

Success Quotient Analysis

Instructions:

The following Success Quotient Analysis was developed by Napoleon Hill and W. Clement Stone and was published in *Success Through a Positive Mental Attitude*. The questions are the same and the way the scoring is done is the same. In this Excel Spreadsheet version, you can have the built in calculator do the math for you on the next tab at the bottom. Do not view that sheet until after you complete the analysis for the best results. Simply place an "X" in the YES or NO column for your best answer. The key to this analysis is honesty. The more honest you are with yourself, the better you will be able to fix any problems that may be holding you back in your path toward success. Once you are complete, go to page 6 to calculate your score.

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1 . Definiteness of purpose

- (a) Have you decided upon a definite major goal in life?
- (b) Have you set a time limit for reaching that goal?
- (c) Do you have specific plans for achieving your goal in life?
- (d) Have you determined what definite benefits your goal in life will bring you?

YES	NO

2. Positive mental attitude

- (a) Do you know what is meant by a positive mental attitude?
- (b) Do you control your mental attitude?
- (c) Do you know the only thing over which anyone has complete power of control?
- (d) Do you know how to detect a negative mental attitude in yourself and others?
- (e) Do you know how to make PMA a habit?

3. Going the "Extra Mile"

- (a) Do you make a habit of rendering more and better service than you are paid for?
- (b) Do you know when an employee is entitled to more pay?
- (c) Do you know of anyone who has achieved success in any calling without doing more than he was paid to do?
- (d) Do you believe anyone has a right to expect an increase in salary unless he is doing more than he is paid for?
- (e) If you were your own employer, would you be satisfied with the sort of service you are now rendering as an employee?

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4. Accurate thinking

- (a) Do you make it your duty constantly to learn more about your occupation?
- (b) Is it your habit to express "opinions" on subjects with which you are not familiar?
- (c) Do you know how to find the facts when you need knowledge?

YES	NO

5. Self-discipline

- (a) Do you hold your tongue when angry?
- (b) Is it your habit to speak before you think?
- (c) Do you lose your patience easily?
- (d) Are you generally even-tempered?
- (e) Is it your habit to allow your emotions to overpower your reason?

6. The master mind

- (a) Are you influencing other people to help you attain your goal in life?
- (b) Do you believe that a person can succeed in life without the aid of others?
- (c) Do you believe a man can easily succeed in his occupation if he is opposed by his wife or other members of his family?
- (d) Are there advantages when an employer and an employee work together in harmony?
- (e) Are you proud when a group to which you belong is praised?

7. Applied faith

- (a) Do you have faith in Infinite Intelligence?
- (b) Are you a person of integrity?
- (c) Do you have confidence in your ability to do what you decide to do?
- (d) Are you reasonably free from these seven basic fears: (1) fear of poverty? (2) fear of criticism? (3) fear of ill health? (4) fear of loss of love? (5) fear of loss of liberty? (6) fear of old age? (7) fear of death?

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8. Pleasing personality

- (a) Are your habits offensive to others?
- (b) Is it your habit to apply the Golden Rule?
- (c) Are you liked by those with whom you work?
- (d) Do you bore others?

YES	NO

9. Personal initiative

- (a) Do you plan your work?
- (b) Must your work be planned for you?
- (c) Do you possess outstanding qualities not possessed by others in your line of work?
- (d) Is it your habit to procrastinate?
- (e) Is it your habit to try to create better plans for doing your work more efficiently?

10. Enthusiasm

- (a) Are you an enthusiastic person?
- (b) Do you direct your enthusiasm toward carrying out your plans?
- (c) Does your enthusiasm overpower your judgment?

11. Controlled attention

- (a) Is it your habit to concentrate your thoughts on what you are doing?
- (b) Are you easily influenced to change your plans or your decisions?
- (c) Are you inclined to abandon your aims and plans when you meet opposition?
- (d) Do you keep working regardless of unavoidable distractions?

12. Teamwork

- (a) Do you get along harmoniously with others?
- (b) Do you grant favors as freely as you ask them?
- (c) Do you have frequent disagreements with others?
- (d) Are there great advantages in friendly cooperation among co-workers?
- (e) Are you aware of the damage one can cause by not cooperating with co-workers?

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13. Learning from defeat

- (a) Does defeat cause you to stop trying?
- (b) If you fail in a given effort, do you keep trying?
- (c) Is temporary defeat the same as failure?
- (d) Have you learned any lessons from defeat?
- (e) Do you know how defeat can be converted into an asset that will lead to success?

YES	NO

14. Creative vision

- (a) Do you use your imagination constructively?
- (b) Do you make your own decisions?
- (c) Is the man who only follows instructions always worth more than the man who also creates new ideas?
- (d) Are you inventive?
- (e) Do you create practical ideas in connection with your work?
- (f) When desirable, do you seek sound advice?

15. Budgeting time and money

- (a) Do you save a fixed percentage of your income?
- (b) Do you spend money without regard to your future source of income?
- (c) Do you get sufficient sleep each night?
- (d) Is it your habit to employ spare time studying self-improvement books?

16. Maintenance of sound health

- (a) Do you know five essential factors of sound health?
- (b) Do you know where sound health begins?
- (c) Are you aware of the relation of relaxation to sound health?
- (d) Do you know the four important factors necessary for the proper balancing of sound health?
- (e) Do you know the meaning of hypochondria and "psychosomatic illness"?

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17. Using cosmic habit force as it pertains to your personal habits

- (a) Do you have habits which you feel you cannot control?
- (b) Have you recently eliminated undesirable habits?
- (c) Have you recently developed any new, desirable habits?

YES	NO

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Calculating Your Score

Here's How You Rate Your Answers From the Previous Sheet. You may want to print this page out to easily jump back and forth from this page and your answers.

All of the following questions should have been answered "No":

3c, 3d, 4b, 5b, 5c, 5e, 6b, 6c, 8a, 8d, 9b, 9d, 10c, 11b, 11e, 12c, 13a, 13c, 14c, 15b, and 17a.

All other questions should have been answered with a "Yes".

Your score would have been 300 if all the questions had been answered "No" or "Yes" as

If you answer "Yes" for a question that should be answered "No", you must subtract 4 points for each question. If you answer "No" for a question that should be answered

Use the following to do your math to obtain your score:

Number of "Yes" answers instead of "No":

$$\boxed{} \times \boxed{4} = \boxed{}$$

Number of "No" answers instead of "Yes":

$$\boxed{} \times \boxed{4} = \boxed{}$$

Total Wrong Answer Points:

Perfect Score:

Your Score:

$$\boxed{300} - \boxed{} = \boxed{}$$

Find your rating below:

300 points Perfect (Very Rare)

275 to 299 points Good (Above Average)

200 to 274 points Fair (Average)

100 to 199 points Poor (Below Average)

Below 100 points Unsatisfactory

The higher your score, the better of course. But no matter what your score is, it is very important to understand that success is always obtainable. If you have a score below 274, you should work on learning as much as you can about Positive Mental Attitude and Success Principles.

Success Quotient Analysis

Thank you for taking the Success Quotient Analysis by Napoleon Hill and W. Clement Stone. This Analysis will show you where you need to improve and where you are doing well and don't need to improve. This helps you concentrate your efforts on constant improvement instead of going over things you already do well. Below are some recommended books to read that will help you improve your positive mental attitude and overall successful mind.

Recommended Reading:

Think and Grow Rich by Napoleon Hill

Success Through a Positive Mental Attitude by Napoleon Hill and W. Clement Stone

You can also visit:

www.wealth-building-principles.com

to help improve your overall knowledge of success principles and how they play an important role in your life.