

Extroversion-Ambiversion-Introversion Preference Assessment

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Instructions: Record who you believe you are—not who others think you are. Read each statement. **If it applies to you at least 75% of the time, check the box.** Add number of boxes in each column separately.

Column 1	Column 2	Column 3
<input type="checkbox"/> At work I have an open-door policy and do not mind interruptions. <input type="checkbox"/> I usually find crowds quite energizing. <input type="checkbox"/> I keep score when playing games—or why play them? <input type="checkbox"/> I concentrate better with the on TV or music playing. <input type="checkbox"/> I find timed tests an additional challenge. <input type="checkbox"/> I am competitive and want to win. Period! <input type="checkbox"/> I often do things with friends in the evenings / weekends. <input type="checkbox"/> I crave stimulation—the more the better. Bring it on! <input type="checkbox"/> I enjoy parties and am often first in and last out. <input type="checkbox"/> I prefer working with people or equipment. <input type="checkbox"/> I prefer busy environments. <input type="checkbox"/> Being around people is quite energizing. <input type="checkbox"/> I enjoy being the life of the party and getting attention. <input type="checkbox"/> I circulate a lot at parties. <input type="checkbox"/> When I make presentations. I like to go early to chat with attendees or for Q&A's. <input type="checkbox"/> Being around people tends to recharge my energy. <input type="checkbox"/> I can get bored, restless, or sleepy in quiet environments. <input type="checkbox"/> I need frequent breaks when trying to focus. <input type="checkbox"/> I prefer to participate rather than observe. <input type="checkbox"/> My brain craves stimulation—it's easy to get from people. <input type="checkbox"/> I enjoy negotiating, wheeling and dealing, and prefer working independently.	<input type="checkbox"/> At work I schedule appointments and have specified open-door hours. <input type="checkbox"/> I prefer smaller groups of people. <input type="checkbox"/> I can play games with or without keeping score. <input type="checkbox"/> I can concentrate with music playing but can get distracted. <input type="checkbox"/> I can deal with timed tests but prefer those that are untimed. <input type="checkbox"/> I prefer competing with myself to improve. <input type="checkbox"/> I sometimes do things with friends evenings or weekends. <input type="checkbox"/> I need some stimulation followed by some down time. <input type="checkbox"/> I like some parties but rarely are first there and last out. <input type="checkbox"/> I prefer a balance: working with people/working alone. <input type="checkbox"/> I prefer moderate environments. <input type="checkbox"/> Being around some people can be energizing for a time. <input type="checkbox"/> I can be the center of attention for short periods. <input type="checkbox"/> I circulate some at parties. <input type="checkbox"/> When making presentations I prefer minimal time in advance and will take some Q&A's <input type="checkbox"/> Being around people is okay for moderate amounts of time. <input type="checkbox"/> I prefer moderately stimulating environments. <input type="checkbox"/> I can focus but typically look forward to regular breaks. <input type="checkbox"/> I prefer to observe for a while before participating. <input type="checkbox"/> I like to be around people part time but also need time alone. <input type="checkbox"/> I can work with a team, present, collaborate, present, and can be a team leader if necessary.	<input type="checkbox"/> At work I schedule appointments rather than use an open-door policy. <input type="checkbox"/> I avoid crowds as they exhaust me. <input type="checkbox"/> I like to play games for fun and would rather not keep score <input type="checkbox"/> I concentrate better in a quiet environment. <input type="checkbox"/> I tend to be anxious in timed tests even when I know answers. <input type="checkbox"/> I find competition stressful and avoid it when if possible. <input type="checkbox"/> I rarely do things with friends in the evenings or on weekends. <input type="checkbox"/> I get overloaded quickly with too much stimulation. <input type="checkbox"/> I tend to avoid parties and if I do go, often leave early. <input type="checkbox"/> I prefer working by myself or just one other person. <input type="checkbox"/> I prefer quiet environments. <input type="checkbox"/> Being around most people tends to exhaust me. <input type="checkbox"/> I dislike being the center of attention and try to avoid it. <input type="checkbox"/> I rarely circulate at parties. <input type="checkbox"/> When I make presentation, I prefer quiet time in advance and want to slip away at the end. <input type="checkbox"/> Being around a group of people tends to drain my energy. <input type="checkbox"/> I get exhausted in overly-stimulating environments. <input type="checkbox"/> I can focus for long periods of time regardless of breaks. <input type="checkbox"/> I prefer to observe rather than participate in most instances. <input type="checkbox"/> I prefer to be alone most of the time or with a close friend. <input type="checkbox"/> I prefer researching alone, developing ideas, and sending a written report to the team.
Total # boxes marked _____ / 21	Total # boxes marked _____ / 21	Total # boxes marked _____ / 21

Explanation of EAI Preference Assessment

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Record column scores below.

Column 1 = Extroverted 15-16% of population	Column 2 = Ambiverted 68-70% of population	Column 3 = Introverted 15-16% of population
Total _____ / 21	Total _____ / 21	Total _____ / 21
Extroverted brains tend to be outer-directed and tend to seek environments with higher-than average levels of stimulation in order to feel alive, awake, and alert. They need shorter recovery times after large energy expenditures.	Ambiverted brains tend to seek environments with moderate levels of stimulation. They may need almost equal amounts of recovery time after large energy expenditures.	Introverted brains tend to be inner-directed, very alert, and prefer environments with lower-than moderate levels of stimulation in order to avoid becoming overwhelmed. They need longer recovery times after large energy expenditures.

The highest column score usually represents your overall EAI preference and describes the types of environments and the amounts of stimulation that typically work best for your brain. Use your scores as a starting point for evaluating the level of stimulation that matches your brain. Pay attention to your energy levels and your recovery time after experiencing different types of environments. Aim for a 51% match who your brain is innately.

You can exhibit characteristics from a different column for short periods of time, depending on what is required of you at the moment. Long term, however, a mismatch will not work well for your brain. For example:

- You are extroverted and there is insufficient stimulation in the environment to keep your brain energized, alert, and awake. It may trigger a sense of boredom or drowsiness. You brain may even fall asleep thinking, "I'll wake me up when something is happening." Or, your brain may crave and thrive on stimulation but may prefer to get it from nature or electronics or an environment that does not involve people.
- You are introverted and there is too much stimulation in the environment for your brain to handle long term. You are exhausted at night and find yourself getting sick more frequently (e.g., colds or the flu). Or you like to write and create, but your job has little if any opportunity for creativity and you find yourself feeling sad and de-energized.

For additional information refer to: www.arlenetaylor.org "Practical Applications, EAI; and Brain References, EAI.