

## CHAPTER II

### REVIEW OF RELATED LITERATURE

In this chapter the author will presents the theory of personality that theory from Carl GustavJung.This theory devidedinto two there is ekstrovert and introvert.

#### 2.1 Personality

Personality is a characteristic way of thinking, feeling, and behaving. Personality embraces moods, attitudes, and opinions and is most clearly expressed in interactions with other people. It includes behavioral characteristics, both inherent and acquired, that distinguish one person from another and that can be observed in people's relations to the environment and to the social group.

There is also the opinion that, personality is the type that is found with the greatest frequency in a society, the type that is essential for the preservation of the culture, or the type that is most congenial to the prevailing instituaions and ethos. Some anthropologists now go forth in their field work armed with a variety of projective and psychometric tests. (Shibutani, 2017: 537).

The term personality has been defined in many ways, but as a psychological concept two main meanings have evolved. The first pertains to the consistent differences that exist between people: in this sense, the study of personality focuses on classifying and explaining relatively stable human psychological characteristics. The second meaning emphasizes those qualities that make all people alike and that distinguish psychological man from other species; it directs the personality theorist to search for those regularities among all people that define the nature of man as well as the factors that influence the course of lives. This duality may help explain the two directions that personality studies have taken: on the one hand, the study of ever more specific qualities in people, and, on the other, the search for the organized totality of psychological functions that emphasizes the interplay between organic and psychological events within people and those social and biological events that surround them. The dual definition of personality is interwoven in most of the topics discussed below. It should be emphasized, however, that no definition of personality has found universal acceptance within the field.

According to Jung (1976) divided personality into two part ,one Introvert and second are Extrovert. Nature of introvert personality people are imaginative, self centered and idealism. (Prakash. et al. 2016: 44)

### **2.1.1 Extrovert**

Extrovert Personality-If introverts focus their energy and attention inward, extroverts focus it outward. They crave the stimulation they get from engaging with the world outside themselves. In contrast to introverts, extroverts “need to experience the world to understand it; they tend to like a lot of activity” (Tieger & Barron-Tieger, 1995, p.14). Extroverts tend to appear much more social because they are eager for the stimulation that comes from meeting new people. They also tend to think and talk at the same time, and formulate their ideas best by saying them out loud (Laney, 2001). Because of these qualities, extroverts often meet new people easily and often do well in social situations. In discussing one of the defining qualities of extroverts, Tieger and Barron-Teiger said: “Many extraverts find that their preference helps them at work because they generally can think quickly on their feet. When asked a question, they just start talking. Eventually they come up with an answer, and usually they can persuade others that it makes sense” (1995,- p.15) (Prakash. et. al. 2016: 44)

The Social person who likes to be with people. Of all the temperaments, the easiest to be around socially. They are n outgoing, handshaking, touching person. They bring life and energy into a room by their very presence. Their cheerfulness and humor brighten everyone’s life. They are an optimistic type of person who believes life is an exciting and fun-filled experience that should be lived to the fullest. Inactivity causes them stress because the pace at which they like to live their lives is fast and furious.

#### **1. Talkative**

Action of uncontrollably continuing to express large amounts of emotion by use of mouth.

#### **2. Optimistic**

Being positive all the time. Recovers from anger or sadness very quickly or doesn't feel bad emotions at all. Usually very high spirited or loves to smile. Nad also something is about being positive, emotionally intelegent, leader, demonstrans a healty, positive outlook and display a

positive regard for future, optimistic is a powerful force that many overlook (Shankman et. al, 2015:179).

3. Outgoing

Outgoing is the a word meaning simply that one goes out of their way to meet and make new friends. Outgoing can be broken down into two words: Out and going. Outgoing involves people going out of their way to make friends and to be sociable.

4. Storytellers

A person who writes, tells, or reads stories, someone who simply put.

5. Humor

Adjective used to describe a funny or humorous entity. Commonly used as a substitute for "funny" in Southern California. Humor is not ephemeral or accident human characteristic, but is grounded in something deeper within our nature or our condition (Amir, 2014; 163)

6. Forgetful

Forgetful people are often spacy and careless; they're not mindful of what they should be doing. Forgetful are very common, and also mild fear that the mind is going (Chapman, 2003;93)

7. Enthusiastic

Passion, devotion or eagerness of an occupation, activity, or pursuit in which such interest is shown. Enthusiastic is to be excited about something even passionate (Barsoti and Johnston 1995; 146).

8. A Worker

A person who works at a specific occupation. Forced to give up part at his life to a powerful superior (Cohen, 1995: 146).

9. Creative

Producing or using original and unusual ideas. Creative nevertheless quite interesting (Finke, 2014; 4)

10. Friendly

The act of making friends easily.

11. Undisciplined

The trait or characteristic of not having discipline, undisciplined person who lets him self or her self go and doesn't care about proper exercise (Hart, 2010: 26).

12. Adventurous

A word describing someone who looks for that extra something out of life; who is never happy with the standard or normal and always wants to explore a little further. An adventurous person tends to take risks and push the limits of methods or ideas that are considered acceptable as the norm among unadventurous people.

13. Restless

Unwilling or unable to stay still or to be quiet and calm, because you are worried or bored.

14. Apologetic

Showing that you feel sorry about having caused someone problems or unhappiness.

### **2.1.2 Introvert**

Introvert Personality-Introverts are often characterized by their capacity for inward reflection and a need to understand the world before they experience it (Tieger & Barron-Tieger, 1995). They may be easily over stimulated by new ideas and unfamiliar situations. Introverts need time to take in new information and compare it to internal experiences, in order to understand it and respond to it (Tieger & Barron-Tieger, 1995). This is why introverts seek time away from the outside world, in order to process and reflect on new information (Laney, 2001). In group situations, such as during a classroom discussion or at an office meeting, introverts may appear reluctant to share their ideas, but this may be because they need to take time away from the group to fully develop these ideas first (Cain, 2012). Introverts can be capable of profound insights when they are afforded the time and space to think things through. To the rest of the world, introverts may appear shy or anti-social, but they are just social in different ways (Laney, 2001). They often prefer to

spend time in smaller groups, or one-on-one, and usually like to get to know new people more slowly (Tieger & Barron-Tieger, 1995) (Makvana and Patel, 2016; 49).