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Faculty of Humanities and Social Sciences  
University of Ruhuna  
Matara  
Sri Lanka

# SES 22611

## Socio Emotional Skills

**Lecturers**

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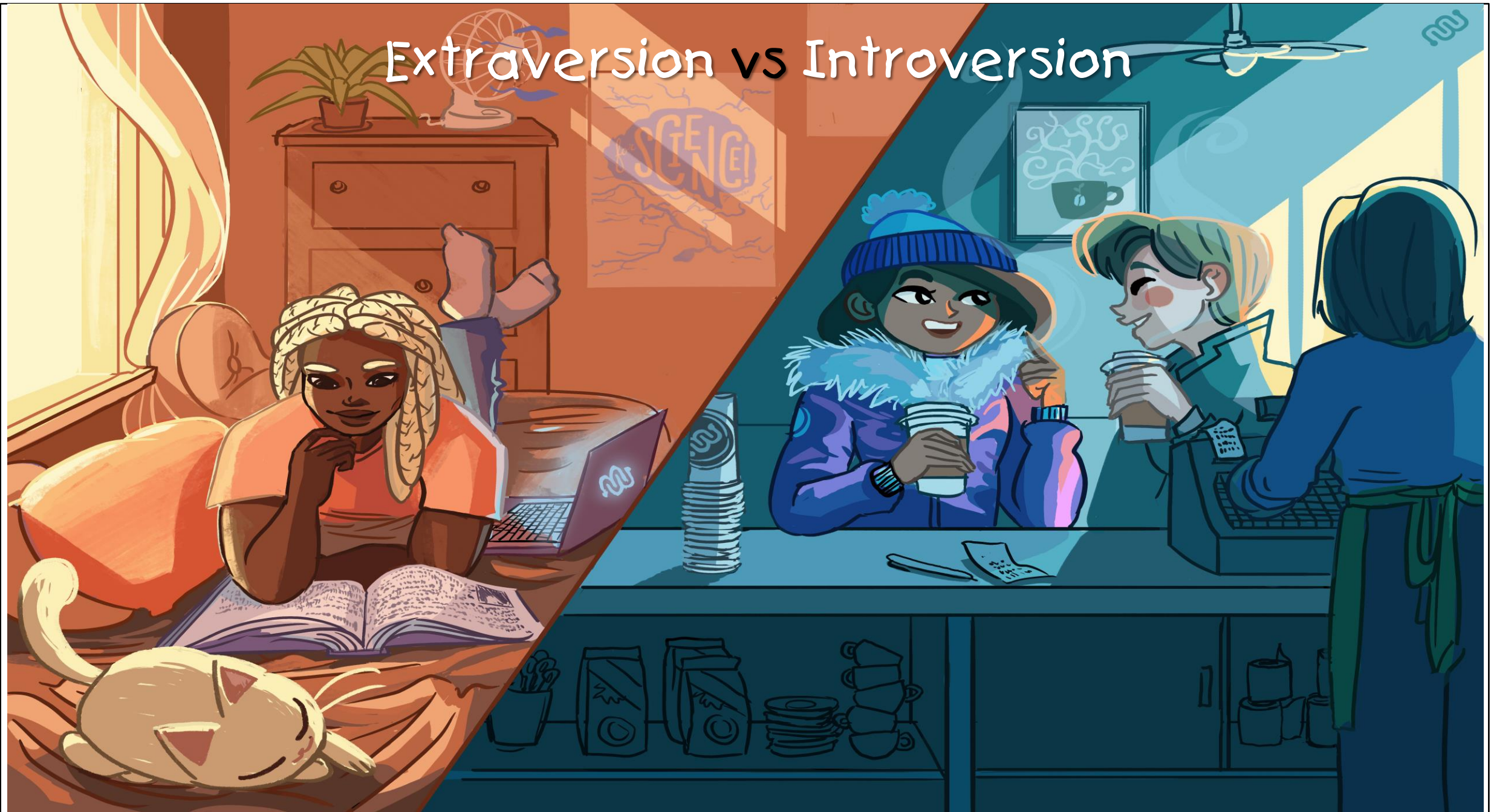
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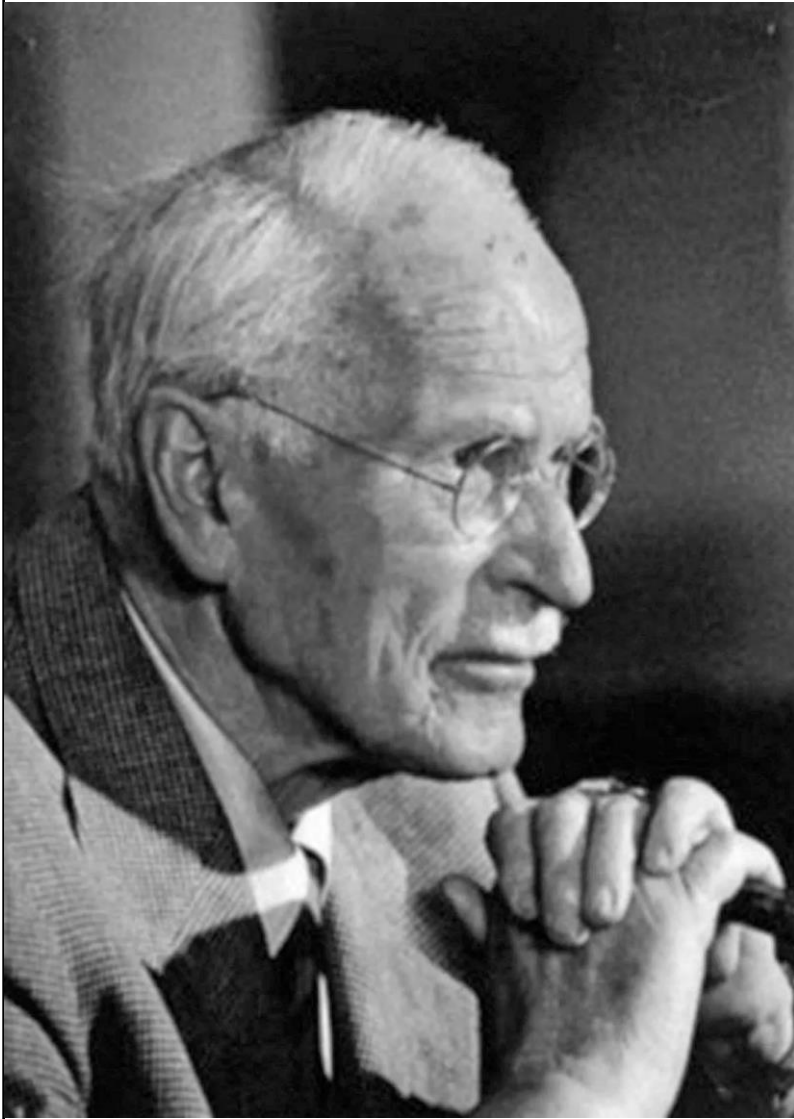
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# Extraversion vs Introversion



# After this lesson Student will be able to

- Understand the concept of extraversion and its key components.
- Recognize the benefits and challenges associated with extraversion.
- Gain insights into the impact of extraversion on career success, relationships, and mental health.



# Introduction

- Extraversion: Engaging with Others
- Extraversion is a personality trait characterized by sociability, assertiveness, and energy.
- Carl Jung is the person who introduced this concept
- In this particular lesson, we will explore the dimensions, benefits, and challenges of extraversion.



# Definition

the state of or tendency toward being predominantly concerned with and obtaining gratification from what is outside the self : a personality trait or style characterized by a preference for or orientation to engaging socially with others



Extraversion is defined by the general tendency to experience positive emotions, as well as by traits such as sociable, lively, and active.

# Extraversion:

- Engaging with Others.
- Extraversion is a personality trait characterized by sociability, assertiveness, and high energy levels.
- Individuals high in extraversion are often outgoing, talkative, and enjoy being in the company of others.
- They tend to thrive in social situations, seek stimulation, and have a natural ability to energize the people around them.



# Sociability in Extraversion



# Sociability in Extraversion

- Sociability is a key aspect of extraversion, referring to an individual's inclination and comfort in interacting with others.
- Highly sociable individuals enjoy social gatherings, parties, and meeting new people.
- They are often described as friendly, approachable, and skilled at establishing and maintaining relationships.

# Assertiveness in Extraversion





# Assertiveness in Extraversion

- Assertiveness is another component of extraversion, representing individuals' ability to express their opinions, needs, and desires confidently.
- People with a high level of assertiveness are often good leaders and can effectively communicate their thoughts and ideas.
- They are comfortable taking charge and tend to be proactive in achieving their goals.

# Energy in Extraversion





# Energy in Extraversion

- Energy is a defining characteristic of extraversion, reflecting a high level of enthusiasm, vitality, and zest for life.
- Individuals high in extraversion often appear lively and motivated, and they radiate a contagious energy.
- They thrive in social activities and tend to be more extroverted in group settings

## Introversion

Seek less stimulation

Recharge, reflect in quiet

Think before speaking

Value 1:1 friendships

Favor independence

Avoid: center of attention

Value deep experience

## Extraversion

Seek greater stimulation

Energize around people

Think out loud

Large social network

Thrive in teams, crowds

Enjoy: center of attention

Value broad experience

# INTROVERT OR **EXTROVERT** or between?

Introversion is an "attitude-type characterized by orientation in life through subjective psychic contents" (focus on one's inner psychic activity)

Extraversion as "an attitude type characterized by concentration of interest on the external object"

Enjoys  
Solitude



Best work when I'm alone

Prefers  
One on One  
Conversations



Surrounds themselves  
with close friends  
and family

Short  
social time



Loves  
Social Events

Energized by people around them



Favors Group  
Discussion

Sociable and upbeat at new surroundings



Longer  
Social time

MIND JOURNAL



**Introverts**

**V S**



**Extroverts**

1. Predominantly interested  
in one's own mental self.

2. Less successful at work.

3. Struggle with anxiety and  
depression.

4. Closed and prefer being  
left alone, and rarely  
spend time in large groups.

1. Love to engage in social  
situations.

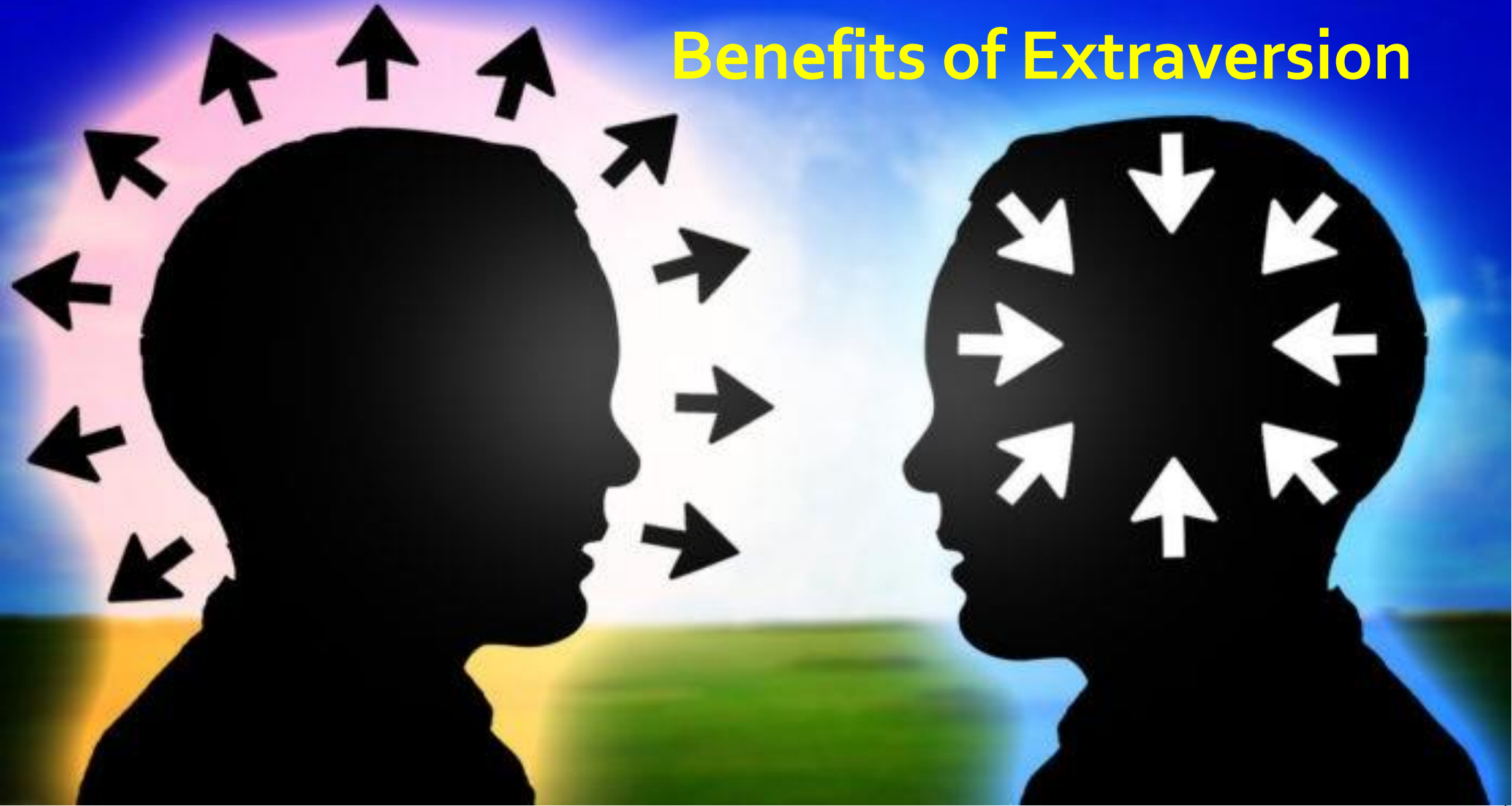
2. More successful and  
happier at work.

3. Happier and enthusiastic.

4. Seek new experiences  
and adventures, and feel  
comfortable in groups.



# Benefits of Extraversion



# Benefits of Extraversion

- Extraversion is associated with numerous benefits, including increased happiness and well-being.
- Highly extraverted individuals tend to have larger social networks, leading to more opportunities for social support and connection.
- They are often more outgoing in social settings, making it easier for them to network and build relationships.



# Traits of Those with High Extraversion

- Confidence
- Assertive
- Cheerful
- Action oriented
- Sensory seeking
- Enjoy being center of attention
- Talkative
- Enjoy discussing ideas
- Risk takers
- Enjoy social events



# Challenges of Extraversion

- Despite its many advantages, extraversion can also have its challenges.
- Highly extraverted individuals may struggle with alone time and may find it challenging to recharge when they are constantly surrounded by people.
- They might also face difficulties in quieter or introverted environments.

# SKILLS

## Introverts



Memory



Planning



Problem Solving



Motor Control



Self-Regulation

## Extroverts



Processing new information



Applying new knowledge quickly



Talking more abstractly



Risk-taking



Energized by social interactions



Tend to be talkative



Initiates conversations



Outgoing



Seek external stimulation



Many acquaintances



Enjoy group settings



Comfortable being the center of attention



Generally assertive and confident

# Career Implications of Extraversion



# Career Implications of Extraversion

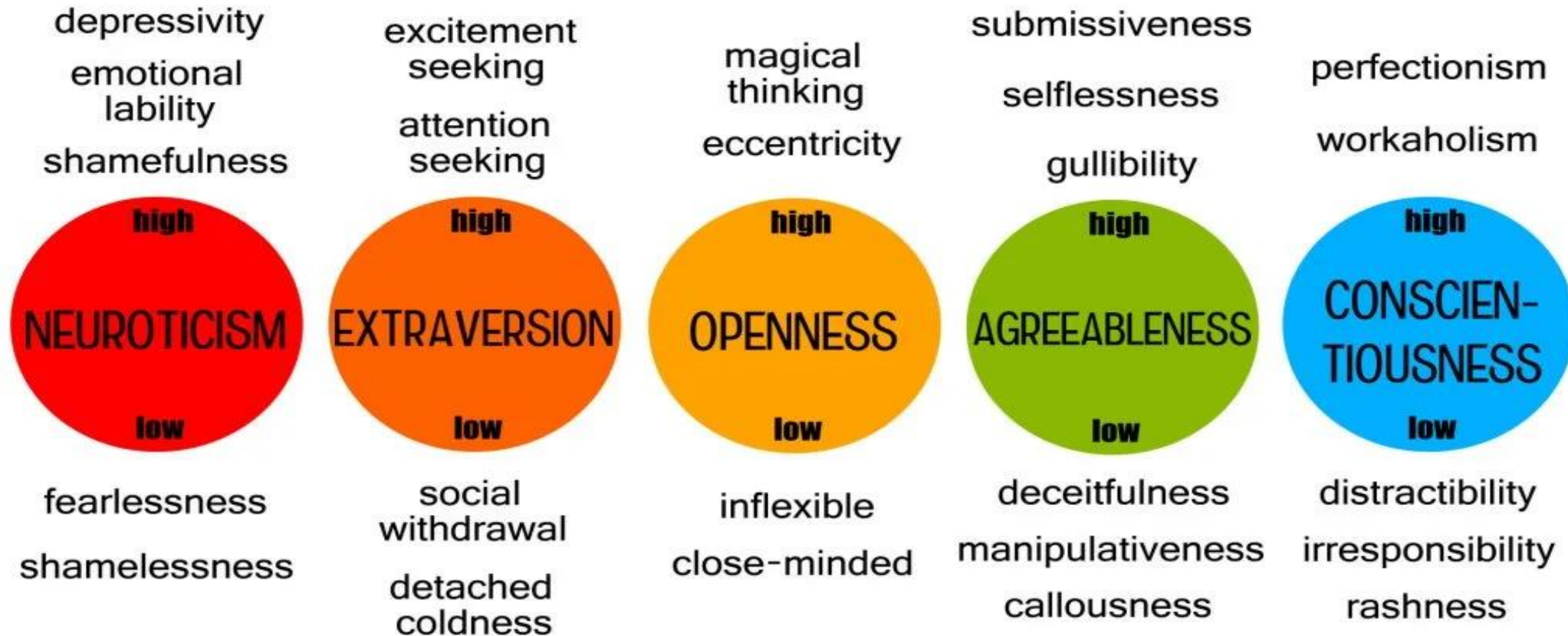
- In the workplace, extraversion can be valuable as it is associated with strong communication and leadership skills.
- Jobs that require extensive interaction with others, such as sales or public speaking, may be particularly well-suited for extraverted individuals.
- Their energy and assertiveness can help motivate and inspire their colleagues.



# Extraversion in Relationships

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- Jobs that require extensive interaction with others, such as sales or public speaking, may be particularly well-suited for extraverted individuals.
- Their energy and assertiveness can help motivate and inspire their colleagues.

# Factors to develop conscientiousness



Open to Discuss

**May The Triple Gem  
Bless You!!!**