An L-Factor Self Assessment

By Tim Sanders, author, 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:

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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.  

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 (Multiply the checks by the number value of the column)  

Total Likeability Score (Add all the above scores)  

0 = Rarely    2 = Occasionally    5 = Weekly    7 = Daily    10 = Constantly
**Unlikeability Aspects:**

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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. 
10. I talk more than I listen. 

**Subtotal**

(Multiply the checks by the number value of the column)

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**Total Unlikeability Score**

(Add all the above scores)

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**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 possible was based in part on his original SQ self-assessment, written in cooperation with Van Sloan.*