

How to Win Friends and Influence People

Self-Appraisal

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

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