



An L-Factor Self Assessment

By Tim Sanders, author of *The Likeability Factor*

How high is your Likeability Factor? Every one of you has an L-Factor (from 1-10) that helps to measure the positive or negative feelings you produce in others. The higher your L-Factor, the greater your chances for success, health, and happiness. Take the assessment and see how you are doing.

Directions: Place a check mark (✓) in the appropriate column that indicates how often these statements are true for you, according to this key. Be honest! Only you will see the answers.

0 = *Never* 2 = *Rarely* 5 = *Occasionally* 7 = *Often* 10 = *Daily*

Likeability	Aspects:				
Frequency	0	2	5	7	10

1. I smile often and have a pleasant tone of voice.					
2. I maintain a positive attitude even when things are going badly.					
3. People tell me their problems because I am approachable and a good listener.					
4. I build other people's self-confidence and help them feel good about themselves.					
5. I have a real ability to help others accomplish their tasks and reach their dreams.					
6. Others see me as completely honest, trustworthy, sincere and genuine.					

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7. I am very capable of understanding other people's thoughts, feelings & experiences.					
8. I feel happy and peaceful on the inside and it shows clearly on the outside.					
9. I connect with others' interests, including their hobbies, hometowns, and affiliations. I love to talk about them.					
10. People feel I am relaxed and easy to get along with.					
Subtotal <i>(Multiply the checks by the number value of the column)</i>					
Total Likeability					
Score (Add all the above scores)					



0 = Rarely 2 = Occasionally 5 = Weekly 7 = Daily 10 = Constantly

Unlikeability Aspects:

Frequency

0 2 5 7 10

1. There are times when I am dishonest with people.					
2. Others have said they think I am self-centered.					
3. People ask me why I don't laugh or smile more.					
4. I lose my temper.					
5. I get distracted when listening to others.					
6. I make mistakes in reading other people.					
7. I am critical and intolerant of others.					
8. People have complained that I am loud and argumentative.					
9. I have conflicts inside that probably show on the outside.					

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10. I talk more than I listen.					
Subtotal (Multiply the checks by the number value of the column)					
Total Unlikeability Score (Add all the above scores)					

Total L-Factor Score = L Score _____ minus U Score _____ = _____

Divide your total score by ten to calculate your L-Factor.

Example: A score of 89 = 8.9

Legend:

8-10: You are highly likeable.

5-7: You are average to above average.

Less than 5: You might have relationship difficulties due to low L-Factor.

A very special thank-you to Dr. Bill Cottringer for his excellent and original research; this assessment was based in part on his original SQ self-assessment, written in cooperation with Van Sloan.

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