

1. I prefer one-on-one conversations to group activities.
2. I often prefer to express myself in writing.
3. I enjoy solitude.
4. I seem to care about wealth, fame, and status less than my peers.
5. I dislike small talk, but I enjoy talking in depth about topics that matter to me
6. People tell me that I'm a good listener.
7. I'm not a big risk-taker.
8. I enjoy work that allows me to "dive in" with few interruptions.
9. I like to celebrate birthdays on a small scale, with only one or two close friends or family members.
10. People describe me as "soft-spoken" or "mellow."
11. I prefer not to show or discuss my work with others until it's finished.
12. I dislike conflict.
13. I do my best work on my own.
14. I tend to think before I speak.
15. I feel drained after being out and about, even if I've enjoyed myself.
16. I often let calls go through to voice-mail.
17. If I had to choose, I'd prefer a weekend with absolutely nothing to do to one with too many things scheduled.
18. I don't enjoy multitasking.
19. I can concentrate easily.
20. In classroom situations, I prefer lectures to seminars.

Your Personality Profile:

I = Introvert. If you answered the majority of the questions true, you're probably an introvert. Given the choice, you'll devote your social energy to the people you care about most, preferring a glass of wine with a close friend to a party full of strangers. You think before you speak, and relish solitude. You feel energized when focusing deeply on a subject or activity that really interests you. You have an active inner life, and are at your best when you tap into its riches.

E/I = Ambivert. If you answered the questions evenly, true and false, you're probably an ambivert - meaning that you fall smack in the middle of the introvert-extrovert spectrum. In many ways, ambiverts have the best of both worlds, able to tap into either pole as needed.

E = Extrovert. If you answered the majority of the questions false, you're probably an extrovert. You relish social life, and are energized by interacting with friends and strangers alike. You are assertive, go-getting, and able to seize the day. You're great at thinking on your feet, and are relatively comfortable with conflict. You are actively engaged in the world around you, and are at your best when you tap into its energy.

Why does it matter where you fall on the introvert-extrovert spectrum? Because introversion and extroversion are at the heart of human nature. And when you make life choices that are congruent with your temperament, you unleash vast stores of energy.

Conversely, when you spend too much time battling your own nature, the opposite happens—you deplete yourself. Too many people live lives that don't suit them—introverts with frenetic social schedules, extroverts with jobs that require them to sit in front of their computers for hours at a stretch. We all have to do things that don't come naturally—some of the time. But it shouldn't be all the time. It shouldn't even be most of the time.

(Remember, though, that no one is all introvert or all extrovert. Introverts attend wild parties, and extroverts curl up with their favorite books. As the psychologist Carl Jung put it, "There is no such thing as a pure extrovert or a pure introvert. Such a man would be in the lunatic asylum.")

(Cain 13-14)

