

## QUICK INTROVERT-EXTROVERT QUIZ

Here's a quick quiz, below, to assess introversion or extroversion.<sup>1</sup> This is an informal 12 question quiz, adapted from *Quiet*, by Susan Cain, based on characteristics of introversion commonly accepted by contemporary researchers.

### **"THE QUIET QUIZ"**

[Reprinted from Susan Cain.<sup>2</sup>]

This quiz is primarily designed for assessing introvert tendencies.

*Note which ones feel **most** True or False for you. Go with your gut.*

1. I prefer one-on-one conversations to group activities. T/F
2. I often prefer to express myself in writing. T/F
3. I enjoy solitude. T/F
4. I seem to care about wealth, fame, and status less than my peers. T/F
5. People tell me that I'm a good listener. T/F
6. I'm not a big risk-taker. T/F
7. I enjoy work that allows me to "dive in" with few interruptions. T/F
8. I like to celebrate birthdays on a small scale, with only one or two close friends or family members. T/F
9. People describe me as "soft-spoken" or "mellow." T/F
10. I prefer not to show or discuss my work with others until it's finished. T/F
11. I tend to think before I speak. T/F
12. I often let calls go through to voice-mail. T/F

### **ANSWER KEY:**

- If you answered the majority of questions **TRUE**, you're probably an **introvert**.
- If you had **6** of each, you might be an **ambivert** (right in the middle).
- If you had more **FALSE** answers, you're probably an **extrovert**.

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<sup>1</sup> Reprinted from <http://www.valnelson.com/introvert-extrovert-quiz>

<sup>2</sup> <http://www.quietrev.com/>

# Are You More Extroverted or Introverted?

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This quiz provides a general idea of your extraverted or introverted tendencies. The styles are described at the end of the quiz. (NOTE: A Quick Quiz does not substitute for a formal psychological assessment.)

## INSTRUCTIONS

For each item, distribute 3 points between choices (A) and (B). Use whole numbers, not 1.5. Example: If you feel that (A) is almost always true of you, then give 3 points to (A) and none to (B). If (A) is often true, but (B) is also sometimes true, then give 2 points to (A) and 1 point to (B).

**Points  
for A**

### "A" Items

1. At parties, I tend to talk a lot.
2. People view me as lively and outgoing.
3. I express my opinions openly.
4. People think I am easy to get to know.
5. I enjoy social gatherings where I can meet lots of new people.
6. I tend to speak before I think.
7. On a plane, I enjoy talking with people I don't know.
8. Spending too much time alone makes me tired.
9. When I have a decision to make, I like to talk it over with other people.
10. In my neighborhood or [apartment complex](#), I know many people.

Total Points for A

**Points  
for B**

### "B" Items

1. At parties, I tend to listen a lot.
2. People view me as calm and reserved.
3. I keep my opinions to myself.;
4. People think I am hard to get to know.
5. I enjoy being home alone and having time to myself.
6. I tend to think before I speak.
7. On a plane, I prefer not to talk to people.
8. Spending too much time with other people makes me tired.
9. When I have a decision to make, I like to think it through on my own.
10. In my neighborhood or apartment complex, I know a few people.

Total Points for B

## YOUR SCORE

Your total scores can range from 0 to 30. The "A" items are more typical of Extraverts, while the "B" items are more typical of Introverts. If you have a high score (20-30) in one category, then you may be likely to use that style most of the time. A moderate score (10-20) in both categories may mean that you tend to be introverted in some situations and extraverted in others.

## UNDERSTANDING EXTRAVERTS & INTROVERTS

The higher your score, the more you are likely to have the extraverted or introverted characteristics described below. In general, Extraverts are more outwardly focused, while Introverts are more inwardly focused. Here are some common differences between these two styles. (NOTE: A Quick Quiz does not substitute for a formal psychological assessment.)

	<b>Extraverts</b>	<b>Introverts</b>
<b>Problem Solving</b>	Tend to think out loud. Do their best thinking while talking. Prefer to bounce ideas off others. Like to use meetings and group discussions to solve problems.	Tend to process information internally. Do their best thinking quietly and alone. Want to develop their views before discussing an issue.
<b>Communication</b>	Prefer face-to-face communication if at all possible. Like to see reactions and non-verbal behavior. Want immediate feedback. Don't like writing <a href="#">long emails</a> or memos.	Prefer emails and voice messages. Avoid unnecessary interaction. Don't like to waste time with discussion. Prefer to think before reacting. Dislike long meetings.
<b>Decision Making</b>	Get input from others before making decisions. Want to act quickly in a crisis.	Comfortable making independent decisions. Want time to reflect before acting.
<b>Interpersonal Interaction</b>	Seek out opportunities to talk and socialize. Are energized by interaction and feel drained by too much time alone. Usually know lots of people.	Seek out opportunities for quiet and solitude. Feel drained by too much interaction and need time alone to recharge. Budget their "people time" carefully.
<b>Concentration &amp; Focus</b>	More focused on people and things around them. Have trouble concentrating when quiet. Get bored if they have to sit and focus too long on one thing. Don't mind interruptions.	More focused on internal thoughts and ideas. Often carry on an internal dialogue. Enjoy quietly focusing on one thing at a time. Are annoyed by interruptions.
	Energizing people and groups. Taking	Calming people and groups. Assessing

<b>Natural Strengths</b>	immediate action. Creating a sense of excitement. Introducing people to others	the situation before acting. Listening to the ideas of others. Taking independent action
<b>Natural Weaknesses</b>	Failing to give others space to talk. Not listening to input from others. Not putting things in writing. Acting without thinking	Failing to share their thoughts. Not asking for input from others. Relying too much on writing. Taking too long to act
<b>How They Annoy Others</b>	By talking too much and failing to provide opportunities for others to get into the conversation.	By failing to share their thoughts, join in discussions, or react to what is said by others.
<b>How They Are Misunderstood</b>	May be mistakenly viewed as self-centered and uninterested in others.	May be mistakenly viewed as aloof, shy, or unfriendly.

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## COVER STORY

## Most lawyers are introverted, and that's not necessarily a bad thing

POSTED JAN 01, 2016 12:10 AM CST

BY LESLIE A. GORDON



Airina Rodrigues. Photograph by Arnie Adler.

As a child, Airina Rodrigues was an early reader and, by choice, spent a lot of time alone. "I had friends," she recalls, "but I needed time alone to unwind and decompress. That's where I gained energy."

Rodrigues, who is an intellectual property associate at DLA Piper in New York City, has long identified herself as an introvert. A former competitive figure skater, Rodrigues doesn't mind performing or being in court. Rather, "being an introvert is really about how I approach problems and how I recharge," she explains. "I'm not shy, but I find networking draining. I love meeting new people, but it requires extra energy."

When Rodrigues discovered the best-selling book *Quiet: The Power of Introverts in a World That Can't Stop Talking*, written by former lawyer Susan Cain, it became one of her favorite books because she recognized herself in it. *Quiet* explores how extroversion has permeated our culture and how society as a whole undervalues introverts.

After reading *Quiet*, Rodrigues started thinking about what introversion means for law practice. "I wondered why I'm a content lawyer and like private practice when that's not a universal experience," she says. "I have my own office. I'm not at a tech company or a startup that prides itself on having an open office. I have privacy, stability and I can focus on work. I enjoy in-depth research, writing and working on briefs. Introverts really thrive at the problem-solving aspect of law."


Contrary to popular belief, most lawyers are not extroverts. In fact, 60 percent are introverts, according to Eva Wisnik, president of the legal training and placement firm Wisnik Career Enterprises in New York (#) City. Wisnik has given the Myers-Briggs personality test to more than 6,000 attorneys since 1990.

"It's not something you'd intuitively think, particularly when you think of litigators," Wisnik says. "But it makes sense. Many lawyers spend a lot of time by themselves—reading, writing, thinking—compared to other jobs (#) where the majority of the work is interacting. Introverts make good lawyers, especially for clients who want a thoughtful answer."

When *Quiet* author Cain started her career as a lawyer, she figured that to be effective she'd have to transform herself into a commanding figure—the kind of lawyer who marches into a courtroom or a boardroom. "But when I looked around, I saw that many lawyers weren't like that," recalls Cain, a 1993 graduate of Harvard Law School. "Instead, they exercised power in a different way. They were more measured and deliberate." That approach, she was surprised to discover, inspired the trust of both clients and adversaries.

Working as a transactional lawyer suited Cain's temperament. "I'm introverted in my ways of getting things done," explains Cain, who practiced at Cleary Gottlieb Steen & Hamilton. "I'm not overly adversarial, and clients appreciated that. I really enjoyed many aspects of law practice: the state of flow, putting my head down and working."

After seven years, Cain left the law, went on to write *Quiet* and gave a 2012 TED Talk

Susan Cain: The power ...  

([https://www.youtube.com/watch?](https://www.youtube.com/watch?v=c0KYU2j0TM4)

[v=c0KYU2j0TM4](https://www.youtube.com/watch?v=c0KYU2j0TM4)) on introversion that has been viewed more than 12 million times online. According to the *Quiet* rubric, introverts gain energy from quiet reflection and solitude. They tend to think before they speak, take a deliberate approach to risk and prefer listening. While not necessarily shy or anxious in social settings, they're usually not comfortable in groups.

Introverts are energized by focusing deeply on a subject or activity that truly interests them and may become overwhelmed in stimulating environments.

Extroverts, by contrast, are valued by society for commanding attention, and they are the kind of people Cain expected to encounter in the legal profession. Extroverts usually love crowds because they get energized by interacting with people. They're typically assertive go-getters who can think on their feet, are relatively comfortable with conflict, and often grow bored or restless in quiet environments. While most people usually have attributes of both extroversion and introversion, the majority of adults are extroverted.

## KNOW YOUR PERSONALITY

Most major personality tests—including Myers-Briggs and the Newcastle Personality Assessor—measure introversion or a similar personality trait. It's worthwhile to learn your own preferences related to decision-making, focusing mental energy, gathering information and dealing with others, notes tax lawyer (#) and psychologist Joshua Rosenberg, who studies the role of human behavior and psychology in law at the University of San Francisco School of Law. "The more you know about yourself, the better off you are. You then can decide how you're going to act, as opposed to acting out of habit or unconsciously."

Thanks largely to interest generated by Cain's book, law schools and law firms have begun using introversion preferences to inform hiring (#) and placement decisions and to groom young lawyers to be more effective. Temperament tests can help lawyers and firms identify which law students and attorneys fit with a particular corporate culture, whether they're practicing in the right specialty or are matched with suitable mentors and clients.

"Cain's was the right book at the right time," says Larry Richard, the founder of management consulting firm LawyerBrain and an expert on the psychology of lawyer behavior. "Lawyers and law firms are more aware of and interested in psychology in general as a way to manage increasing stress. They're taking part in the broader trend—it's palpable. Twenty years ago, it was like pulling teeth getting firms interested in anything psychological."

Richard, who is both a lawyer and a psychologist, notes that effective leadership is built on relationships. "And you build a relationship by getting others to relate to you, getting them to ask: 'How are you like me, and how are you different from me?' So both lawyers and their leaders must understand introversion. For example, as a leader



Susan Cain. Photo Courtesy of Susan Cain.



*Jennifer Rakstad. Photograph by Wayne Slezak.*

acknowledge the importance of temperament, personality testing in the profession is on the rise, Richard adds, citing trends he's witnessed in his own practice during the last three years. He uses personality testing to help law firms improve business development, resolve conflict, decide who to hire, assess lawyers for promotion, evaluate leadership and engage in succession planning.

Jennifer Rakstad, a career development adviser at Mayer Brown in Chicago, administered the Myers-Briggs test to associates for many years and now uses a similar test that measures lawyers on a spectrum ranging from reserved to outgoing. "It's a tool that provides insight on how they can best use the strengths of their personality," she explains. "We learn about communication style, how a particular person deals with stress; and whatever the result, we coach them on 'flexing' to meet someone else's style."

When Cain speaks about introversion, attorneys often approach her and confess that one of the challenges they face is figuring out how to refresh. "Law is so demanding, so consuming, and there's not space in the day to recharge," she says. "I hear a lot from lawyers who are starting to rethink how they can add recharging into their day. That starts in an emotional space: You need to know who you are and know that you're entitled to what you need."

For lawyers looking to adapt this way, Cain recommends booking their calendars differently. "If you have a day full of negotiations or court appearances, make sure to book in a solitary lunch or coffee with yourself. Don't be afraid to close your door or go for a walk," Cain says. "A lot of people feel guilty about this, but it should be precisely the opposite. The more you recharge, the more present you'll be for other people."

After *Quiet* was published, Cain expected to move on and write another book. But the response was so great—and Cain received so many questions about how to "harness the talent of the introverted half of the workforce"—that she took the concept a step further, founding the Quiet Leadership Institute. Blue-chip companies like Procter & Gamble and General Electric have turned to the institute for e-courses and live workshops about how introverts can advance in careers and how extroverts can manage introverts in the workplace.

you don't want to just go barging into someone's office and announce why they should accept an initiative you're proposing."

## FIRMS TURN TO TESTS

As law firms

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### WEBINAR

Are you an introvert or an extrovert? Join the ABA Journal from **12:30-2 p.m. CT on Thursday, Feb. 4, for Introvert Power!**—a webinar on the power of introversion. In this program, you'll learn to use your personality traits to your professional advantage (#). And employers will learn why it's important to know whether someone is an introvert or an extrovert when it comes time to hire.

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*Eva Wisnik. Photograph by Len Irish.*

In 2014, the Portland, Oregon, office of international firm Perkins Coie presented a program for attorneys and staff on this exact topic, says Danielle Benderly, chair of the firm's diversity committee in its Portland office. The firm bought copies of *Quiet* and conducted an internal survey about the firm's makeup. Slightly more than half were introverts, Benderly says. Since the program, Perkins Coie has acquired noise-canceling headsets and configured some smaller workspaces with doors that shut. The goal, Benderly says, was consciousness raising, particularly because 90 percent of Perkins Coie survey respondents believed the practice is set up for extroverts.

### **PEER PRESSURE**

Even though most lawyers are introverts, many systems exist that may be easier for extroverts to navigate. "Look at the business of practicing law: how we attract clients, the whole profile of the rainmaker," Benderly explains. "There's an emphasis on public speaking and being out in the community and being a representative of your organization. It's the same with the impression you make on your colleagues in the office."

Indeed, society at large is partial to extroverts, Wisnik says. "From the time they're young, kids hear, 'Go outside and play.' So most people have learned to operate in an extroverted world. If your natural preference is introversion or you're on the border, you learn to be extroverted because that's what's expected. There's pressure towards that."

For her part, Benderly tests out slightly extroverted. "I do a lot of public speaking and I'm very social. But I also do really good thinking by myself, so this profession is a good fit for me. I'm a business lawyer and I spend all day interpreting securities laws," she says. "I'm talking to people and I'm doing work with my head down, and that makes me very happy." She adds that the profession "has a lot to offer both introverts and extroverts. I'd be a miserable trial lawyer. You just have to figure out what works best."

An extreme extrovert may be drawn to different kinds of law than an extreme introvert. "My husband scores on Myers-Briggs like a race car driver," Wisnik says. "He's action-oriented and needs variety. We spent a lot of time figuring out what kind of law he should practice. He became a bank closing attorney. It's one constant fire drill. It's all about intensity, uncertainty and crisis management. I would have a panic attack. To me, that's like working in an ER. But his personality style matches what that practice needs."

### **ANY TYPE CAN FLOURISH**

Though the legal profession tends to attract introverts, both types can thrive in law, Cain insists. Many attorneys—such as district attorneys and public defenders—are extroverts who thrive on being in court and in negotiations all day. Importantly, too, introverts can absolutely do extroverted things—it just may not be in their comfort zone. For instance, while extroverts are likely drawn to trial work, not all trial lawyers are extroverts, Wisnik says. "For introverts, trial work is a performance. They're like those actors who are introverted—they can do it, but it exhausts them." Because they're internal processors, introverts are often excellent listeners, Wisnik adds. "That is a great asset in client development and representation." Interestingly, she's found that nearly 90 percent of intellectual property lawyers are introverts. (Not surprisingly, DLA Piper's Rodrigues is an IP lawyer.)

It's tempting to confuse introversion with a lack of assertion, shyness or arrogance. But they're not the same thing, Wisnik explains. Rather, it's about whether someone does most of their processing internally or prefers to talk it out. "When you're asked a question, do you pause, look away and go inside to process? That's introversion. Extroverts talk and then think. And they get their energy from getting on the phone or seeing someone."

While extroverts may be confident and charming, Wisnik cautions law firms not to hire attorneys based on those qualities alone. “I tell them not to be biased towards the talkative, articulate candidates because those characteristics aren’t necessarily those that breed success in the legal profession,” she says. “They don’t directly mean that person will be a good lawyer. They may be confident and charming, but they may walk around the office instead of doing their work.”

## **JOB SEARCH DEPENDS ON STYLE**

Sari Zimmerman, assistant dean for the Office of Career & Professional Development at the University of California’s Hastings College of the Law in San Francisco, tests students and alumni with Myers-Briggs to determine their spot on the introversion scale. “It informs how we approach the job search and careers, and how we relate to colleagues,” she says. “We’re often coaching students and grads for that classic milestone—the interview—which is essentially an extroverted activity. Introverts can be good at interviewing, but it’ll drain their battery. If you know you’re an introvert, you might approach the interview differently. Preparing in advance frees up energy for the exchange.”

Understanding temperament can also inform where students should focus their job search. An introvert could be a great appellate attorney, for example. “It’s very cerebral; it’s you on your own with the trial record in front of you,” Zimmerman says. But the Myers-Briggs test is highly nuanced, she cautions. “Just because you’re an introvert doesn’t mean you’re bad at extroverted things like oral advocacy or client counseling. It simply means that doing those things may drain your battery. When you’re looking for a job, think about whether you want to be in direct legal services where you’re constantly in front of clients. Ask [yourself] whether you’ll like an open architecture office. For some introverts, that could be pretty draining.”

But Myers-Briggs and similar tests shouldn’t be used as a hiring tool alone, Wisnik says. “It’s not a measure of motivation or ability. It doesn’t mean that you have writing skills or problem-solving skills,” she explains. “It is helpful in terms of work style. A firm’s particular culture may be extroverted: There may be people in the hall mingling, doors open. In that case, you might see if you can determine what’s motivating an introverted person to apply to your firm.”

Also, the introverted-extroverted classification is not an absolute but a spectrum that can shift in a person’s professional or personal life. “I know a woman who in the workplace was very introverted. She had her door closed and did her work privately,” Zimmerman says. “But in her social life, she was very extroverted—she traveled in groups and was a great party-thrasher.”

## **PUT YOUR STYLE TO WORK**

Being an introvert may emerge not so much in the work itself but in another essential element of lawyering: building a client base. “In business development, it comes up often,” Mayer Brown’s Rakstad says. “Sometimes a senior associate will tell me: ‘I don’t like networking events. How can I gain a book of business?’ I send them Susan Cain’s video on how to network as an introvert. I tell them that instead of group events, they can ask a client out to lunch and connect with people one-on-one, which can potentially build a more in-depth connection.”

Introversion also influences relationships with existing clients, says Jessica Natkin, director of attorney career development at Fenwick & West in San Francisco, who recalls one instance in which an introverted associate was told in performance reviews that she was too withdrawn and quiet in client meetings. To advance, the associate needed to start speaking out and making her opinions and presence known. “Together, we worked on planning ahead,” Natkin says. “For example, she had a client meeting coming up. I advised her to learn the agenda, approach the partner and suggest, ‘I’ll take these three points.’ It was definitely out of her comfort zone, but we made it a specific goal for a specific meeting.”

Knowing not just your own temperament but the personality preferences of your clients and colleagues is also critical, according to Zimmerman. “If you’re an introvert with an extroverted client, that client might want answers quickly and you may need to communicate differently.” Similarly, if you’re working with introverted colleagues,

offer to give them questions in advance, “which gives them time to think it through,” a style in which they’re more likely to excel.

Like any field, the legal profession needs all types of people. Knowing your introverted/extroverted inclinations can help you make choices that align with your nature and don’t deplete you. Introversion is “one of a constellation of factors,” Zimmerman notes. “We can overlabel, overexaggerate the significance. It’s nuanced. Just know your type and your preferences. As with any self-assessment tool, take what works for you and discard the rest. No one attribute can define a person.”

As for Rodrigues, she’s found that as she grows more senior at her firm, she has more client contact and increased responsibility for managing junior associates. Both require the introvert to adapt—and she’s honed some new skills in the process. “I’ve had to learn how to manage extroverts who want to come in and talk,” Rodrigues says. “Clients also call me directly now, so the number of disruptions to my working day has increased. I’ve had to learn to think on my feet.”

*This article originally appeared in the January 2016 issue of the ABA Journal with this headline: “Introverts in an Extrovert’s World: Most lawyers are introverted, and that’s not necessarily a bad thing.”*

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*Leslie A. Gordon, a former lawyer, is a legal journalist based in San Francisco.*

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# 10 Signs You Are Probably An Ambivert (And You Didn't Know It Until You Read This)



Nowadays, if you identify as an introvert or an extrovert, the internet is a wonderful resource for you to affirm your sense of self, find a community of similar individuals and celebrate the [personality trait](#) that strongly influences your social life. But what about the people who cannot place themselves squarely into either of the two categories made popular by psychologist Carl Jung?

If you are not the textbook example of an introvert or an extrovert, do not fear. You might be an ambivert!

Knowing where you fall on this introversion-extraversion spectrum is not a trivial fact that you could maybe bring up during dinner if you felt like it. Being aware of which environments you flourish in can help you improve your relationships with others, choose a satisfying [career](#) and search for the right life partner.

## 1. Your friends have a hard time classifying you as an introvert or an extrovert

This is probably one of the best signs that you might be an ambivert. Often times, we can manipulate our

thoughts into making ourselves believe we possess a desirable personality trait. Your friends may even know you better than you know yourself, especially when it comes to judging how you tend to behave socially. If they're confused, you could very well be an ambivert.

## **2. Your energy isn't drained when you're alone, nor do you feel exhausted after lots of socialization (or maybe you tend to be drained by both equally)**

One of the most popular ways of defining introverts and extraverts is the fact that introverts can be social but are drained by that use of their time, whereas extraverts feel drained of energy after spending too much time in solitude. Personality psychologist Brian Little [explains](#) that ambiverts have the best of both worlds.

Compared to introverts and extraverts, Little says, "Ambiverts are in that nice zone, in that sweet spot, where they're able to act out of character as a pseudo-introvert or a pseudo-extravert, without paying the nervous system costs."

If you do not think there is much of a difference between the energy you spend talking to people at a cocktail [party](#) and what you spend reading a book in bed, you could be an ambivert.

## **3. You are usually satisfied with your weekend plans**

Whether you have been invited to a large party or you've decided to eat in and watch movies with a close friend, you are satisfied, and even happy. This may have to do with you being a happy person in [general](#), or it could be your body making it much easier for you to feel that way. Being an introvert or an extravert means more than just being sociable or not being sociable, it also affects how easily you are aroused by external stimuli (or your threshold for stimulation).

In this [infant study](#), developmental psychologist Jerome Kagan performed an enlightening experiment to confirm that introverts have low thresholds for stimulation, meaning that they are affected by the weakest of stimuli and hence tend to seek out calm and quiet places, while extraverts have high thresholds for stimulation, so it takes a lot of extra chaos for them to feel stimulated. Ambiverts, unlike introverts and extraverts, do not have very high or very low thresholds for stimulation, allowing them to feel comfortable in almost all environments, in this case during any weekend plans.

## **4. During conversations you know when to keep quiet and when to talk, and you do them both relatively easily**

An introvert might know when to talk, [due](#) to their hypersensitivity in social situations, but may not feel like speaking out in a large group of people. An extravert, on the other hand, might not realize when to stop talking. Ambiverts are right in the middle, so they are more intuitive than extraverts when it comes to knowing when

their input is required, and less likely than introverts to keep quiet in social contexts. Again, to clarify, introverts can also speak up and extraverts can keep quiet, but the ease that ambiverts possess while performing these tasks is not possessed by the other two kinds of people.

If you find that making the right decision in social situations is relatively simple for you than it is for your introvert and extravert friends, you could be an ambivert.

## **5. You are emotionally stable during a concert, a yoga session and everything in between**

Introverts discover that they are emotionally stable in quieter places, while extraverts generally flourish in louder, more lively places. An introvert in a loud environment will find it difficult to remain emotionally stable, while an extravert will feel emotionally unstable in quiet places. Ambiverts have the benefit in most situations because they are highly adaptable, which also makes them emotionally stable during a wider range of experiences – from the earsplitting loud music at a concert to the quiet bliss of a yoga session.

## **6. You don't relate completely with posts about introverts and extraverts**

This is probably the first sign that you may not be an introvert or an extravert, but it is definitely not foolproof. Some people who lean towards being one trait may not necessarily relate with every single point about that personality trait, but if you have a feeling you are in the middle, you might be. Also, you may not be able to relate completely with friends who confidently call themselves introverts or extraverts.

## **7. You can't empathize with people who are not able to sit through loud social gatherings or are uncomfortable with time spent alone**

You probably sympathize with such individuals and acknowledge that it is possible for them to have trouble in these situations. But that's as far as you can go. Because you have the ability to navigate both situations without struggle, you aren't fully able to understand what it might feel like to desperately desire time alone or time with people.

## **8. You meet more people who are like you**

This may have to do with the fact that we choose friends who we relate to, but it could also have something to do with the fact that the number of ambiverts in the human population is just higher. The number of self-described introverts is lowest, the number of extraverts is a bit higher and the number of ambiverts beats them both. Many people respond to descriptions of ambiverts with, "Wait, aren't all people like this?" No, not all people are ambiverts, but in general, most people are.

## 9. You are shy or stable and hence mistaken about your introvert or extravert status

Shyness and stability are personality traits that are separate from those of introversion and extraversion. However, because both traits influence people's social lives in similar ways, the presence of one can influence the perceived presence of the other. In other words, you could be a shy ambivert but swear that you are an introvert, or you could be a stable ambivert and feel like more of an extravert.

Even [psychological assessments](#) like the MBTI (Myers-Briggs Type Indicator) may place you as either an introvert or an extravert, but the real reason your answers make you seem like one or the other is because of your shyness or stability. If you are shy, insecurities or the worry of being negatively judged are what keep you from being as sociable as you would like to be, which is different from being an introvert, for whom the possibility of being more social may seem appealing. But actually being social when they don't need to doesn't make them feel satisfied, or it instead makes them feel worse.

## 10. Right now, you feel like me after watching the first episode of "The Mindy Project"

You may have never noticed the emptiness in your soul from never reading an article that addressed your personality trait, and after reading this one, you have realized that emptiness. It's just like how I hadn't realized the lack of (counter-stereotypical) Indian-American television and film characters had affected me until I watched "The Mindy Project" and felt so unbelievably proud of Mindy Kaling, almost like being Indian made us sisters. If you are finally feeling a similar gratitude of being represented on the internet, congratulations, you are an ambivert! (And we're sorry it took so long.)

So how did you do? Did you relate to all 10 signs?

### **You're probably an ambivert!**

But keep in mind that human beings are never 100% anything. Psychologists have made divisions of this introvert-extravert spectrum, but there really is no distinct line that divides introverts from ambiverts and ambiverts from extraverts. Some people can distinguish themselves, because they are close enough to the extremes. You could be an ambivert, or just slightly introverted or extraverted. You could be a shy extravert or a stable ambivert, a shy ambivert or a stable introvert.

The final take away? Try being more self-aware, keep track of what experiences make you happy and which ones you would feel happier doing without. Taking tests and reading articles to measure your personality traits definitely help, but they are not final, indisputable assessments of your personality. Only you can truly figure out where and when you feel most fulfilled.