

ATTITUDE SELF-TEST

What is your definition of a positive attitude?

My definition of a positive attitude is:

What percentage of your success is dependent on your positive attitude?

NOTE: You may put up to 100% in each category. Your total can be up to 400%.

When listening	_____	%
When communicating	_____	%
When serving customers	_____	%
When doing your job	_____	%
Total	_____	%

What is your rating of your positive attitude?

IS WORST 1 2 3 4 5 6 7 8 9 10 **IS GREATEST**

Does your attitude set the tone for the people you deal with? **YES!** NO

How many hours of positive attitude training did you get?

In grade school _____ None In college _____ None

In high school _____ None At work _____ None

PART ONE

HOW TO TAKE THIS TEST?

Carefully circle the number on the right that represents your present situation
1 = All the time or daily 2 = Frequently 3 = Sometimes 4 = Rarely 5 = Never

I watch the news	1	2	3	4	5
I talk about the news	1	2	3	4	5
I am affected by, or talk about, bad weather	1	2	3	4	5
I am mad at someone for more than one hour	1	2	3	4	5
When something goes wrong, I blame others	1	2	3	4	5
When something goes wrong, I dwell on self-blame	1	2	3	4	5
I bring my problems to work	1	2	3	4	5
I talk about my problems at work	1	2	3	4	5
I take my work problems home	1	2	3	4	5

PART TWO

READ CLOSELY

The numeric values reverse in this part.

1 = Never **2** = Rarely **3** = Sometimes **4** = Frequently **5** = All the time

I am an enthusiastic person	1	2	3	4	5
I am happy on the inside	1	2	3	4	5
I look for the good in things	1	2	3	4	5
I usually talk about the good in things	1	2	3	4	5
I say why I like things and people, not why I don't	1	2	3	4	5
I look for the opportunity when something bad happens	1	2	3	4	5
I forgive people who have hurt or offended me	1	2	3	4	5
If I have nothing nice to say, I say nothing	1	2	3	4	5
I encourage myself	1	2	3	4	5
I use positive-attitude language. I avoid can't and won't	1	2	3	4	5
I have a positive self-image	1	2	3	4	5
I exercise choices that build my positive attitude	1	2	3	4	5
I help others without expectation or measuring	1	2	3	4	5
I am more motivated to help people than I am to make money	1	2	3	4	5
I often encourage others to succeed	1	2	3	4	5
I am happy about myself and my life	1	2	3	4	5
I work on my attitude every day	1	2	3	4	5
I listen to attitude audio tapes and I attend seminars	1	2	3	4	5
I ignore people who try to discourage me or tell me "you can't"	1	2	3	4	5
I count my blessings every day	1	2	3	4	5
I believe in myself	1	2	3	4	5

ATTITUDE SCORECARD

HERE'S HOW TO CALCULATE YOUR SCORE:

First, count the number of 1s that you circled in Part One and put them on the line on the following page next to $1\times$ under Part One. Then count the number of 2s that you circled in Part One and put them on the line next to $2\times$. After that, count the number of 3s that you circled and put them on the line next to $3\times$. Do the same for your 4s and 5s.

Repeat this process for Part Two.

To calculate your total, multiply the left ($1\times$, $2\times$) number by your number.

Then, add your numbers from the right-hand columns to get your **Part ONE Total Score** and your **Part TWO Total Score**. Finally, add your **Part ONE Total Score** and your **Part TWO Total Score** to get your **TOTAL SCORE**.

FOR EXAMPLE:

In Part One, if you selected 2 for four of the points, 4 for two of the points, and 5 for three of the points, you would have a 4 on the $2\times$ line, a 2 on the $4\times$ line, a 3 on the $5\times$ line, and a 0 on all other lines in the left column. Then, multiplying across, you would get $(1 \times 0 = 0) + (2 \times 4 = 8) + (4 \times 2 = 8) + (5 \times 3 = 15)$. By adding all the numbers down the right-hand column ($0+8+0+8+15=31$), you would get a Part ONE Total Score of 31.

PART ONE

1 x _____ = _____

2 x _____ = _____

3 x _____ = _____

4 x _____ = _____

5 x _____ = _____

Part ONE Total Score: _____

PART TWO

1 x _____ = _____

2 x _____ = _____

3 x _____ = _____

4 x _____ = _____

5 x _____ = _____

Part TWO Total Score: _____

TOTAL SCORE

How to personalize this test (and improve)

There were 30 total statements. Go back and check the box to the left of any statement that you scored a sometimes, rarely, or never on. Those are your weak attitude areas. The checked boxes become your personalized game plan to get a more positive attitude. Now, all you have to do is take daily positive action.

HOW POSITIVE IS YOUR ATTITUDE?

135-150 | You've got a positive attitude! You are the greatest because you think you are.

120-134 | You've got a good attitude and understand what it will take to improve. Go for the gold!

75 -119 | You're in the big club of people who think they have a positive attitude, but don't. You're in need of skill-building help and must actively work on attitude exercises every day.

50-74 | You've got a negative attitude. You should read several books on attitude (in addition to this one). You need to change your work and personal habits as part of your skill building. Don't give up!

29-49 | You've got to work twice as hard as the group above.