

*The Scarlet* 

# Introverts and Admission

Stephanie Chipman

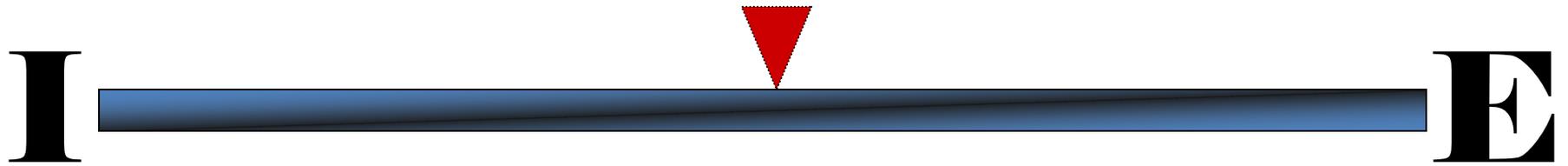
Vice President for Enrollment Management  
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# Introvert/Extrovert Sliding Scale

Where do you fall?



“Introverts living under the Extrovert Ideal are like women in a man’s world, discounted because of a trait that goes to the core of who they are.

Extroversion is an enormously appealing personality style, but we’ve turned it into an oppressive standard to which most of us feel we must conform.”

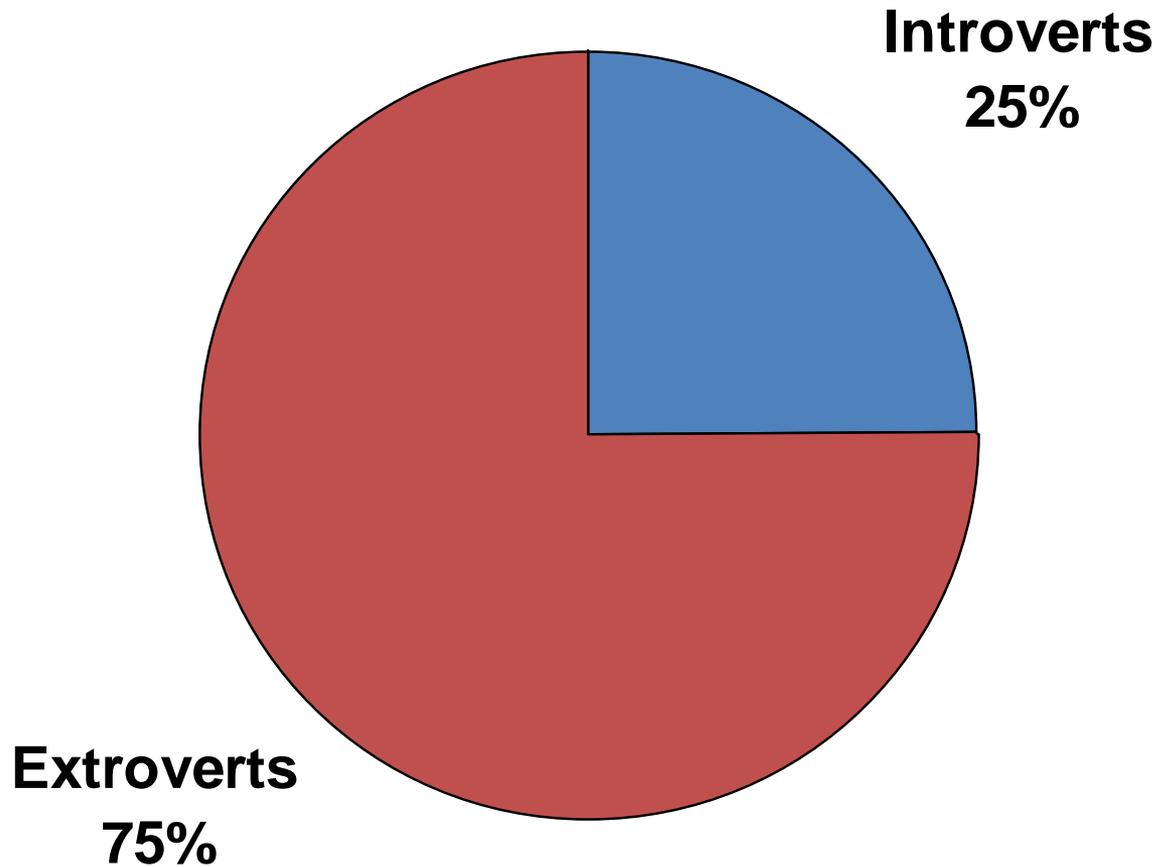
Susan Cain

Quiet: The Power of Introverts  
in a World that Can’t Stop Talking

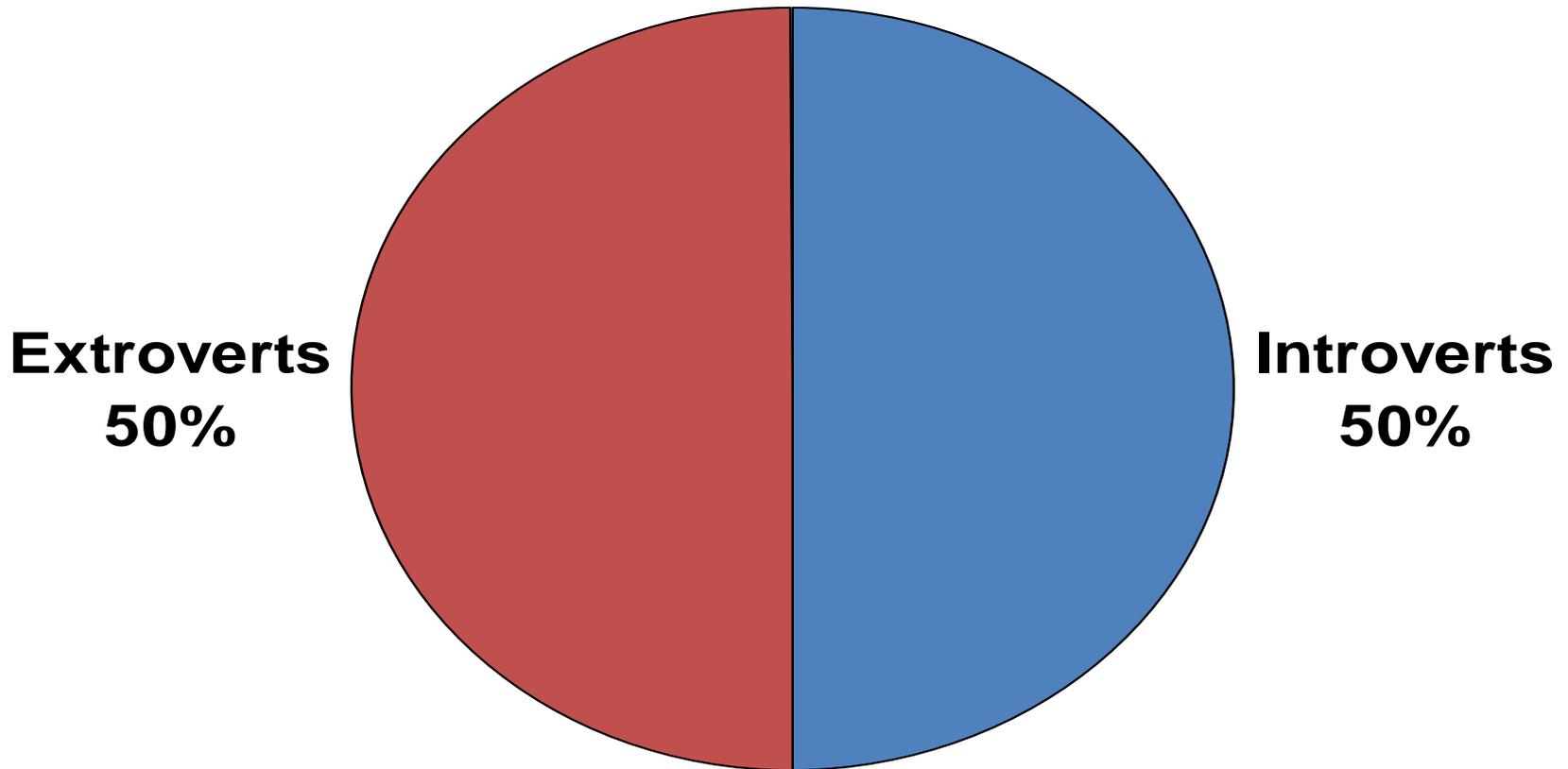
# **Extrovert Ideal**

“the omnipresent belief that the ideal self is gregarious, alpha and comfortable in the spotlight”

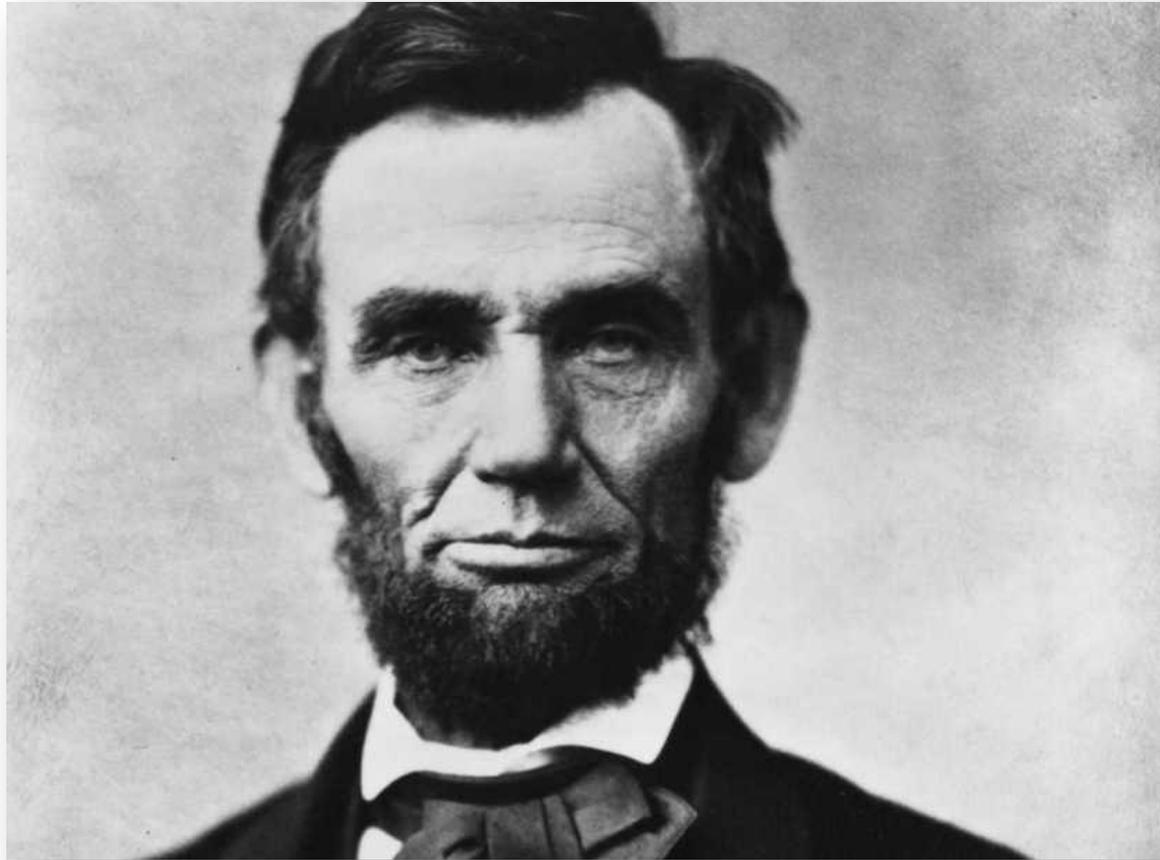
Extroverts outnumber introverts 3:1 in the general population. Minority status often means introverts are expected to adapt to the Extrovert Ideal.



The balance often evens out in strength-focused communities such as among artists and academics.

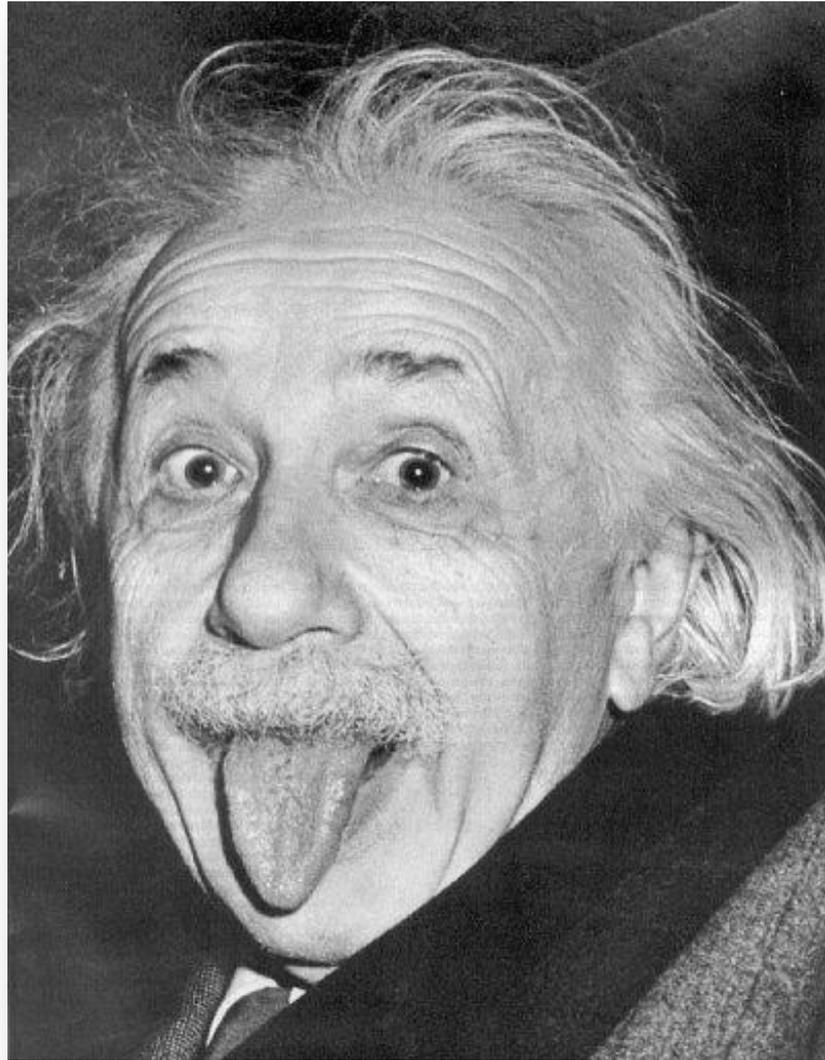


What does an introvert look like?



**Abraham Lincoln**

Introverts are people who can change the world



**Albert Einstein**

They are thinkers



**Bill Gates**  
And inventors.



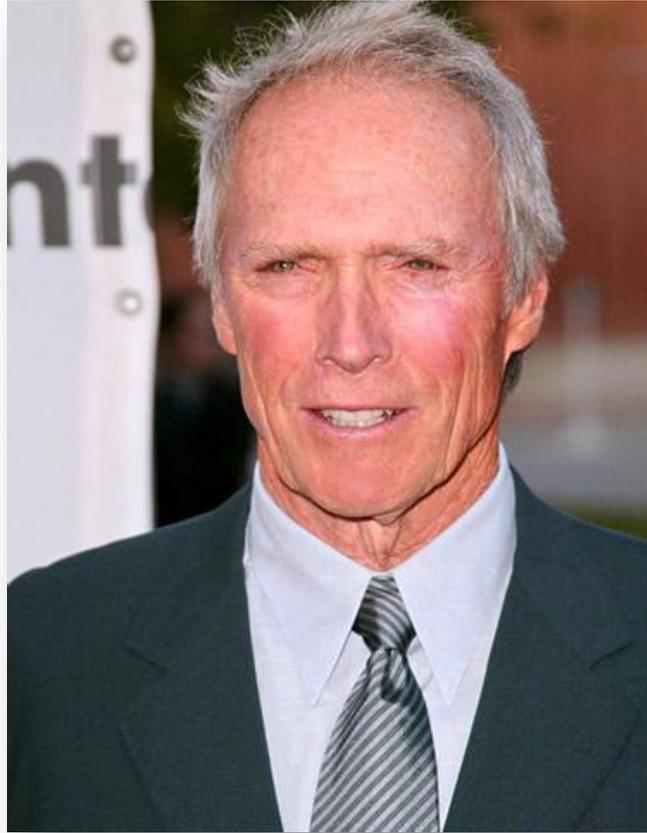
# Michael Jordan

They are leaders



**Barack Obama**

who make a difference



# Clint Eastwood

They are creative



# Julia Roberts

And artistic

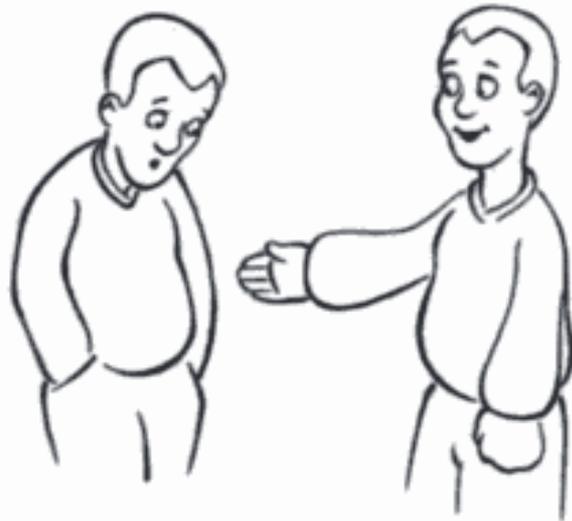


# Steve Martin

And they just might fool you into  
thinking they're Extroverts

# What makes us so different?

- Energy Creation
- Response to Stimulation
- Approach to Knowledge



# Energy Creation



# Response to Stimulation



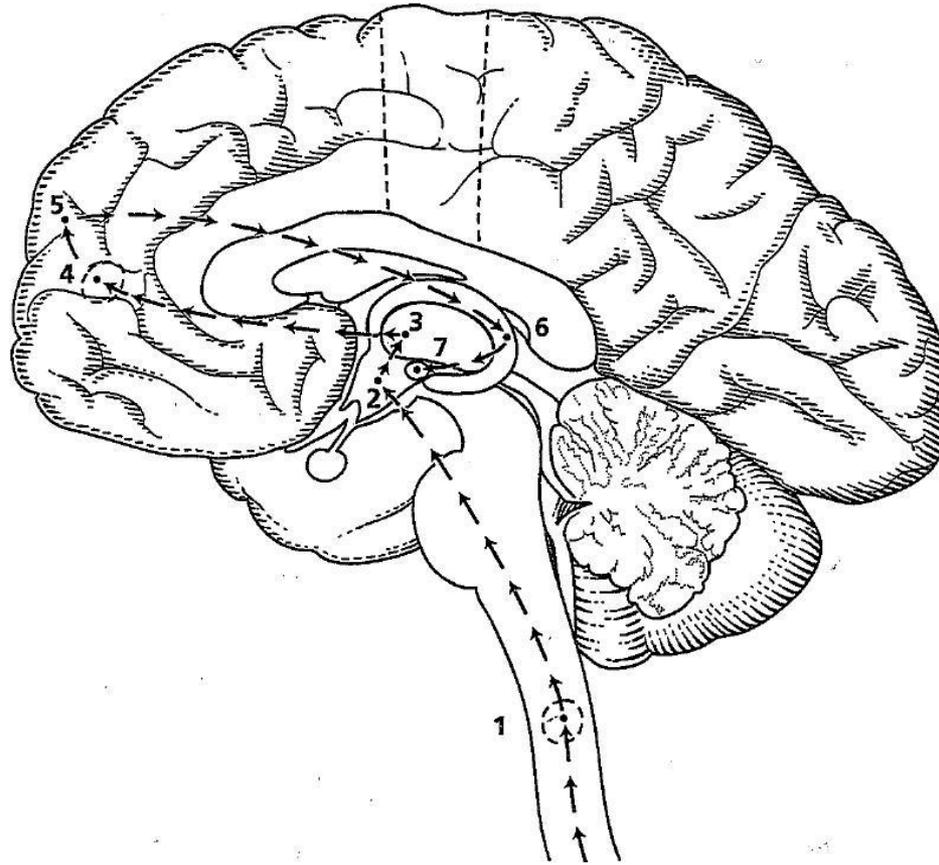
# Approach to Knowledge

**Extroverts like Breadth**

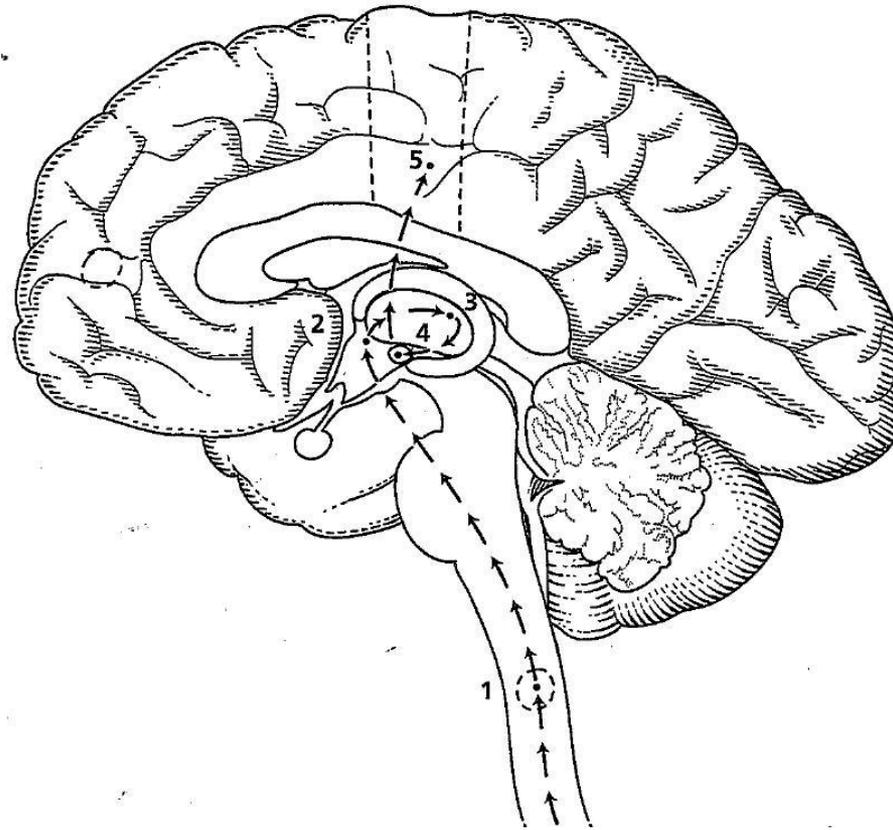
**Introverts like Depth**

# Approach to Knowledge

## Longer Introvert Acetylcholine Pathway

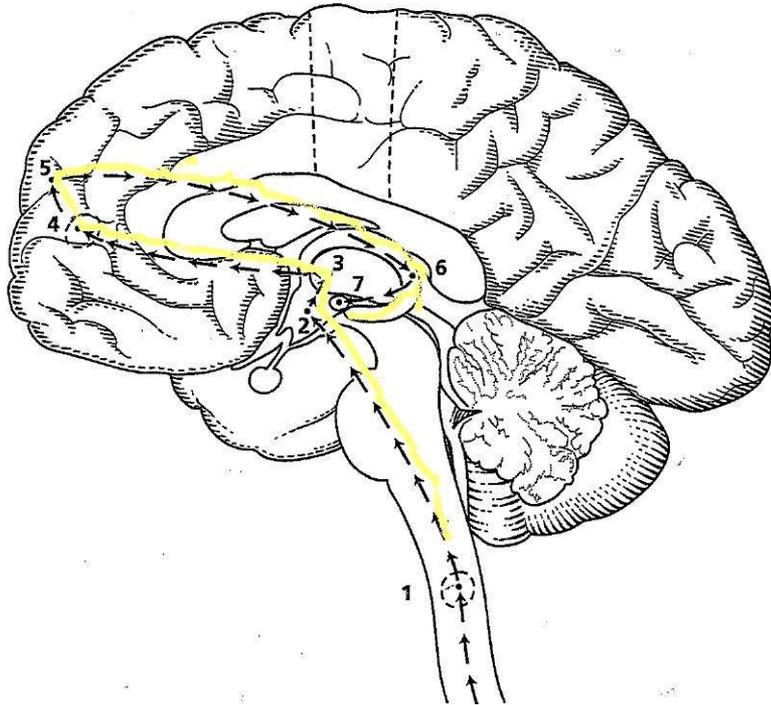


## Shorter Extrovert Dopamine Pathway

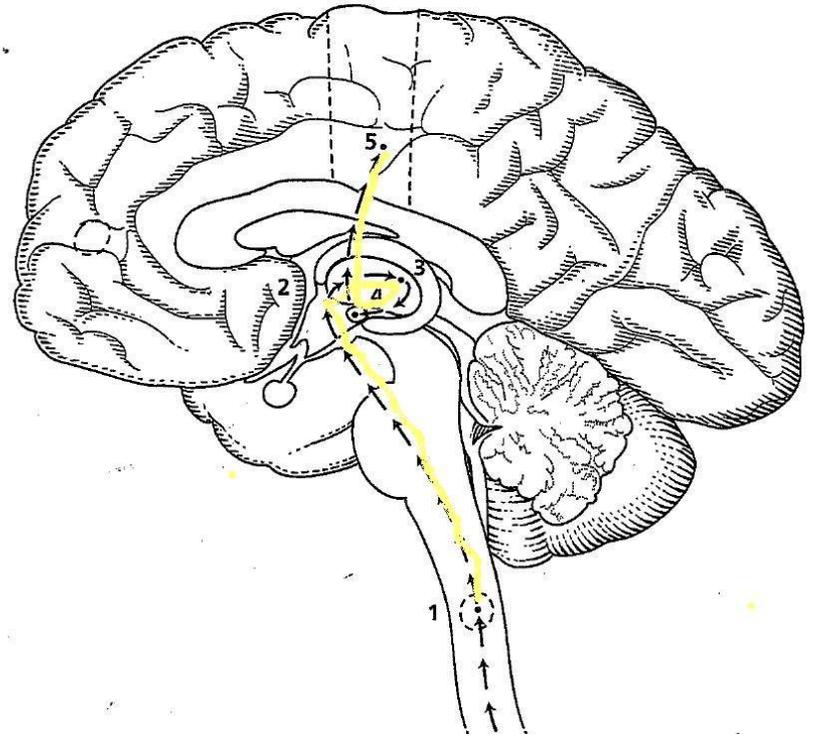


# Approach to Knowledge

Longer Introvert Acetylcholine Pathway



Shorter Extrovert Dopamine Pathway



Introverts may approach the same profession or project very differently than their extroverted colleagues with equal success.



# Identifying Introverts

- Introverts watch before joining in
- Speak hesitantly or search for words
- Has a small, tight group of friends (who may not go to the same school)
- Enjoys reading more than socializing
- Body language indicates discomfort when approaching a new group/experience

# Supporting Introverted Teens

- It's not better or worse, it's just different
- Rewrite negative labels
- Strategize with them ahead of time so they're prepared

# Leadership Traits



# Recommended Reading

- *Quiet: The Power of Introverts in a World That Can't Stop Talking* by Susan Cain
- *Introvert Advantage: How to Survive in an Extrovert World* by Marti Olsen Laney, Ph.D.
- *The Introverted Leader: Building on Your Quiet Strength* by Jennifer Kahnweiler, Ph.D. and Douglas R. Conant

Remember, someone you know,  
respect and interact with every  
day is an introvert, and you are  
probably driving this person  
nuts.

Jonathan Rauch  
*Caring for Your Introvert*  
*The Atlantic*, March 2003