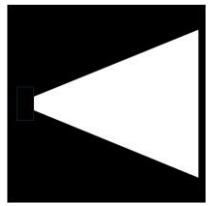


# Extraversion Training



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## Overview

Why do some people light up a room while others hesitate at the doorway? Research suggests it's not just innate personality; it's also practice. Acting more outgoing, assertive, or energetic can boost happiness in the short term, and with the right strategies, may even shift personality over time. But not everyone finds it easy, and not everyone benefits in the same way.

## Key Findings & Insights

### Acting Outgoing Lifts Mood

Margolis & Lyubomirsky (2020) showed that when people deliberately acted more extraverted for a week, their positive affect rose. When they acted more introverted, it fell. Short-term boosts in connection, flow, and competence followed sociable behaviour; even for introverts.

### The Barriers to Change

Martinez et al. (2025) found shyness and social anxiety were the most common obstacles (78%). Fatigue, stress, or simply a naturally reserved style also made it harder. Seeing “my personality is the problem” reduced enjoyment and persistence.

### What Helps It Work

Participants who prepared for interactions, practised repeatedly, and used positive self-talk coped best. WOOP goal-setting (Wish, Outcome, Obstacle, Plan) improved follow-through compared with vague intentions. Agreeable people tended to find the shift more enjoyable and meaningful.

### Fit Matters

When extraversion felt natural and meaningful, benefits were stronger. When it felt forced or inauthentic, gains were weaker, especially for those who strongly identified as introverts. Desire for change predicted more persistence, but not always easier progress.

## Conclusion

Acting sociable can lift well being and build connections, but only when supported by realistic strategies and a genuine sense of fit. Personality may be more malleable than we think, yet context, motivation and identity still shape the journey.

You may already know how to switch on extraversion; the challenge is practising until it feels natural. Research suggests this is possible if you find the approach that truly fits. So ask yourself: when you walk into a room, are you the observer or the spark?

Margolis, S., & Lyubomirsky, S. (2020). Experimental manipulation of extraverted and introverted behavior and its effects on well-being. *Journal of Experimental Psychology: General*, 149(4), 719.

Martinez, R. L., Regan, A., Gollwitzer, P. M., Oettingen, G., & Lyubomirsky, S. (2025). Increasing extraversion via intervention: Lay insights, person–activity fit, and implications for well-being and persistence. *Social and Personality Psychology Compass*, 19(2), e70043.

