



# True Colors®

## Recognizing Extraverts and Introverts by Color Style

Do your colors shine outward or inward?

Carl Jung, the father of psychological type, believed that the preferences of Extraversion and Introversion were the most important of personality traits. Extraversion and introversion refers to the source of one's energy. The primary differences between extraverts and introverts are how they gather energy, how they respond to stimulation, and how they approach knowledge and experience. Adding this concept to the True Colors model will provide greater insights into how individuals gather energy and focus their attention.

*How does the source of your energy affect your color spectrum?* Complete the chart below by identifying the qualities that make each of the color styles an introvert or an extravert. By completing this chart, you will have a better understanding of the misconceptions associated with extraverts and introverts by recognizing the similarities and differences between extraverted color traits and introverted color traits.

COLORS	EXTRAVERTS	INTROVERTS
	<ul style="list-style-type: none"> <li>▪ Gather energy from <i>external world</i> of people, activities and things</li> <li>▪ Focus energy <i>outside of self</i></li> <li>▪ Under stimulated by solitude or lack of stimuli</li> <li>▪ Prefer <i>breadth</i> of knowledge and experiences and like knowing a little bit of everything</li> <li>▪ Energy spenders w/ multiplicity of relationships</li> </ul>	<ul style="list-style-type: none"> <li>▪ Gather energy from internal world of ideas, emotions and impressions</li> <li>▪ Focus energy inside of self</li> <li>▪ Over stimulated by sociability or too much stimuli</li> <li>▪ Prefer depth of knowledge and experiences and like reflecting and expanding on specific knowledge</li> <li>▪ Energy conservers w/ limited relationships</li> </ul>
GREEN		
ORANGE		
BLUE		
GOLD		

If you are an EXTRAVERT, your primary color shines brightest because you express it openly to the world. If you are an INTROVERT, your secondary color tends to shine brightest to the world because you keep your primary color to yourself.