



Introverts & Extroverts:

*How to identify your type
and Why it's so important
for Performance*

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Most of us have heard the terms 'Introvert' and 'Extrovert'. Some of us might even associate ourselves with one or the other based on a test early on in college or popular stereotypes. Perhaps you see **Introverts as quiet or shy** and **Extroverts as outgoing and talkative**. While neither of these cliches are necessarily wrong, they're not exactly correct either. Even if you're confident that you're a strong Extrovert or are convinced you're a lone Introvert, what we're about to go over **will forever change how you understand these types** and will equip you with the tools to hack your brain for higher performance, better quality of life and a deeper appreciation for those who are different from you.

Understanding Introversion vs Extroversion Boosts our Confidence

At Seduire International, our training centers around three core principles: [Confidence](#), [Leadership and Accountability](#). The foundation of our model is Confidence. We define Confidence as the trust you have in your abilities, qualities, and judgements.



How can we be confident in our work if we don't know the key components of who we are and what we need to be at our best? One of the first things we do with all our clients at Seduire is take them through the [MBTI Personality Test](#) which is used internationally by Universities, corporations and high performing professions to identify cognitive preferences that are the foundation of each of our personalities. Introversion and Extroversion is the first out of four types of cognitive preferences. Where we fall on the Introversion/Extroversion continuum is the basis of how we derive our energy. This is critical for our performance in the workplace. **Understanding just this one cognitive preference can transform your confidence, performance, and quality of life in and out of the workplace.**

Introversion & Extroversion: It's all about Energy

Introversion and Extroversion have gathered many stereotypes that have led to a major misunderstanding of what these terms mean. **Introversion is NOT about being shy, quiet, or working alone** with headphones on all day. Being an **Extrovert is NOT about being loud, talkative, and constantly networking**. Instead, these terms indicate **how your brain rewards you, gives you energy and what you need from an environment** to be at your best performance energetically.



There are a few important points to understand about this continuum.

#1: Introversion and Extroversion are two ends of a continuum.

When you start a coaching, training, or consulting relationship with our team at Seduire International, your MBTI test will show a percentage for how much you prefer this cognitive orientation. This means that while you may be an Extrovert, you might be more in the middle of

the continuum and therefore your needs differ from an extrovert at the very extreme of the continuum. Let's look at why that is and how these preferences are laid out in our brains.

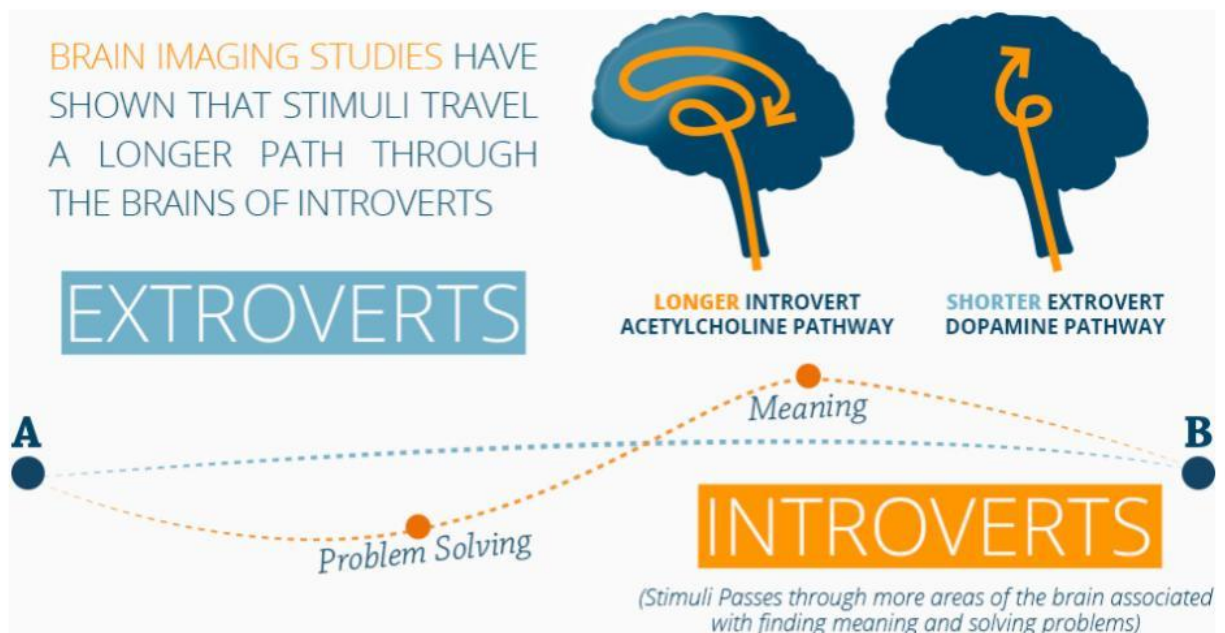


Image credit: @Cypress College

As you can see in the image above, extroverts and introverts use different pathways in the brain. Extrovert pathways are much shorter while introverts utilize a much longer pathway. **The pathways represent the process our brains take when given stimulation.** Stimulus in the workplace can be anything from a co-worker talking to you, an assignment from your boss, a group meeting, phone notifications and so on. The pathways above also indicate blood flow. **Where there is more blood flow, there is a greater sensitivity** (think about when you smash your thumb, it gets red and for the next hour you wince whenever anything touches it). So far we can see that a simple stimulus in the workplace can trigger **two completely different reactions in the brain** and that introverts and extroverts are quite literally 'wired' differently. This is a crucial point that we'll elaborate on below so that you can learn how to quickly

leverage your brain's natural pathways to boost confidence in your abilities, expand your performance and enjoy your unique brain more often.

#2: Where You Fall on the Continuum Predicts How You Derive Energy

EXTROVERTS



Stimulus from our environments is always creating a reaction inside of us and how the stimulus affects us is determined by our pathways (introverted path vs extroverted path). Each reaction to these stimuli is either **rewarded internally with balanced chemicals** which make us feel good, **or we become out of balance** and those same chemicals drain us or make us feel depressed, unmotivated and overwhelmed.

For example, we all need Dopamine. Hits of Dopamine make us feel good, happy, rewarded, and energized. However, too much Dopamine can make us feel stressed out, overwhelmed and even insane (like hallucinations) while too little Dopamine can make us feel depressed, unmotivated, and sluggish.

Since **Extroverts have a shorter pathway in the brain**, there's less blood flow from stimulus and this **creates a lower sensitivity to Dopamine and higher need for it than Introverts**. With such a short brain pathway, how do they ever get enough? They utilize Adrenaline by activating their Sympathetic Nervous System which is often better known as the "flight or fight" system. This is an energy spending system that rewards them with extra hits of Dopamine that they need to feel good and at their best throughout the day. **Extroverts often need more "hits" of external stimulus to perform optimally and feel good**. They can achieve this through more frequent hits and greater intensity of hits to feel optimal. The extroverted brain structure can be extremely helpful to the workplace, as this type can be the 'movers and shakers' of an organization. It's important to understand extroverts' needs so that they can contribute without being taken advantage of or overworked. Since they are constantly utilizing a spending system in the body, **extroverts need to take careful steps to include proper self-care, rest and reflection time to avoid burnout**.

EXTROVERTS



Derives **energy from external** sources



Feels good when they have **places to go & people to see**



Action oriented & Prone to burnout when imbalanced

Knowing this information can change how we structure even the smallest things in our day, environment, and lifestyle to create more optimal performance, greater energy and clearer

thinking throughout our workflow. Oftentimes it's not that we're lazy, unmotivated, or even procrastinating. For an extrovert, it could be as little as being more stimulated through the day to keep their energy, mood, and performance high. Knowing your type and how to manage this crucial aspect of self **will create an immediate boost of confidence.**

#3: Understanding your type can change the way you work and live

Extroverts make up two thirds of the population. This means **Introverts exist at a 1:3 ratio to their Extroverted peers.** Therefore, the workplace, and many other environments can often be set up around extroverted preferences. This can create additional challenges for introverts when they don't understand how they're wired or how to leverage their unique brain pathways for better performance and happier lives.



We learned that more blood flow equals greater sensitivity when looking at the brain pathways above. This means that the **introverted brain pathways are overly sensitive to Dopamine** and

unlike their extroverted peers, **they need much less of it**. So, while extroverts can feel sluggish, depressed and unmotivated *without enough* Dopamine, **introverts can feel overwhelmed, stressed out and physically depleted from *too much* Dopamine**. With such a long brain path and high sensitivity, how do introverts avoid being ‘doped’ out all the time? They utilize the Parasympathetic Nervous System or ‘the rest and digest’ system. This is an energy conserving system, and it triggers a neurotransmitter called Acetylcholine. Acetylcholine **rewards introverts with ‘feel good’ sensations** akin to what yogis feel after a long meditation session. It’s released to calm, soothe, and restore the introvert system and allows them to reap the benefits of the long brain pathway (including complex problem solving, memory, various brain connections and other internal processes that feel good to introverts). Therefore, **introverts need fewer external hits**, and they get **rewarded internally when they spend time inside of themselves thinking**, feeling and problem solving.

INTROVERTS



Derives **Energy from Internal** Sources



Feel good when **thinking and feeling**



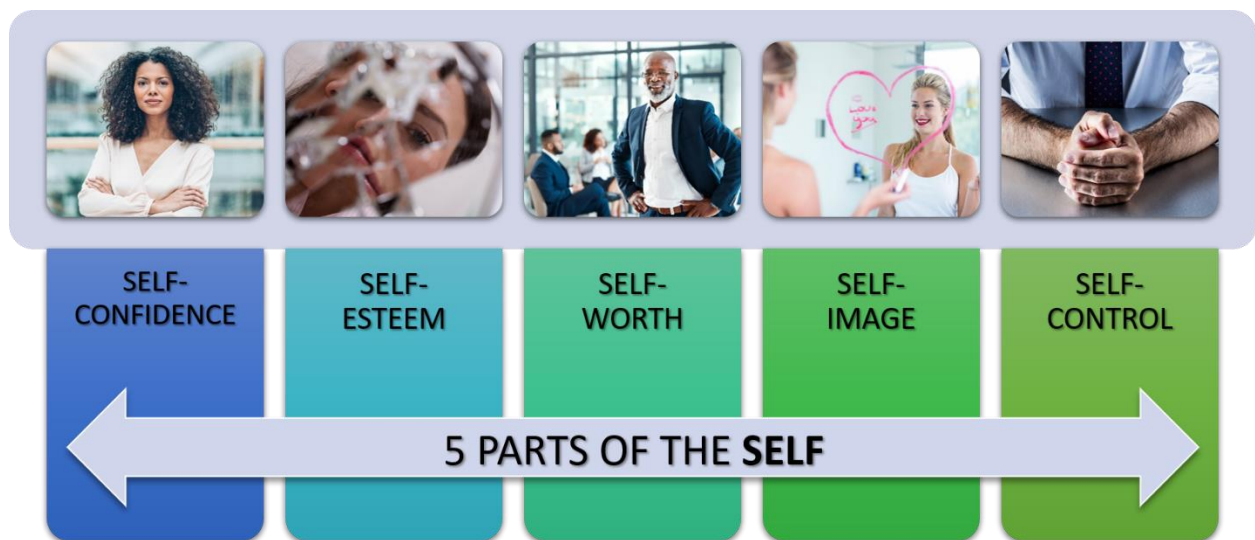
Strong **mind/body connection & Prone to frustration** around goals when out of balance

Since introverts rely on an energy conserving system to feel rewarded, they need to **take careful attention to areas where quick, outward action is needed** so as not to feel frustrated around meeting their goals in an externally oriented world. **Introverts also usually need a little validation, support, and information on how to best protect and enhance their unique**

process instead of trying to conform it inappropriately to an extroverted preference in the workplace. As the less common of the two, **introverts have much to offer the extroverted-dominant world**. To contribute their full potential, they need to understand how their brain works and leverage this day-to-day to sustain confidence, performance, and well-being.

Do you know yourself?

Understanding the Five Parts of Self, including Self Confidence, is the first and most foundational Modality at [Seduire International](#). Knowing your energy type, personality type and the other parts of the self are all crucial in boosting performance, enjoying your work, and getting the results you want from yourself, your team and your company.



We hope this breakdown of Introversion and Extroversion has given you personal insight, appreciation for your team and some tips and tools to put into action so you can enjoy greater confidence and performance right away.

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Seduire International offers training and coaching programs for leadership, communication, accountability, and confidence mastery with a success rate of over 99% in providing real, authentic transformation and skillset mastery for corporate leaders, entrepreneurs, and business owners.

If you're interested in training, coaching or more information on the Five Parts of Self, contact us at info@seduire.com.

Sources:

MBTI

The Introvert Advantage

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