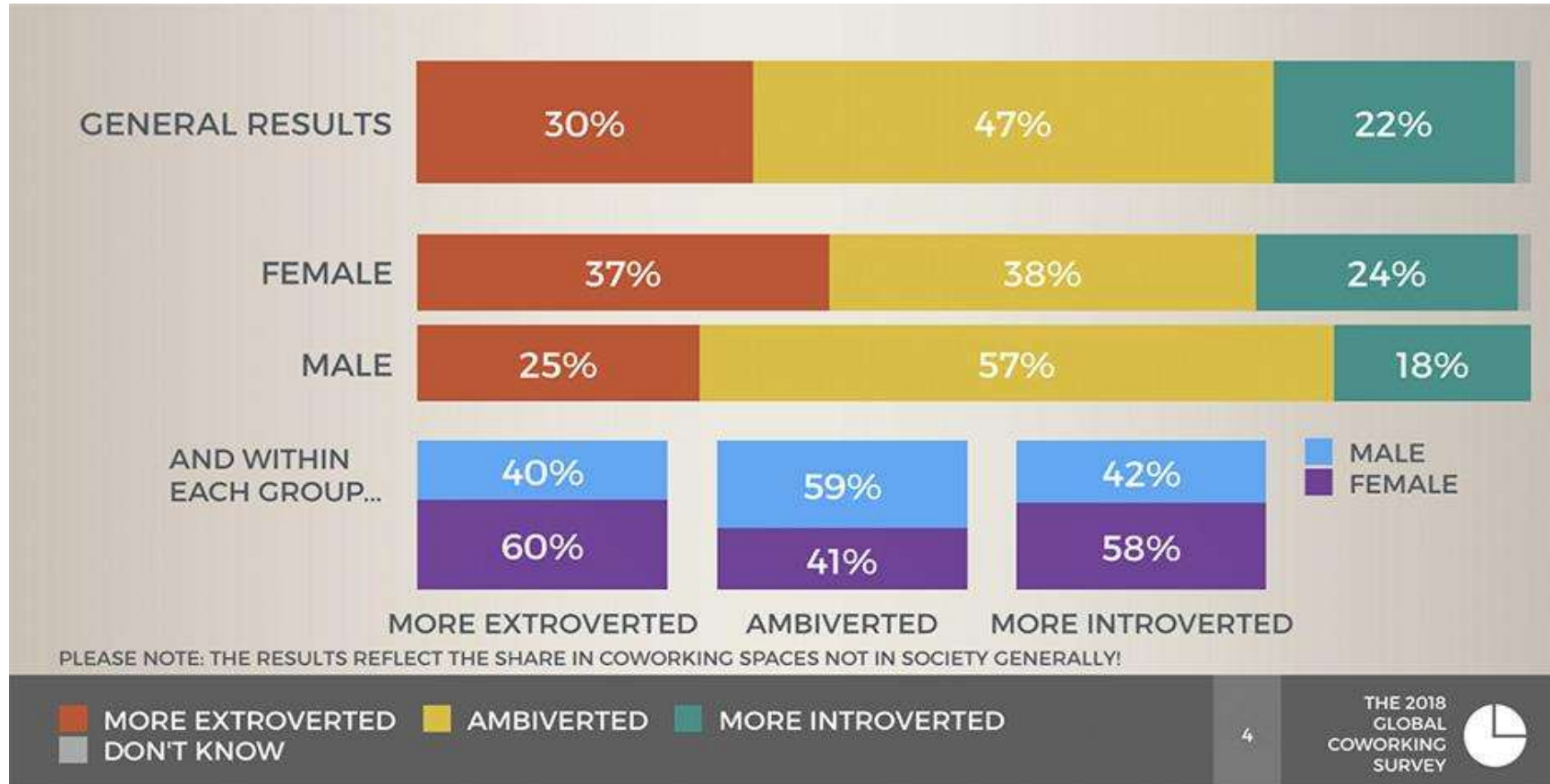
[Brian Little: Who are you, really? The puzzle of personality | TED Talk](#)

1. What is trait psychology?
2. What does OCEAN stand for? Describe each aspect.
3. Discuss what Brian Little calls “our three natures”.
4. How do openness and conscientiousness impact life success?
5. Explain the extroverts’ need for stimulation.
6. How do extroverts and introverts communicate?
7. Talk about Michael based on how Brian and another coworker finds him.
8. What makes us all different from each other? Give examples.



# Lesson 9. Introverts, Extroverts and Ambiverts

Study and discuss the graphs below.



What can you infer from the graph above?

Source: [Is Coworking Only for Extroverts? \(zioks.com\)](https://zioks.com)

# Lesson 9. Introverts, Extroverts and Ambiverts

## Preview Questions:

1. Who are the most successful people that you know?
2. What personalities do they have?
3. How does personality type affect one's success?

## Reading:

The question of whether introverts or extroverts are more successful is a slippery one to answer. Just as everyone is different on the extroversion scale, everyone's definition of success is different.

**Both introverts and extroverts are successful and no one has become successful by being a pure introvert or a pure extrovert. The richest people on earth; introverts have the edge. Who makes the most money at work; extroverts. The most successful CEOs; introverts. Who gets promoted more; extroverts.**

One commonality of high performers is being able to balance the advantages of introversion and extroversion. Would you believe that Bill Gates (Top 3 richest person in the world) is an extrovert? I had always assumed he was an introvert but his Myers Briggs personality is extroverted.

Introverts will have to stretch themselves to some more extroverted behaviors at times, such as speaking up, taking risks and socializing above their comfort zone. Extroverts may need to slow down and be less reactive or learn to listen more to be an effective leader.

Introverts and extroverts are going to have different advantages and strengths in both the professional and personal realms. For the sake of this article, we are going to focus on professional.

Source: [Who is More Successful Introverts or Extroverts? \(introvertednetworker.com\)](http://introvertednetworker.com)

# Lesson 9. Introverts, Extroverts and Ambiverts

Let's look at some different areas of success to understand why different personality types tend to achieve more. This can help you understand more about your own unique personality and how you can best pursue success while being true to yourself.

- **Who earns more money: introverts or extroverts?**

If you want to be a billionaire and have more money than 99.99% of us, it seems that introverts have the edge.

- **Who earns more in the workplace, introverts or extroverts?**

On average, extroverts earn more in the workplace than introverts. The most common route to a higher salary is taking on a management role.

- **Who does better at work: introverts or extroverts?**

Extroverts will be more likely to ask for the promotion than introverts. They will also be more likely to talk themselves up to their bosses and peers.

- **Is there an extrovert bias in the workplace?**

A survey of 150,000 people in the UK in 2016 by [Sutton Trust](#) suggests that there is an extrovert bias in the workplace.

- **Who makes better leaders, introverts or extroverts?**

With their outgoing personalities and greater willingness to take on leadership roles, it is easy to assume that extroverts make better leaders than introverts.

- **Who is more successful introverts or extroverts?**

If you purely look at the statistics there are winners and losers between introverts and extroverts in wealth, leadership and career success.

Read the full article here: [Who is More Successful Introverts or Extroverts? \(introvertednetworker.com\)](#)

# Lesson 9. Introverts, Extroverts and Ambiverts

## ANSWER THE QUESTIONS

1. Talk about one commonality of high performers.
2. Research about **Myers Briggs Personality**. Discuss what it is.
3. What is the result of the 2015 study on career progression by personality type?
4. What has been analyzed by Sutton Trust after doing a survey on 150,000 people in UK in 2016?
5. What is **CEO Genome Project**?

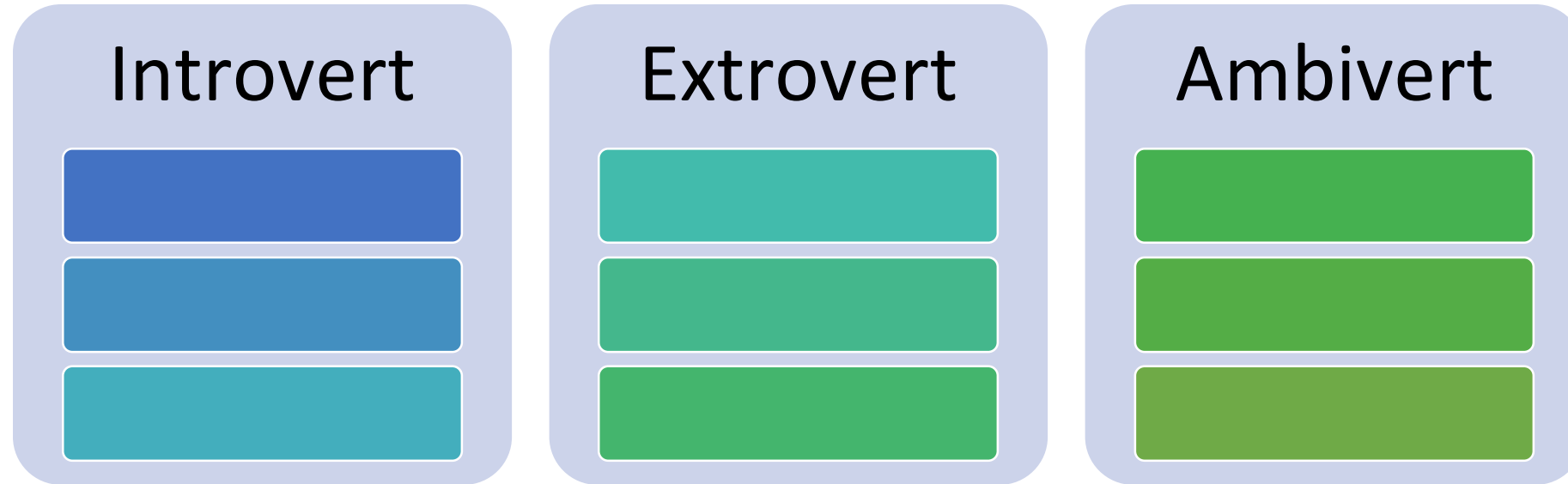
## VOCABULARY

- A. not having one clear meaning and able to be understood in different ways
  - B. the state of sharing features or attributes.
  - C. to have an advantage over someone or something
  - D. the act of following or chasing someone or something. : an attempt to find, achieve, or get something.
  - E. out of consideration or regard for a person or thing
  - F. earn a great deal of money
  - G. use (something) to maximum advantage.
  - H. a place or situation where one feels safe or at ease and without stress.
  - I. to find out or identify (something)
  - J. is someone or something with a compelling personality or traits that are attractive and alluring to others.
  - K. a widely held but fixed and oversimplified image or idea of a particular type of person or thing
  - L. leaning or turning away from the vertical or horizontal; sloping.
  - M. disposed to or characterized by bold or confident statements and behavior.
1. slippery (adj)
  2. comfort zone (n)
  3. commonality (n)
  4. stereotype (n)
  5. nail down (phr)
  6. for the sake of (phr)
  7. pursuit (n)
  8. leverage (v)
  9. make a fortune (idiom)
  10. inclined (adj)
  11. assertive (adj)
  12. charismatic (adj)
  13. to have the edge (idiom)

# Lesson 9. Introverts, Extroverts and Ambiverts

## Introvert, Extrovert, And Ambivert... Which Job Is Right For You?

Your unique level of introversion or extroversion will closely factor into the best environments (the how of your job) that work optimally for you. In your opinion, what career paths or more particularly jobs that are suitable for each personality type?



References:

[Introvert, Extrovert, And Ambivert... Which Job Is Right For You? \(forbes.com\)](https://forbes.com)

[What Careers Best Suit Introverts and Extroverts? \(theundercoverrecruiter.com\)](https://theundercoverrecruiter.com)



# Lesson 9. Introverts, Extroverts and Ambiverts

6. Unlike extroverts who gain energy in social interaction, introverts have to expend energy in social situations.  
A B C D
7. After a day interacting with others, do you often need to retreat to a quiet place and have an extended amount of time all for yourself?  
A B C D
8. Twin studies suggests that genetics contribute somewhere between 40% and 60% of the variance between extroversion and introversion.  
A B C D
9. Those high in extroversion are often described as having a very positive outlook of life as well as being friendly, energetic, and highly adaptable.  
A B C D
10. Being an ambivert recognizes that many of the stereotypes tacked on to the "introversion" and "extroversion" labels are really just tendencies, they're traits that are *associated* with, but not *definitive* of, one or the other.  
A B C D

# Lesson 9. Introverts, Extroverts and Ambiverts

1. How important is personality when you are choosing a friend? spouse?
2. Is your character similar to your mother or father's character? In what ways are you like them and in what ways are you different?
3. Is your personality more from ***nature or nurture***?
4. Which of your personality traits would you like to ***get rid of***?
5. How does one person's character affect the personalities of surrounding people? Are you influenced by people you know? Give an example.
6. What does "***nice guys finish last***" mean? Do you agree?
7. Can people change their personality if they want to? Do you know anybody who has changed theirs?
8. Do you think it is possible to hide your personality? What's an example?
9. On a scale of 1 to 10, how suitable is your personality to your job?
10. What are the difficulties an introvert usually encounter? Refer to this video: [\(78\) The quiet power of introverts | BBC Ideas – YouTube](#)
11. Do you think extroverts experience any difficulties in being one?



**The End**