



Your Highlands Ability Profile

Introvert-Extrovert

This worksample measures the amount and type of people interaction that is energizing and depleting and one's optimal way to think through ideas, problems and plans.

The following description can help you *understand* the types of work roles and career fields that often draw on an Extrovert orientation, independent of all other dimensions measured by the HAB. It is not intended to suggest a specific job nor is it a comprehensive list of all the career fields in which Extroverts are employed.

A person scoring the Extrovert range on this continuum prefers academic or work environments in which one can work in the presence of others, for example:

1. In organizations, teams, and any kinds of groups.
2. Sales, marketing, advertising, public relations, teaching, politics, and any kind of face-to-face persuasion.
3. Management in various fields.
4. Performing and presenting before groups of people.
5. Any legal, medical, or other profession that includes interaction with people.