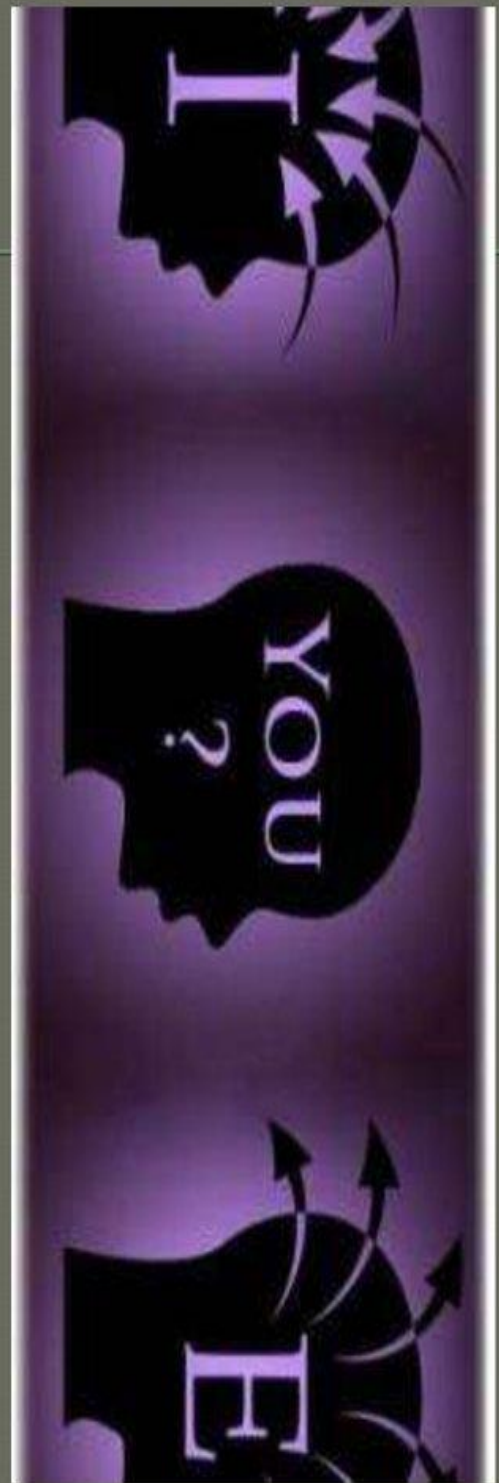




Personality Theories

NINTH EDITION

- **Personality type** refers to the psychological classification of different types of individuals. Personality types are sometimes distinguished from personality traits. According to type theories, for example, **introverts and extroverts** are two fundamentally **different** categories of people.



Extraversion

Introversion

- Outgoing



- Private





INTROVERT

- *Introvert* comes from Latin *intro-*, "inward," and *vertere*, "turning." It describes a person who tends to turn inward mentally. Introverts sometimes avoid large groups of people, feeling more energized by time alone
- A term introduced by the psychologist Carl Jung to describe a person whose motives and actions are directed inward. Introverts tend to be preoccupied with their own thoughts and feelings and minimize their contact with other people.

❑ Definition of Introversion

- Psychology definition - people whose energy tends to expand through reflection and dwindle during interaction
- The psychologist says that this type of personality is not a disease and that the introverted person may succeed in many areas, especially those areas that require calm, isolation and emptiness of mind.



Qualities of Introverts

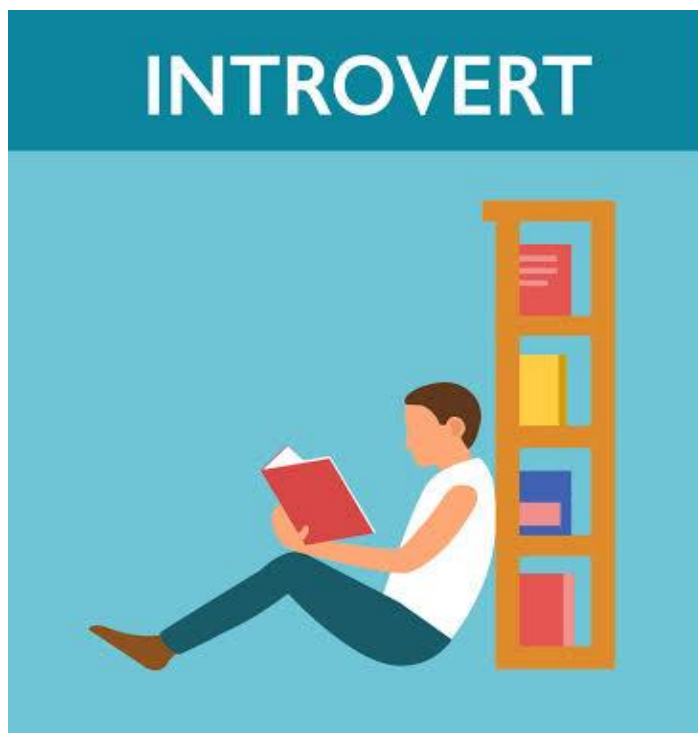
- Prefer to relax alone or with a few close friends
- Consider only deep relationships as friends
- Need rest after outside activities, even ones you enjoy
- Often listen but talk a lot about topics of importance to you
- Appear calm, self-contained, and like to observe
- Tend to think before you speak or act
- Experience mind going blank in groups or under pressure
- Don't like feeling rushed



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In general, introverts get their energy from **being alone**.

They feel drained by a lot of social interaction or a crowd.



Introverts typically dislike noise, interruptions, and big group settings.

They tend to prefer quiet solitude, time to think before speaking or acting, and building relationships and trust one-on-one.

Research shows that introverts tend to have larger, thicker gray matter in their prefrontal cortex — a region of the brain that is linked to abstract thought and decision-making.

This may be accountable for introverts' tendencies to sit in a corner and **ponder things thoroughly** before making a decision.

Some of the best public speakers are introverts.

What makes them so great is their ability to focus, their **attention to detail**, and their ability to speak on a subject that interests them at length.

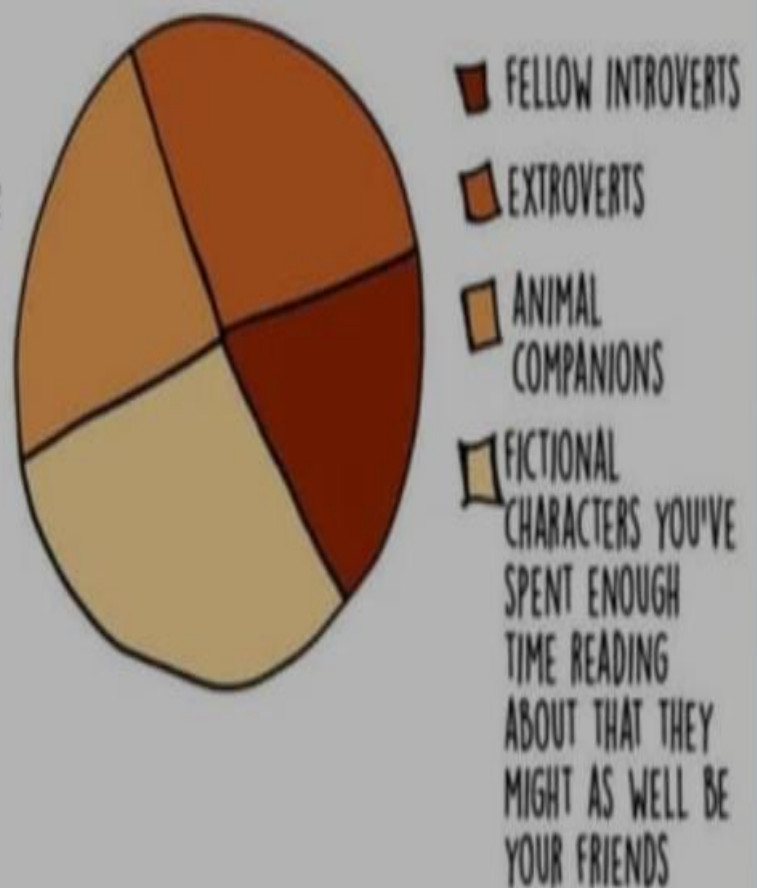
An introverted leader might be comfortable **listening** and **carefully considering suggestions** from people.

Introverts make great leaders because of their **need to understand**, and then respond to, employees.

❑ How to treat introversion ?

- Trying to merge into social circles.
- Working in Groups
- Make a relationship with other people
- share her idea with other people
- Reading books to right way to contact with people
- Choose a job to invest their effort:
- Helping him to gain skills to out from his own world.

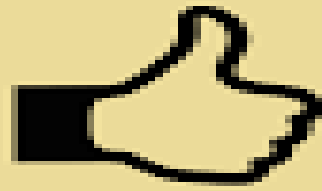
YOUR SOCIAL CIRCLE



Famous Introverts



David Letterman, Abraham Lincoln, JK Rowling,
Bill Gates, Eleanor Roosevelt, Warren Buffett,
Mohandas "Mahatma" Gandhi, Joe DiMaggio, Dr. Seuss,
Charles Darwin, President Barack Obama, Lady Gaga



**THANK
YOU**

for

**LISTENING
ANY QUESTIONS?**

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