

SESSION IV

HOW DO YOU MEASURE UP? A FORMULA FOR SELF-ASSESSMENT

OBJECTIVES

At the end of this session you'll be able to:

- *Identify the discrepancies between your current attitudes, behaviors, and habits and those possessed by the High-Achiever model. By contrasting and comparing the two, you'll be able to rate your own behavior on a five point scale.*

BACKGROUND

When you begin to consider the characteristics and habit patterns of the high achiever that you would like to have, it's essential you have an accurate, objective assessment of the habits and behaviors you now have. In this Session, you'll use a self-assessment worksheet to record the rating of your own characteristics on a five-point scale. Your objectivity and accuracy are of utmost importance in this assessment. This assessment will be used as the primary tool in determining the high achiever goal or goals you'll work on throughout the rest of this program. You'll learn how to prioritize and determine the high-achiever habit that is in most need of development in Audio Session 5.

PRACTICE

1. The following self-assessment form lists the 21 habits of the high achiever. Each habit is presented in the same order as it is in Audio Session 4. Each habit is graded on a scale of one through five. Read all of the characteristics listed on the following worksheet. Don't mark the form at this time; just get familiar with the characteristics:

2. Listen again to the high achiever habits introduced on Audio Session 4. As you listen to the habit being discussed on the audio, contrast and compare where you currently stand in relation to the model. Use the rating scale as your tool for measurement. As each characteristic is described, decide how your typical behavior rates compared to that of the model. Think in terms of "I" always, often, sometimes, seldom, or never express the characteristics of the desired behavior. Then, circle the appropriate number on the scale that corresponds to your response.

3. When you are instructed to do so by the narrator, write in the space provided below each of your five wishes. Begin each wish with "I want..."

PERSONAL ASSESSMENT FORM

Mental Habits

1. **Sensory Goal Vision:** The habit of translating every goal into specific, well-defined images rich in vision, sound, touch, taste, smell, and emotion. Pre-living the realization of the goal and its positive consequences in rich sensory detail.

1 Never	2 Seldom	3 Sometimes	4 Often	5 Always
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2. **Disciplined Mental Application:** The habit of sustaining a long, hard work effort toward the desired end without receiving immediate results. The ability to see a worthwhile goal through to completion. The patience to build a foundation of success, step-by-step, with giving up because it seems like too much effort.

1 Never	2 Seldom	3 Sometimes	4 Often	5 Always
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3. **Search for Knowledge:** The habit of continually increasing one's knowledge base through study and reading, especially biographies that provide positive role models from which one can build success blueprints. Continually learning from the experiences of others and applying that learning to everyday learning.

1 Never	2 Seldom	3 Sometimes	4 Often	5 Always
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3. **Creativity:** The habit of creatively turning problems into opportunities. The ability to conceive, develop, refine, and transform one’s opportunities into successes.

1 Never	2 Seldom	3 Sometimes	4 Often	5 Always
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Emotional Habits

5. **Confronting and Conquering Fears:** The habit of challenging and tackling “head on” subtle fears, everyday doubts, and self-imposed limitations that hold one back from realizing an ultimate level of enjoyment and success.

1 Never	2 Seldom	3 Sometimes	4 Often	5 Always
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6. **Inner-Directedness:** The habit of taking responsibility for your actions and their consequences. The ability to create an internal driving force without becoming dependent upon the approval and acceptance of others for motivation.

1 Never	2 Seldom	3 Sometimes	4 Often	5 Always
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7. **Capacity to Develop Warm & Lasting Relationships:** The habit of viewing others as possessing intrinsic worth and goodness. Taking the time to listen to others and give emotional nourishment. Valuing the closeness of spouse, children, and family. Holding the value that no success can compensate for failure in valued relationships.

1	2	3	4	5
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Never Seldom Sometimes Often Always

8. **Time Competency:** The habit of viewing others as possessing intrinsic worth and goodness. Taking the time to listen to others and give emotional nourishment. Valuing the closeness of spouse, children, and family. Holding the value that no success can compensate for failure in valued relationships.

1 2 3 4 5
 Never Seldom Sometimes Often Always

9. **Constructive Criticism:** The habit of taking constructive criticism to heart without getting angry, feeling rejected, or put down. Utilizing constructive feedback as an opportunity to maximize personal growth and development, measuring it against you strengths and weaknesses, and, then, developing a plan of action to improve the necessary attitudes, behaviors and skills.

1 2 3 4 5
 Never Seldom Sometimes Often Always

10. **Power:** The habit of making others think more of themselves. A constant feeling of self-assuredness that accompanies a continual effort toward self-mastery. The ability to magnetically draw people toward you because of the way you bring out the best in them.

1 2 3 4 5
 Never Seldom Sometimes Often Always

Physical Habits

11. **Stress Control:** The habit of avoiding the buildup of stress and when it is present, taking the necessary steps to diffuse it through natural means of control such as soothing music, mild meditations, or regularly scheduled periods of relaxation and leisure activities.

1	2	3	4	5
Never	Seldom	Sometimes	Often	Always

12. **Resistance to Illness and Disease:** The habit of harboring and including thoughts and images in mind that are health and vitality-oriented. Maintaining the attitude that you have no time to be burdened with the problem of physical illness.

1	2	3	4	5
Never	Seldom	Sometimes	Often	Always

13. **Nutritional:** The habit of "eating to live" and not "living to eat." The pervading philosophy of "moderation in all things." The habit of enjoying vitamin-enriched vegetables and fruits, lean meats, poultry and fish more than salt and sugar-rich, high caloric foods.

1	2	3	4	5
Never	Seldom	Sometimes	Often	Always

14. **Physical Exercise:** The habit of participating in regular aerobic exercise. Valuing the joy of exhaustion and the victory of spirit that results from the body and mind surpassing old physical limitations and expanding to meet new physical challenges. The prevailing attitude that oxygen is the life source and the energy substance of vitality.

1	2	3	4	5
Never	Seldom	Sometimes	Often	Always

15. **Energy Rejuvenation:** The habit of adequate rest and sleep. The ability to shut off the mind at night in order to enjoy eight hours of energy-revitalizing sleep. The habit of waking up refreshed and energized each morning, looking forward to the challenges, opportunities, and joy the new day will bring.

1	2	3	4	5
Never	Seldom	Sometimes	Often	Always

Financial Habits

16. **Dollar Sense:** The habit of foregoing the momentary thrills of luxury items to develop a financial foundation based on solid capital generating investments. Once the financial foundation has been firmly established, such luxury items can be more fully enjoyed. The prevailing philosophy that anything you spend your money on must return to you a value or service that will generate more benefits in the future.

1	2	3	4	5
Never	Seldom	Sometimes	Often	Always

17. **Financial Control:** The habit of budgeting your resources and knowing where each of your dollars goes and what they will return.

1	2	3	4	5
Never	Seldom	Sometimes	Often	Always

18. **Career Security:** The habit of returning to your employer in measurable income at least ten times the dollar value you receive in pay. The habit of quantifying your direct contribution to profit rather than basing your sense of job security and future career growth on skills you feel to possess. Habitually translating skills into measurable dollar contribution to your organization.

1	2	3	4	5
Never	Seldom	Sometimes	Often	Always

19. **Law of Compensation:** A habitual understanding and application of the natural law of return governed by the principle of whatever one unselfishly gives of their substance will be returned in its own kind many times over.

1	2	3	4	5
Never	Seldom	Sometimes	Often	Always

Spiritual Habits

20. **Spiritual Focus:** Continually bringing into focus, reviewing, and refining the habits of mind, body, emotion, and material substance. In-depth reflection focusing on what you might be against where and what you are now or have been in the past.

1	2	3	4	5
Never	Seldom	Sometimes	Often	Always

21. **Sense of Higher Self:** A pervading perspective and feeling of purpose. An internal sense of the ability to organize, create, and bring into being those things in life which seem impossible for the common man or woman. A dignified sense of self-worth and respect.

1	2	3	4	5
Never	Seldom	Sometimes	Often	Always

POINTS TO REMEMBER

- As you complete the Self-Assessment exercise be as realistic and as honest as you can in comparing your current habit patterns to the high achiever model.
- Don't be too hard on yourself not should you try to appear better than you are. Be an impartial judge of your own behavior and habits.
- No matter how deeply ingrained a self-defeating behavior may be, you have the power to change it to a high achieving habit. Your greatest weaknesses have the potential to become your greatest strengths.
- If you desire to improve your life's circumstances you must first improve yourself.