

THE CONFIDENCE FACTOR

A SELF-TEST



by Brian Tracy

The Confidence Factor: Test Yours!

All strong achievers seem to have one quality or characteristic overwhelmingly in common: self-confidence. As you well know, self-confidence can make you more imaginative, more creative, more willing to take risks, more powerful, and more successful. Even if you already enjoy self-confidence, this quiz will help you access your current confidence factor. And remember, everyone can improve in life!

Directions:

This test becomes more valuable to you if you take it as many times as you feel necessary, and chart your progress. By listening to the audio program and undertaking the exercises, steps, and strategies they suggest, your self-confidence is bound to rise over time.

To take the test, simply circle your best, most honest answer. When you've completed the test, refer to the scoring instructions for your personal assessment. And if you plan to take the test several times, keep all copies so you can check your progress.

Self-Confidence Test

1. My thoughts and actions are in harmony with my highest aspirations.
a. always b. usually c. sometimes d. hardly ever e. never
2. I am absolutely clear about what I believe to be right, good, and worthwhile.
a. always b. usually c. sometimes d. hardly ever e. never
3. In a crisis situation, I remain calm and self-assured.
a. always b. usually c. sometimes d. hardly ever e. never
4. Looking back over choices I have made in stressful circumstances, I _____ regret my actions.
a. never
b. hardly ever
c. sometimes
d. usually
e. always
5. I know what my goals are, and, whenever possible, I concentrate on one goal at a time until each goal is achieved.
a. always b. usually c. sometimes d. hardly ever e. never
6. Imagine you've just won \$1 million. What will you do with the money?
a. dramatically change my life
b. consider my options before changing anything
c. make minor but immediate changes
d. eventually change
e. stay the same

7. **I accept complete responsibility for myself and everything that happens to me.**
a. always b. usually c. sometimes d. hardly ever e. never
8. **I am doing what I love to do.**
a. always b. usually c. sometimes d. hardly ever e. never
9. **When I set a goal, I set a challenging deadline for its completion.**
a. always b. usually c. sometimes d. hardly ever e. never
10. **I _____ feel I am in the right job.**
a. always b. usually c. sometimes d. hardly ever e. never
11. **I _____ know what my values are and have written them down.**
a. always b. usually c. sometimes d. hardly ever e. never
12. **I _____ organize my list of values according to their priorities in my life.**
a. always b. usually c. sometimes d. hardly ever e. never
13. **I _____ walk away from a relationship — even if considerable sacrifice is involved — when I know it is the right thing to do.**
a. always b. usually c. sometimes d. hardly ever e. never
14. **I _____ know what my limitations are.**
a. always b. usually c. sometimes d. hardly ever e. never
15. **When a co-worker is rude to me, I am upset for hours.**
a. always b. usually c. sometimes d. hardly ever e. never
16. **Rather than simply react to whatever comes my way in life, I _____ try to determine my own events in life.**
a. always b. usually c. sometimes d. hardly ever e. never
17. **When I am in control of my emotions, I choose to be happy.**
a. always b. usually c. sometimes d. hardly ever e. never
18. **When someone cuts me off in traffic, I become angry.**
a. always b. usually c. sometimes d. hardly ever e. never
19. **I remain calm when unexpectedly called to my supervisor's office.**
a. always b. usually c. sometimes d. hardly ever e. never
20. **Before a sales call or interview, I visualize the situation and see myself performing at the best of my abilities.**
a. always b. usually c. sometimes d. hardly ever e. never
21. **I associate myself with confident, optimistic people.**
a. always b. usually c. sometimes d. hardly ever e. never

22. I believe "everything counts" and keep my vision clearly before me every hour of the day.
a. strongly agree
b. agree somewhat
c. neutral
d. disagree somewhat
e. strongly disagree
23. I take every opportunity to sow positive "seeds" with other people.
a. always b. usually c. sometimes d. hardly ever e. never
24. I make other people happy when they speak to me.
a. always b. usually c. sometimes d. hardly ever e. never
25. I am genuinely interested in other people.
a. always b. usually c. sometimes d. hardly ever e. never
26. I would rather lose an argument than a friendship.
a. always b. usually c. sometimes d. hardly ever e. never
27. I work effectively with many different kinds of people.
a. always b. usually c. sometimes d. hardly ever e. never
28. I think before I act.
a. always b. usually c. sometimes d. hardly ever e. never
29. I am patient and calm when negotiating my salary increase.
a. always b. usually c. sometimes d. hardly ever e. never
30. Prior to a negotiation, I prepare all the known, necessary information to ensure a successful outcome.
a. always b. usually c. sometimes d. hardly ever e. never
31. I deal effectively with other people's complaints and arguments.
a. always b. usually c. sometimes d. hardly ever e. never
32. My productivity and concentration decline when friction exists between my boss and me.
a. always b. usually c. sometimes d. hardly ever e. never
33. I _____ fear rejection.
a. never
b. hardly ever
c. sometimes
d. usually
e. always

34. I _____ fear confrontation with a difficult person.
a. never
b. hardly ever
c. sometimes
d. usually
e. always
35. I deny or repress problems, rather than dealing directly with those problems.
a. never
b. hardly ever
c. sometimes
d. usually
e. always
36. I grow every day from the challenges of my work.
a. strongly agree
b. agree somewhat
c. neutral
d. disagree somewhat
e. strongly disagree
37. I _____ know what my greatest strengths are.
a. always b. usually c. sometimes d. hardly ever e. never
38. I channel my energies into the areas of my greatest potential.
a. always b. usually c. sometimes d. hardly ever e. never
39. I know what my areas of competitive advantage will be in the future.
a. strongly agree
b. agree somewhat
c. neutral
d. disagree somewhat
e. strongly disagree
40. I set priorities in my life so I can focus on the activities I do best.
a. always b. usually c. sometimes d. hardly ever e. never
41. I always tactfully say and do what I know to be right and true, no matter what the short-term cost to my career is.
a. strongly agree
b. agree somewhat
c. neutral
d. disagree somewhat
e. strongly disagree

42. My self-confidence is related to my level of physical fitness.
 a. strongly agree
 b. agree somewhat
 c. neutral
 d. disagree somewhat
 e. strongly disagree
43. I maintain a balance between my physical well-being and the demands of my job.
 a. always b. usually c. sometimes d. hardly ever e. never
44. I can create a clear mental picture of myself performing well in a demanding situation.
 a. always b. usually c. sometimes d. hardly ever e. never
45. When I am physically fit, I am more relaxed and effective in my interactions with others.
 a. strongly agree
 b. agree somewhat
 c. neutral
 d. disagree somewhat
 e. strongly disagree
46. I respect my body and realize its relation to my energy or lack of energy.
 a. always b. usually c. sometimes d. hardly ever e. never
47. I provide my body with healthy, nutritious meals.
 a. always b. usually c. sometimes d. hardly ever e. never
48. I look for the valuable lesson in each event I experience.
 a. always b. usually c. sometimes d. hardly ever e. never
49. I accept the world as it is, rather than how I wish it to be.
 a. always b. usually c. sometimes d. hardly ever e. never
50. When I face a critical challenge in a positive way, I experience new growth and strength.
 a. always b. usually c. sometimes d. hardly ever e. never

Scoring Instructions:

Add up the number of "a" answers and multiply by 4 = _____

Add up the number of "b" answers and multiply by 3 = _____

Add up the number of "c" answers and multiply by 2 = _____

Add up the number of "d" answers and multiply by 1 = _____

Add up the number of "e" answers and multiply by 0 = _____

Total points = _____

Key: If you scored...

180-200 points: You're in the top 10 percent with a strong, solid factor of self-confidence. However, with strong self-awareness also comes the realization that there's always room for improvement in consistency and intensity of self-confidence.

150-179 points: You have a moderate to moderately strong self-confidence, which is probably not good enough for you. You are confident enough to know that you can improve and realize your goals. This program can move you to the top of the confidence chart.

100-149 points: Your confidence factor falls above the midpoint of the chart. Your self-confidence can sometimes be shaky, sometimes solid. In other words, you can strongly benefit from this program to gain consistency and control in your self-confidence.

0-99 points: You probably ranked just below the mid-point on the chart, so there is much to be proud of. You need the confidence factor to put you higher on the chart of success. Do not despair — the fact that you took this test shows that you're willing to help yourself if only given the right program and the much-needed chance.

Chart Your Progress

To visualize your confidence level, study the chart that follows. After determining your score, see where you placed on the chart. Mark the spot with a small dot. Then read the description to see how well it matches how you feel about yourself. It should provide a general impression of how you see yourself, although some points will probably miss the mark slightly.

Next, study the level above the level in which you scored, assuming you didn't get a top score. Read the descriptions in the higher level. This is the type of person you're striving to become.

Retest yourself when you think you've reached this new, higher level. And continue relistening to the audio program and retesting yourself until you rank between 180 and 200. Even then, it's good to listen to the audio program from time to time and test yourself every month or so to make certain you are staying on target.



Your Self-Confidence Progress Chart

200

Supremely confident!
Actively seeks and enjoys all manner of business and social opportunities.
Highly developed communication skills.
Able and eager to express beliefs, even in difficult situations.
Outstanding ability to recognize and capitalize on career opportunities, even when great risk is involved.
Makes decisions easily, effortlessly.

180

Confident in most undertakings.
At ease in most business and social situations.
Good communication skills. Willingly expresses beliefs.
Recognizes and capitalizes on most career opportunities, but only takes well-thought-out risks.
Lack of self-doubt allows for frequent swift and firm decision making.

150

Sometimes confident — sometimes not!
At ease with friends, acquaintances; uncomfortable with strangers.
Average communication skills. Keeps beliefs private unless pushed, but will stand up for them.
Overlooks many career opportunities; overemphasizes risks.
Some self-doubt delays decision making and often leads to second guessing.

100

Lacks confidence in 70% or more of all undertakings.
Consciously avoids business and social encounters unless coerced.
Average to below-average communication skills. Rarely expresses beliefs and frequently changes them to match the expressed beliefs of others.
Overlooks many career opportunities and overemphasizes risks involved.
Much self-doubt makes decision making a painful process; frequent procrastination evident.

50

Lacks confidence in all but the most familiar situations.
Timid in all social and business encounters.
Extreme shyness means communication skills are generally unknown and generally underrated.
Takes no career risks — always plays it safe.
Extreme self-doubt leads to general paralysis in all decision making.