

TIME TO TEST YOUR OWN SUCCESS QUOTIENT

To assist you to know thyself the authors have prepared a personal analysis questionnaire which has helped many men and women to do this more satisfactorily. You have already taken many tests—intelligence, aptitude, personality, vocabulary, and all the rest

But this one is different. We call it your Success Quotient Analysis. And it is based on the 17 success principles which have been responsible for the worthwhile achievements of the world's outstanding leaders in all fields. It has many purposes:

- . . . To direct your thoughts in desired channels.
- . . . To crystallize your own thinking.
- . . . To indicate your present position on the road to success.
- . . . To encourage you to decide exactly where you want to be.
- . . . To measure your chances of reaching your desired destination.
- . . . To indicate your present ambitions and other characteristics.
- . . . To motivate you to desirable action with PMA.

And now our suggestion is that you immediately try to answer the following Success Quotient Analysis: thoughtfully and truthfully, to the best of your ability. Try not to fool yourself. For this test will be valid only if you answer every question with the truth as you now see it.

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SUCCESS QUOTIENT ANALYSIS

1. Definiteness of purpose

YES

NO

(a) Have you decided upon a 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?

2. Positive mental attitude

YES

NO

(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"

YES

NO

(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?

4. Accurate thinking

YES

NO

(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?

5. Self-discipline

YES

NO

(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

YES

NO

(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

YES

NO

(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?

8. Pleasing personality

YES

NO

(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?

9. Personal initiative

YES

NO

(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

YES

NO

(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

YES

NO

- (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?

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12. Teamwork

YES

NO

- (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

YES

NO

- (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?

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14. Creative vision

YES

NO

(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

YES

NO

(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

YES

NO

(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"?

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

YES

NO

(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?

Here's how to rate 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 - 11c - 12c - 13a - 13c - 14c - 15b - 17a.

All other questions should have been answered "YES." Your score would have been 300 if all the questions had been answered "No" or "Yes" as shown above. This is a perfect score and very few people have ever made such a score. Now let's see what your score was.

Number of "Yes" answers instead of "No": _____ x4 = _____

If you answered "No" to any of the remaining questions that should have been answered "Yes," deduct four points for each one:

Number of "No" answers instead of "Yes": _____ x4 = _____

Add the subtotals together, and subtract from 300. This will be your score.

Illustration:

Number of "Yes" answers instead of "No": 3x4= 12 _____

Number of "No" answers instead of "Yes": 2x4= 8 _____

Total Number of Wrong Answers _____ 20 _____

Perfect Score _____ 300 _____

Minus Total Number of Wrong Answers _____ 20 _____

Your Score _____ 280 _____

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

You have now taken an important step to success and happiness.

You have tried to answer the questions in this Success Quotient Analysis searchingly and honestly. If not, you will. Now the important thing to remember is that these results are not final and unchangeable. If you scored high, it means you will be able to assimilate and practice the principles in this book rather quickly. If your score was not so high don't despair Apply PMA! You can achieve great success in life!