

Making Everything Easier!™

Success as an Introvert

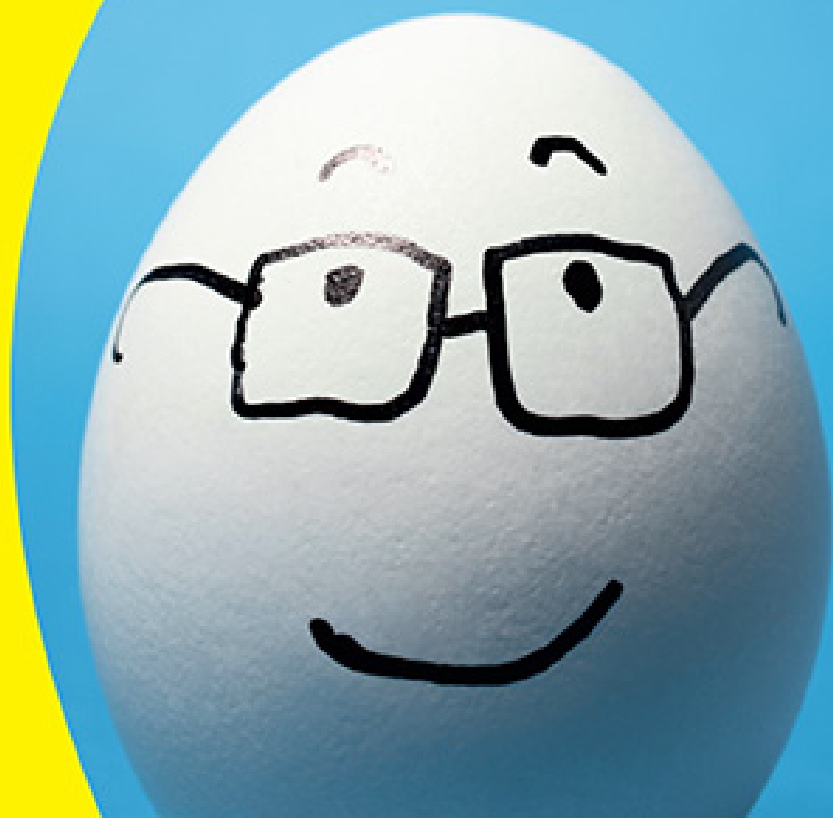
FOR
DUMMIES[®]
A Wiley Brand

Learn to:

- Boost your confidence and develop strategies for asserting yourself at work
- Improve your relationships with partners, colleagues, friends, and kids
- Manage the stress of hosting or attending big social events

Joan Pastor, PhD

*Organizational and clinical psychologist
President, JPA International, Inc.*



***Success as
an Introvert***

FOR
DUMMIES[®]
A Wiley Brand

Joan Pastor, PhD

FOR
DUMMIES[®]
A Wiley Brand

Success as an Introvert For Dummies®

Published by: **John Wiley & Sons, Inc.**, 111 River Street, Hoboken, NJ 07030-5774, www.wiley.com

Copyright © 2014 by John Wiley & Sons, Inc., Hoboken, New Jersey

Published simultaneously in Canada

No part of this publication may be reproduced, stored in a retrieval system or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, scanning or otherwise, except as permitted under Sections 107 or 108 of the 1976 United States Copyright Act, without the prior written permission of the Publisher. Requests to the Publisher for permission should be addressed to the Permissions Department, John Wiley & Sons, Inc., 111 River Street, Hoboken, NJ 07030, (201) 748-6011, fax (201) 748-6008, or online at <http://www.wiley.com/go/permissions>.

Trademarks: Wiley, For Dummies, the Dummies Man logo, Dummies.com, Making Everything Easier, and related trade dress are trademarks or registered trademarks of John Wiley & Sons, Inc., and may not be used without written permission. All other trademarks are the property of their respective owners. John Wiley & Sons, Inc., is not associated with any product or vendor mentioned in this book.

<p><u>Limit of Liability/Disclaimer of Warranty:</u> while the publisher and author have used their best efforts in preparing this book, they make no representations or warranties with respect to the accuracy or completeness of the contents of this book and specifically disclaim any implied warranties of merchantability or fitness for a particular purpose. no warranty may be created or extended by sales</p>
--

representatives or written sales materials. The advice and strategies contained herein may not be suitable for your situation. you should consult with a professional where appropriate. neither the publisher nor the author shall be liable for damages arising herefrom.

For general information on our other products and services, please contact our Customer Care Department within the U.S. at 877-762-2974, outside the U.S. at 317-572-3993, or fax 317-572-4002. For technical support, please visit www.wiley.com/techsupport.

Wiley publishes in a variety of print and electronic formats and by print-on-demand. Some material included with standard print versions of this book may not be included in e-books or in print-on-demand. If this book refers to media such as a CD or DVD that is not included in the version you purchased, you may download this material at <http://booksupport.wiley.com>. For more information about Wiley products, visit www.wiley.com.

Library of Congress Control Number: 2013949557

ISBN 978-1-118-73837-5 (pbk); ISBN 978-1-118-73832-0 (ebk); ISBN 978-1-118-73843-6 (ebk); ISBN 978-1-118-73866-5 (ebk)

Manufactured in the United States of America

10 9 8 7 6 5 4 3 2 1

Success as an Introvert For Dummies®

Visit

www.dummies.com/cheatsheet/successasintrovert to view this book's cheat sheet.

Table of Contents

Introduction

[About This Book](#)

[Foolish Assumptions](#)

[Icons Used in this Book](#)

[Beyond the Book](#)

[Where to Go from Here](#)

Part I: Getting Started Understanding Introversion

Chapter 1: Introverted? Good for You!

[How Introverts and Extroverts Differ](#)

[The biggest difference between introverts and extroverts](#)

[Other ways introverts are different from extroverts](#)

[Why Being an Introvert Is Cool](#)

[Introverts are great friends](#)

[Introverts are creative](#)

[Introverts are natural leaders](#)

[Introverts are studious](#)

[If Being an Introvert Is So Great, What's the Problem?](#)

[Thriving in an Extroverted World](#)

[Chapter 2: Are You Really an Introvert?](#)

[Qualifying as an Introvert](#)

[Exploring the introvert continuum](#)

[Taking the test: Do you score as an introvert?](#)

[Considering Shyness](#)

[Separating shyness from introversion](#)

[Taking the test: Are you shy?](#)

[Dealing with shyness](#)

[Comparing normal, healthy shyness to serious disorders](#)

[Getting in Touch with Sensitivity](#)

[Identifying the difference between sensitivity and introversion](#)

[Taking the test: Are you highly sensitive?](#)

[Managing sensitive issues](#)

[Meditating your stress away](#)

[Chapter 3: What Makes You an Introvert, and Will You Always Be One?](#)

[Nature or Nurture: Determining What Makes You an Introvert](#)

[Your genes](#)

[Your brain's wiring](#)

[The influence of culture](#)

[The effects of upbringing](#)

[Acting Like an Outie: When Temporarily Playing the Extrovert Can Work](#)

[Mastering the skills of the pretend extrovert](#)

[Recognizing the pros and cons of being a pretend extrovert](#)

[Can You \(and Should You\) Become a Real Extrovert?](#)

[Can you truly change your stripes?](#)

[Will you get more innie or outie as you age?](#)

[Part II: Triumphing in an Extrovert's Work World](#)

[Chapter 4: Playing to Your Strengths: How to Shine in the Workplace](#)

[The Facts of Office Life](#)

[Thriving in a Noisy Workplace](#)

[Making a break for it](#)

[Creating an innie oasis in your cubicle](#)

[Scheduling blocks of "alone" time](#)

[Getting physical](#)

[Telecommuting](#)

[Establishing Yourself at Work](#)

[Shining a light on your successes](#)

[Flexing your quiet power at meetings](#)

[Standing up to workplace troublemakers](#)

[Making allies in the workplace](#)

[Finding Your Niche: Jobs that Appeal to Introverts and Extroverts](#)

[Identifying careers that are a natural fit for innies or outies](#)

[Picking the career that fits you best](#)

[Chapter 5: Making Your Mark as a Quiet Leader](#)

[Assessing Your Leadership Strengths](#)

[Your research and decision-making skills](#)

[Your knack for encouraging independence](#)

[Anticipating the Challenges of Leading as an Introvert](#)

[Setting the Stage for Success](#)

[Building your transformational skills](#)

[Reinforcing effectively](#)

[Acing the art of structured brainstorming](#)

[Boosting your emotional intelligence](#)

[Mastering the art of focused conversation](#)

[Six Survival Tips for Innie Leaders](#)

[Delegating more](#)

[Outing yourself as an innie](#)

[Guarding your internal energy by scheduling wisely](#)

[Wearing “power clothes”](#)

[Creating a battery-recharging retreat](#)

[Pairing up with an extrovert](#)

[Chapter 6: Keeping a Team Happy and Productive](#)

[Understanding the Stages of Team Development](#)

[Taking Charge in the Forming Stage](#)

[Creating a contract with your team](#)

[Establishing accountability](#)

[Projecting quiet confidence](#)

Getting your team members acquainted

Leading in the Storming Stage

Creating a team support agreement

Analyzing team dynamics

Communicating clearly and beware the innie “cone of silence”

Troubleshooting effectively

Leading in the Norming Stage

Focusing on key results

Keeping an eye on your norms and goals

Building relationships

Leading in the Performing Stage

Ending on a High Note in the Adjourning Stage

Chapter 7: Becoming a Confident Public Speaker

Calming Your Innie Nerves: Preparation Is the Key

Visualizing success

Identifying your pivotal points

Mastering your material

Focusing on your priorities

Getting the details down pat

Practicing your technique

Grabbing Your Audience: Six Ways to Win Them Over

Making your listeners feel comfortable and connected

Grabbing their attention with stories and humor

Persuading with power

Changing things up to keep your listeners' attention

[Handling hecklers with ease](#)

[Being yourself](#)

[Catching Your Breath and Briefly Taking the Spotlight Off Yourself](#)

[Asking your audience for input](#)

[Offering handouts](#)

[Scheduling battery-recharging breaks](#)

[Chapter 8: Managing Up](#)

[The First Step in Managing Up: Knowing Your Manager](#)

[Responding to your manager's style](#)

[Identifying your manager's goals](#)

[Earning your manager's trust](#)

[The Second Step in Managing Up: Expanding Your Role](#)

[Spotting avenues for growth](#)

[Becoming a problem solver](#)

[Stepping outside your comfort zone](#)

[Volunteering as a peer coach](#)

[Avoiding Pitfalls When You're Managing Up](#)

[Making a Habit of Managing Up](#)

[Chapter 9: Moving On: Acing a Job Interview the Introvert Way](#)

[Identifying Your Strengths and Challenges](#)

[Prepping for an Interview](#)

[Doing your detective work](#)

[Creating a powerful portfolio](#)

[Rehearsing with a friend who won't go easy on you](#)

Writing down your key points

Making a wish list

Scoring in a Phone Interview

Performing on the Big Day

Getting ready for your interview

Looking assertive at interview time

Assessing Fit: Are the Job and the Workplace Right for You?

Asking the right questions

Gathering clues on a tour

Weighing the pros and cons

Handling a “No”

Responding to a “Yes”

Negotiating salary

Talking about vacations, schedules, and benefits

Setting a start date

Planning Your Path to Career Success

Setting smart goals

Gaining the job skills you need

Chapter 10: Succeeding as an Entrepreneur

Starting Off on the Right Foot

Creating your business plan

Strengthening your entrepreneurial skills

Overcoming the urge to procrastinate

Marketing Yourself

Building your reputation as an expert

[Teaming up with other entrepreneurs \(especially outies\)](#)

[Asking extroverts to help you make contacts](#)

[Integrating Internet and face-to-face marketing](#)

[Polishing your online presence](#)

[Creating Long-Term Loyalty](#)

[Being available](#)

[Influencing in the right way](#)

[Building deeper relationships with your clients](#)

[Giving back to your community](#)

[Thanking your clients in small ways](#)

[Avoiding marketing approaches that irritate clients](#)

[Coping When Prospects Don't Pan Out](#)

[Dealing with disappearing acts](#)

[Handling rejection](#)

[Building Your Dream Team](#)

[Interviewing wisely when you're hiring staff](#)

[Choosing employees who can complement your skills](#)

[Hiring the right person to make your website sparkle](#)

[Considering a business coach](#)

[Part III: Finding Personal Happiness as an "Innie"](#)

[Chapter 11: Being Your Personal Best](#)

[Being Kind to Yourself](#)

[Using the dump-sheet-and-flower technique](#)

[Reframing your thoughts](#)

[Practicing thought-stopping](#)

[Treating life as an experiment](#)

[Visualizing your happy, healthy inner child and inner adult](#)

[Gaining More Control Over Your Life](#)

[Taming self-pity](#)

[Taking charge of your problems](#)

[Cultivating optimism](#)

[Harnessing the power of gratitude](#)

[Getting Your Stress Under Control](#)

[Interpreting stressful events accurately](#)

[Understanding your stress threshold](#)

[Considering a personal coach or mental health professional](#)

[Making New Friends](#)

[Looking for friends in all the right places](#)

[Setting realistic goals](#)

[Breaking the ice](#)

[Keeping friendships healthy](#)

[Chapter 12: Falling in Love and Staying in Love](#)

[Navigating the Dating Scene](#)

[Spotting people you'd like to date](#)

[Making a first date work](#)

[Addressing expectations](#)

[Enjoying a Deep and Healthy Relationship](#)

[Grasping the basics of a good relationship](#)

Recognizing how different personalities mesh in relationships

Handling Innie-Outie Differences Successfully

Identifying each other's needs and interests

Figuring out how to talk with each other

Looking for win-win solutions

Analyzing your different arguing styles

Being wary of perfectionism

Identifying the real source of your issues

Splitting Up Sanely

When you're getting dumped

When you're doing the dumping

Chapter 13: "Cheers!" Taking the Stress Out of Big Social Events

Understanding Why Social Occasions Stress You Out

Coping When You're an Innie Guest

Planning ahead

Escaping the crowd

Breaking the ice

Scheduling some unwinding time — before, during, and after

Coping When You're an Innie Host

Taking the focus off yourself

Creating innie sanctuaries

Teaming up with a cohost

Recharging your batteries

Getting those last guests to go home

Deciding Whether to Say Yes or No to an Invitation

[Determining which invitations to accept](#)

[Declining invitations tactfully](#)

[Part IV: Supporting Introverts](#)

[Chapter 14: Being an Understanding Friend to an Introvert](#)

[Accepting Innies Just as They Are](#)

[Recognizing that introversion is healthy](#)

[Recognizing the special strengths of the innies you know](#)

[Making an Innie-Outie Relationship Work](#)

[Respecting an introvert's need for "alone" time](#)

[Allowing an introvert to think before talking](#)

[Minimizing multitasking demands](#)

[Understanding an introvert's desire to stay out of the spotlight](#)

[Grasping an introvert's approach to new activities](#)

[Partying in Ways That Suit You Both](#)

[Getting the introvert's perspective on social occasions](#)

[Being okay with early departures](#)

[Accepting an introvert's right to skip some events](#)

[Chapter 15: Parenting an Introverted Child](#)

[Identifying Introversion in a Child](#)

[Distinguishing Between Introversion and Medical Conditions](#)

[Considering ADD and ADHD](#)

[Ruling out autism spectrum disorders](#)

[Creating an Innie-Friendly Home for Your Child](#)

[Appreciating your child's innie-ness](#)

[Steering clear of the overscheduling trap](#)

[Helping your innie child handle change](#)

[Bridging the communication gap](#)

[Keeping sibling relationships positive](#)

[Giving your innie her own private space](#)

[Encouraging Friendships](#)

[Helping a younger child make friends](#)

[Helping an older child or teen make friends](#)

[Helping an introverted teen handle romance — or the lack of it](#)

[Enhancing Your Child's Self-Image](#)

[Explaining introversion to your child](#)

[Avoiding the urge to praise outie behaviors](#)

[Acknowledging your child's emotions](#)

[Helping Your Young Innie Have a Good School Experience](#)

[Working with your child's school and teachers](#)

[Considering alternatives to public schools](#)

[Protecting Your Child from Bullies](#)

[Making sure your child's school has an anti-bullying plan](#)

[Teaching your child ways to handle bullies](#)

[Part V : The Part of Tens](#)

[Chapter 16: Ten Notable Innies](#)

[Charles Darwin](#)

[Neil Armstrong](#)

Elizabeth Barrett Browning

Johnny Depp

Eddie Murphy

Johnny Carson

Jerry Seinfeld

Tom Smith

Calvin Coolidge

Abraham Lincoln

Chapter 17: Ten Tips for Making a Networking Event Work for You

Be Picky

Do Your Homework

Set SMART Goals for Each Event

Think about Trout Fishing (Really!)

Arrive Early

Focus on One Person at a Time

Grab a Plate

Manage Your Leads

Be the One Who Reaches Out

Say Thanks

Chapter 18: Ten Things an Introvert Doesn't Want to Hear

"We were just in the neighborhood and thought we'd drop in."

"Turn to the person next to you and introduce yourself."

"Guess what — I told the waiter it's your birthday!"

[“We’re having so much fun; can we stay with you a few more days?”](#)

[“Oh, I just thought of one more great story. . . .”](#)

[“Surprise!”](#)

[“Give your Aunt Ruth a big hug.”](#)

[“You’re so quiet; what’s wrong?”](#)

[“Yay! Our class reunion is coming up!”](#)

[“I’m so glad you returned my call; we have a lot to catch up on.”](#)

[Chapter 19: Ten Ways to Make a Workplace Innie-Friendly](#)

[Let Innies Migrate to the Edges of Your Office](#)

[Cut Down on Meetings](#)

[Make Your Meetings Better](#)

[Provide Privacy Screens](#)

[Ask about Acoustics](#)

[Create Private Zones](#)

[Give a Thumbs-Up to Headphones](#)

[Let Your Workers Telecommute Part of the Time](#)

[Offer Innies Opportunities to Work Independently](#)

[Rethink Your Interview Process](#)

[About the Author](#)

[Cheat Sheet](#)

[Connect with Dummies](#)

Introduction

Are you an introvert? If so, I have good news: It's your time to shine!

Yes, you're still living in a world that's geared for extroverts. From cocktail parties to crowded cubicle farms, the universe seems to be designed for social butterflies. But behind the scenes, a "quiet power" revolution is going on. Introverts are coming into their own, both personally and professionally — and in the process, they're starting to remake the world so it works for them.

Success as an Introvert For Dummies is part of that revolution. In these pages, you discover why introverts are so wonderful and why the world couldn't get along without them. Better yet, I show you how to use your introverted strengths to reach your full potential. And I also tell you how to redesign your professional and personal environments so they empower you to be happy, healthy, and successful.

About This Book

Success as an Introvert For Dummies is all about introverts. (You guessed that, right?) But one thing I want to say right upfront is that although I'm a huge fan of introverts, I'm a huge fan of extroverts, too.

Why do I mention this? Because I'm surprised by the number of books and websites that pit introverts and extroverts against each other, as if one personality type is "right" and the other is "wrong." That's a big mistake, because the truth is that both introverts and extroverts are terrific. And they're both more successful when

they're trying to understand and help each other, not when they're at war with each other.

So I've written this book to empower both *innies* (introverts) and the *outies* (extroverts) who support them. Whether you're an innie or an outie, I hope you'll feel welcomed and respected as you read these pages.

By the way, I use the terms *innie* and *outie* frequently in these pages. I've borrowed the terms from psychologist Marti Laney, who deserves a hat tip because I think she's the first person to come up with them.

Foolish Assumptions

As I wrote this book, I tried to imagine who its readers would be and what they'd want to know. And here's what I'm assuming about you:

- ✓ You're an introvert — or you have an introverted partner, relative, or friend who you want to understand better.
- ✓ You're more interested in practical advice than in scientific theories. However, you're also a little bit curious about what makes introverts tick.
- ✓ You lead a busy life, so you want information you can quickly translate into action.
- ✓ You're interested both in personal fulfillment and in career advancement. (And here's good news: The information in this book is geared for introverts, but whether you're an introvert or an extrovert, you'll find tips that will help you both professionally and personally.)

Icons Used in this Book

To make this book even more useful for you, I include special icons to help you spot ideas and information you may find particularly useful. Here's what each one means.



This icon draws your attention to a piece of advice that's worthy of special attention.



This icon flags important information to keep in mind as you expand your knowledge about introverts.



I use this icon to help you steer clear of mistakes that can cause problems at work or in your personal relationships.



If you're interested in the science behind introversion, keep an eye out for this icon.

Beyond the Book

You got more than you bargained for when you bought this book. You can access bonus material online at www.dummies.com:

- ✓ You can download the book's Cheat Sheet at www.dummies.com/cheatsheet/successasanintrovert. It's a handy resource to keep on your computer, tablet, or smartphone.
- ✓ You can read interesting companion articles that supplement the book's content at

www.dummies.com/extras/successasanintrovert. There's even an extra top-ten list for your amusement.

Where to Go from Here

If you want to skip around as you read this book, feel free! You can read each chapter on its own, and I include handy cross-references. So dive into any chapter or section that interests you. Here are some suggestions:

- ✓ If you're fascinated by what makes you an introvert — or you're wondering whether you really *are* an introvert — you may want to jump into Chapters [2](#) and [3](#).
- ✓ If you're more interested in making your introverted nature work for you in the business world, [Chapter 4](#) is a good place to start. And if you want to climb the career ladder quickly, check out Chapters [5](#) through [10](#) as well.
- ✓ If you want to increase your personal satisfaction, make new friends, and find true romance the introverted way, check out Chapters [11](#) and [12](#).
- ✓ If you're seeking tips for surviving (or even enjoying) social occasions, take a peek at [Chapter 13](#).
- ✓ If you're an extrovert who wants to be supportive of an introverted friend or child, [Chapter 14](#) or 15 is a good jumping-off point.

No matter where you start, I think you'll enjoy discovering more about the remarkable gifts and talents that introverts possess. And if you're an introvert yourself, I hope you'll come away feeling proud about how amazing you are!

Part I

**Getting Started
Understanding
Introversion**

getting started

**understanding
introversion**



Visit www.dummies.com for more great Dummies content online.

In this part . . .

- ✓ Understand the differences between introverts and extroverts.
- ✓ Recognize the traits of an introvert and see whether you qualify by taking a couple of informal quizzes.
- ✓ Find out how to live in an extroverted world and explore techniques for pretending to be extroverted when you need to.
- ✓ Understand that shyness and sensitivity don't necessarily mean introversion.
- ✓ Discover what makes you an innie.

Chapter 1

Introverted? Good for You!

In This Chapter

- ▶ Spotting the differences between introverts and extroverts
 - ▶ Valuing the talents and assets of innies
 - ▶ Identifying the challenges of being an introvert in an extrovert's world
 - ▶ Knowing the five basics for succeeding as an introvert
-

Does the following sound like you? You're happier reading a book than going to a dinner party. You love your friends, but you treasure your moments alone. And you'd rather eat nails than attend a corporate team-building event.

If any of these ring a bell, I'm guessing you're an introvert. And what's more, I'm guessing that your extroverted friends don't understand you *at all*.

Oh, sure, these people love you. But they don't get why noisy team meetings and brainstorming sessions wear you out. They can't figure out why you prefer hiking or puttering in your kitchen to singing karaoke in a crowded bar. And above all, many of them think they can (and should) change you.

Well, here's the truth: If you're introverted, odds are you're hard-wired that way. You can be wildly successful in a world that's largely geared for extroverts — and, in fact, that's what this book is all about. But deep down

inside, you'll always be exactly what you are: an introvert. And as I explain shortly, that's a very, very good thing!

But before I talk about why introverts totally rock, I need to explain just what an introvert is. And to talk about that, I need to talk about extroverts as well.

How Introverts and Extroverts Differ

Did you ever wonder why your extroverted friends think and behave so differently from you? I explain why in this section, and I also look at a wide variety of behaviors that distinguish innies from outies.

The biggest difference between introverts and extroverts

The first thing to know about introverts and extroverts is that they charge their batteries in different ways.

For extroverts, being in the middle of a crowd of people is energizing. They can talk for hours and come away feeling refreshed and invigorated. So they surround themselves with friends and family, and they can't wait to meet even more people and try even more activities. For them, walking into a room full of strangers is like taking a shot of a high-caffeine energy drink.

If you're an introvert, this behavior is hard for you to understand. It's not that you dislike people. In fact, you truly enjoy them; however, you enjoy them in small doses. You love meeting a good friend for lunch or hanging out with close family members on the weekend. But making endless small talk at a party filled with strangers doesn't energize you. In fact, it does just the

opposite: It drains you, and you can't wait to recharge your batteries with a quiet walk, an evening at home with your family, or a good book.

Other ways introverts are different from extroverts

Because introverts look inward and extroverts look outward, they respond very differently to the world around them. If you're an introvert, here are some of the ways you're unlike your extroverted friends:

- ✓ You generally think before you talk, while outies tend to say whatever comes to mind.
- ✓ You like to focus deeply on a few interests, while extroverts tend to explore a lot of activities more superficially.
- ✓ You probably like texting or e-mailing people, while extroverts enjoy phone calls or face-to-face meetings.

What's the ratio of introverts to extroverts?

Estimates vary widely, but many experts believe that about 30 percent of people are introverts. Some estimates run as low as 25 percent, while others are as high as 50 percent.

But just for the record, not everyone is an introvert or an extrovert. Many people are *ambiverts*, which means they land in the middle of the introvert-extrovert spectrum and can fit comfortably into either world.

- ✓ You may find multitasking stressful, while extroverts are usually pretty good at it.
- ✓ You likely weigh risks more carefully than an extrovert.

- ✓ You have a few very deep friendships rather than a lot of casual acquaintances.
- ✓ You tend to dress in colors and act in ways that help you blend in rather than stand out.

People often attribute a lot of other behaviors to introverts, but some of these behaviors actually stem from two other traits: shyness and sensitivity. In [Chapter 2](#), you can test yourself to see whether you're introverted, shy, or sensitive — or a combination of these three.

Why Being an Introvert Is Cool

Because you're very different from your outgoing friends, it's all too easy to think that something's wrong with you. And it's even easier to feel like an oddball if you're surrounded by social butterflies who tease you about being a “loner” or a “party pooper.” (I talk more about this in [Chapter 14](#).)



But here's the most important message of this entire book: Innies and outies are equally great. The world needs both, and smart people recognize this fact. So does Mother Nature, who has good reasons for wiring innies and outies in different ways biologically (see [Chapter 3](#)).

And here's another fact: As an introvert, you're amazing! You're likely to be a loyal friend, a creative and independent thinker, and a true scholar — and you can also be a natural-born leader. The following sections give you a closer look at why you're so terrific.

Introverts are great friends

An extrovert can walk into a room full of strangers and walk out a few hours later with five new best buddies. If you're an introvert, on the other hand, making new friends is a challenge (which I address in [Chapter 11](#)). So at first glance, it sounds like your outgoing friends have the advantage here.

But what happens when you do make a new friend? That's where you clearly shine.

First of all, you're as loyal as they come. Because you work hard for each friendship, you highly value your relationships. You're likely to be forgiving when disputes arise, and you'll probably never dump a friend for someone who's more trendy or interesting. For you, a friendship lasts for life, and any time a friend needs your help, you'll give your all.

And here's another area in which you excel as a buddy: You're a listener, not a talker. So if your friends come to you with their problems, you'll be happy to let them vent (as long as they don't go on forever!). In fact, your friends may be more likely to open up to you than they are to bare their souls to their extroverted friends. That's because they know you're sensitive, you're thoughtful, and you'll keep their secrets safely tucked away.

Want another pat on the back? As a quiet innie, you're not a drama queen or a spotlight-stealer. That guy arguing loudly with his girlfriend at a restaurant? Not you. That woman showing off her belly-dancing skills at your company's holiday party? Nope, not you either. Because you hate making a scene, your friends know you'll never embarrass them in public.

Introverts are creative