

# How to Win Friends and Influence People

## Feedback Form

On a scale of 1 to 10 (where 1 is “Almost Never” and 10 is “Nearly Always”), circle the number that represents how you perceive the person demonstrating each statement. After circling your answers, please total the point values to calculate your score.

#	Characteristic	Almost Never										Nearly Always									
1.	They avoid criticizing, condemning, and complaining.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
2.	They freely extend lavish praise and appreciation.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
3.	They excel at understanding what other people want.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
4.	They show a genuine interest in other people.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
5.	They are known as someone who smiles a lot.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
6.	They excel at remembering people’s names.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
7.	They are known for being a good listener.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
8.	They talk in terms of other people’s interests, not their own.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
9.	They avoid getting into arguments.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
10.	They sincerely try to make other people feel important.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
11.	They are very diplomatic when telling people they are wrong.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
12.	They admit their mistakes quickly and emphatically.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
13.	They are recognized as having a friendly disposition.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
14.	They are able to get people to say “yes” immediately.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
15.	They let other people do a great deal of the talking.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
16.	They regularly let other people think an idea is the other person’s.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
17.	They actively try to see things from others’ points of view.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
18.	They are known for showing empathy.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
19.	They try to appeal to more noble motives.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
20.	They are known for dramatizing their ideas.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
21.	They get performance by spurring positive competition.	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	6	7	8	9	10
		<b>Total Score</b>																			