# Seven Habits® Profile

## Self-Scoring Seven Habits Profile

**INSTRUCTIONS:**

Read each statement and, using your best judgment, circle the number that indicates how well you perform in the following categories.

### CATEGORY 1

| | Very Poor | Poor | Fair | Good | Very Good | Out-standing |
|---|---|---|---|---|---|---|
| 1. I show kindness and consideration towards others. | 1 | 2 | 3 | 4 | 5 | 6 |
| 2. I keep promises and honor commitments. | 1 | 2 | 3 | 4 | 5 | 6 |
| 3. I do not speak negatively of others when they are not present. | 1 | 2 | 3 | 4 | 5 | 6 |

Category Total: ☐

### CATEGORY 2

| | | | | | | |
|---|---|---|---|---|---|---|
| 4. I am able to maintain an appropriate balance among the various aspects of my life- work, family, friends, and so forth. | 1 | 2 | 3 | 4 | 5 | 6 |
| 5. When working on task, I also keep in mind the concerns and needs of those I am working for. | 1 | 2 | 3 | 4 | 5 | 6 |
| 6. I work hard at the things I do, but not in a manner that causes burnout. | 1 | 2 | 3 | 4 | 5 | 6 |

Category Total: ☐

### CATEGORY 3

| | | | | | | |
|---|---|---|---|---|---|---|
| 7. I am in control of my life. | 1 | 2 | 3 | 4 | 5 | 6 |
| 8. I focus my efforts on things I can do something about rather than on things beyond my control. | 1 | 2 | 3 | 4 | 5 | 6 |
| 9. I take responsibility for my moods and actions rather than blame others and circumstances. | 1 | 2 | 3 | 4 | 5 | 6 |

Category Total: ☐

### CATEGORY 4

| | | | | | | |
|---|---|---|---|---|---|---|
| 10. I know what I want to accomplish in life. | 1 | 2 | 3 | 4 | 5 | 6 |
| 11. I organize and prepare in a way that reduces having to work in a crisis mode. | 1 | 2 | 3 | 4 | 5 | 6 |
| 12. I begin each week with a clear plan of what I desire to accomplish. | 1 | 2 | 3 | 4 | 5 | 6 |

Category Total: ☐

### CATEGORY 5

| | | | | | | |
|---|---|---|---|---|---|---|
| 13. I am disciplined in carrying out plans (avoiding procrastination, time wasters, and so forth). | 1 | 2 | 3 | 4 | 5 | 6 |
| 14. I do not allow the truly important activities of my life to get lost in the busy activities of my days. | 1 | 2 | 3 | 4 | 5 | 6 |
| 15. The things I do everyday are meaningful and contribute to my overall goals in life. | 1 | 2 | 3 | 4 | 5 | 6 |

Category Total: ☐

### CATEGORY 6

| | | | | | | |
|---|---|---|---|---|---|---|
| 16. I care about the success of others as well as my own. | 1 | 2 | 3 | 4 | 5 | 6 |
| 17. I cooperate with others. | 1 | 2 | 3 | 4 | 5 | 6 |
| 18. When solving conflicts, I strive to find solutions that benefit all. | 1 | 2 | 3 | 4 | 5 | 6 |

Category Total: ☐

### CATEGORY 7

| | Very Poor | Poor | Fair | Good | Very Good | Out-standing |
|---|---|---|---|---|---|---|
| 19. I am sensitive to the feelings of others. | 1 | 2 | 3 | 4 | 5 | 6 |
| 20. I seek to understand the viewpoints of others. | 1 | 2 | 3 | 4 | 5 | 6 |
| 21. When listening, I try to see things from the other person's point of view, not just my own. | 1 | 2 | 3 | 4 | 5 | 6 |

Category Total: ☐

### CATEGORY 8

| | | | | | | |
|---|---|---|---|---|---|---|
| 22. I value, and seek out, the insights of others. | 1 | 2 | 3 | 4 | 5 | 6 |
| 23. I am creative in searching for new and better ideas and solutions. | 1 | 2 | 3 | 4 | 5 | 6 |
| 24. I encourage others to express their opinions. | 1 | 2 | 3 | 4 | 5 | 6 |

Category Total: ☐

### CATEGORY 9

| | | | | | | |
|---|---|---|---|---|---|---|
| 25. I care for my physical heath and well being. | 1 | 2 | 3 | 4 | 5 | 6 |
| 26. I strive to build and improve relation ships with others. | 1 | 2 | 3 | 4 | 5 | 6 |
| 27. I take time to find meaning and enjoyment in life. | 1 | 2 | 3 | 4 | 5 | 6 |

Category Total: ☐

### CHARTING YOUR SEVEN HABITS EFFECTIVENESS

Total your points for each category in the Category Totals column. There are nine categories; the first two are the foundational habits of the Seven Habits, and the last seven are the Seven Habits.

After you have computed your category totals, mark each score in the grid below and graph your totals.

The higher your score, the more closely you are aligned with the Seven Habits principles. Where your score is lower than you would like, refer to the corresponding chapters (or modules) in The Seven Habits of Highly Effective People book (or video program) to better understand how to increase your effectiveness in those habits.

### CATEGORY TOTALS

| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 |
|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | |
| | Emotional Bank Account | Life Balance | Be Proactive | Begin with the End in Mind | Put First Things First | Think Win-Win | Seek First to Understand | Synergize | Sharpen the Saw |
| **18** Out-standing | | | | | | | | | |
| **15** Very Good | | | | | | | | | |
| **12** Good | | | | | | | | | |
| **9** Fair | | | | | | | | | |
| **6** Poor | | | | | | | | | |
| **3** Very Poor | | | | | | | | | |