

Action Guide

TEI 299: Better product team performance by understanding introverts

Jennifer Kahnweiler



Application Questions

1. Are you an introvert or extrovert? Do you feel drained or recharged after being with others? Do you have stronger characteristics of introverts (calmness, taking time to think, embracing silence, humility) or extroverts (easily get people talking, like multiple conversations)?
2. What challenges have you had related to your introversion or extroversion?
3. What strengths do you have related to your introversion or extroversion?



Actions to Take

What to Do Now

- Recognize where you are on the spectrum between introverts to extroverts.
- Consider the people you interact with often. Based on their characteristics, identify whether they're introverts or extroverts.

What to Do Soon

- If you're an introvert, prepare for your interactions by making a list of questions you'd like to discuss. Look for opportunities for one-on-one interactions.
- If you're an extrovert, focus on learning how to interact with introverts rather than trying to change them. Take time to listen and avoid interrupting.
- Take time to have an intentional conversation this week, especially if you're working remotely.