



# The Positive Power of Introverts

A Single 90-minute Webinar

"I don't want to be alone; I want to be left alone." ~ Audrey Hepburn

How do you define "introvert?" \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

1) Let's look at some of the myths surrounding "introverts" today:

- a) Introverts are \_\_\_\_\_.
- b) Introverts don't like \_\_\_\_\_.
- c) Introverts are " \_\_\_\_\_ ".
- d) Introverts don't like to \_\_\_\_\_.
- e) Introverts only want to be \_\_\_\_\_.
- f) Introverts are \_\_\_\_\_.
- g) Introverts don't know how to \_\_\_\_\_.
- h) Introverts can be \_\_\_\_\_.
- i) You can only be happy if you're \_\_\_\_\_.
- j) Only the \_\_\_\_\_ become great.

2) One of the primary differences between introverts and extroverts is what gives them

\_\_\_\_\_.

Introverts: \_\_\_\_\_

Extroverts: \_\_\_\_\_

3) Another difference is how they process decisions, problem solving, etc.:

Introverts: \_\_\_\_\_

Extroverts \_\_\_\_\_

- 4) Some scientists consider where we fall on the \_\_\_\_\_ spectrum the single most important aspect of personality.
- 5) Where we fall can influence:
- a) how we \_\_\_\_\_ with others
  - b) how we \_\_\_\_\_ differences
  - c) who we choose to \_\_\_\_\_
  - d) how we show \_\_\_\_\_
  - e) \_\_\_\_\_ we choose
- 6) If you \_\_\_\_\_ to be an extrovert, others may be shocked by your behavior when a significant event happens in your life.
- 7) Society tends to tell us that certain attributes are the ones to have, but that doesn't make the claim \_\_\_\_\_.
- a) \_\_\_\_\_ decisions
  - b) work in \_\_\_\_\_
  - c) socialize in \_\_\_\_\_
  - d) be \_\_\_\_\_
  - e) enjoy the \_\_\_\_\_
  - f) be \_\_\_\_\_
  - g) be comfortable with \_\_\_\_\_
- 8) Think about the term "**come out of your shell.**" Introverts naturally carry their \_\_\_\_\_ wherever they go.
- 9) Part of Carl Jung's definition of the differences between introverts and extroverts is that:  
 introverts are drawn to the \_\_\_\_\_ of thought and feeling;  
 extroverts are drawn to the external life of \_\_\_\_\_.
- 10) Some contemporary researchers define introversion as a \_\_\_\_\_ of qualities such as assertiveness and sociability.

- 11) Introverts and extroverts require very different levels of \_\_\_\_\_ to operate at their best.
- 12) Knowing your “optimal level of arousal” is about finding your “\_\_\_\_\_.”
- 13) According to Dr. Elaine Aron, introversion can be closely connected to “\_\_\_\_\_.”
- 14) When problem solving, introverts are likely to:
- \_\_\_\_\_ before they act
- digest \_\_\_\_\_ thoroughly
- stay on \_\_\_\_\_ longer
- \_\_\_\_\_ less easily
- work more \_\_\_\_\_

**Food for thought:** “Knowing yourself is the beginning of all wisdom.” Aristotle

**Do you consider yourself an introvert or an extrovert?** \_\_\_\_\_

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|-------------------------|--------------------|
| → Bill Gates            | → Barbara Walters  |
| → Michael Jordan        | → Courteney Cox    |
| → Gwyneth Paltrow       | → Albert Einstein  |
| → Harrison Ford         | → Mahatma Gandhi   |
| → Charles Darwin        | → Laura Bush       |
| → David Letterman       | → Rosa Parks       |
| → Johnny Carson         | → Audrey Hepburn   |
| → J.K. Rowling          | → Warren Buffett   |
| → Diane Sawyer          | → Roy Rogers       |
| → Clint Eastwood        | → Candice Bergen   |
| → Eleanor Roosevelt     | → Abraham Lincoln  |
| → George Stephanopoulos | → Steven Spielberg |
| → Frédéric Chopin       |                    |

**What have you learned today about introverts that you will be able to use at work?**

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**What have you learned today about introverts that you will be able to use in your personal life?**

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Recommended resources: **Quiet, by Susan Cain**  
*The Highly Sensitive Person*, by Elaine Aron  
*The Introvert’s Way*, by Sophia Dembling  
*The Introvert Advantage*, Marti Olsen Laney, Psy.D.