

# NAPOLEON HILL FOUNDATION

*A non-profit educational institution dedicated to  
making the world a better place to live*



## YOUR “SUCCESS PROFILE” QUESTIONNAIRE

*You must answer these 75 questions...  
honestly...if you wish to succeed.*

The answers to these questions reveal you...the true you...as an individual who is utterly different from any other person on earth. The answers form a searching analysis of you and your ambitions. The answers give you facts about yourself that will amaze you.

Simply answer each question...honestly.

Then score your answers and total your score to discover your rating.



## THE NAPOLEON HILL FOUNDATION

P.O. Box 1277 · Wise, VA 24293

Phone: 276.679.1066

Fax: 276.679.1087

[www.naphill.org](http://www.naphill.org)

## THE 17 PRINCIPLES OF PERSONAL ACHIEVEMENT

These 17 principles have been responsible for the success of the world's outstanding leaders. Success is a science and you can learn its secrets... regardless of your present occupation, environment and residence. You may be a highly regarded successful businessperson now, or you may be a poorly paid factory worker. You may live in a big city or you may live on a farm miles from the nearest town. It makes no difference. You can learn the secrets of success, and your honest answers to these questions are the first step for you to take.

### 1. *Definiteness of Purpose*

- |   |   |   |
|---|---|---|
| a. Have you decided upon a definite goal in life?                               | Y | N |
| b. Have you set a date for reaching that goal?                                  | Y | N |
| c. Do you have a specific plan for achieving your goal in life?                 | Y | N |
| d. Have you determined what definite benefits your goal in life will bring you? | Y | N |

### 2. *Mastermind Alliance*

- |   |   |   |
|---|---|---|
| a. Are other people helping you to attain your goal in life?  | Y | N |
| b. Do you believe that a person can succeed in life without the aid of others?  | Y | N |
| c. Do you believe you can readily succeed in your occupation if you are opposed by your spouse or other members of your family? | Y | N |
| d. Are there certain advantages when an employer and an employee work together in harmony?                                      | Y | N |
| e. Do you know how the Mastermind principle makes the United States the richest country in the world?                           | Y | N |

### 3. *Applied Faith*

- |  |   |   |
|--|---|---|
| a. Do you have faith in Infinite Intelligence? | Y | N |
|--|---|---|

- |  |   |   |
|--|---|---|
| b. Do you have confidence in your ability to do anything you desire?   | Y | N |
| c. Do you have confidence in the American form of government?  | Y | N |
| d. Are you entirely free from all of these seven basic fears: Fear of POVERTY; Fear of CRITICISM; Fear of ILL HEALTH; Fear of LOSS OF LOVE; Fear of LOSS OF LIBERTY; Fear of OLD AGE; Fear of DEATH? | Y | N |

#### *4. Going the Extra Mile*

- |  |   |   |
|--|---|---|
| a. Do you make a habit of rendering more service than you are paid to do?  | Y | N |
| b. Do you believe there are times when an employee is entitled to ask for more pay?                                      | Y | N |
| c. Do you know of anyone who has achieved success in any calling without doing more than they were paid to do?           | Y | N |
| d. Do you believe anyone has a right to ask for an increase in salary unless they are doing more than they are paid for? | Y | N |
| e. If you were an employer, would you be satisfied with the sort of service you are now rendering as an employee?        | Y | N |

#### *5. Pleasing Personality*

- |   |   |   |
|---|---|---|
| a. Do you have habits which offend others?          | Y | N |
| b. Are you liked by those with whom you work?       | Y | N |
| c. Can you interest people when speaking in public? | Y | N |
| d. Are there times when you seem to bore others?    | Y | N |

#### *6. Personal Initiative*

- |  |   |   |
|--|---|---|
| a. Do you plan your own work each day?   | Y | N |
| b. Do you have to have your work planned for you?  | Y | N |
| c. Do you have certain outstanding qualities which are not possessed by others in your line of work? | Y | N |
| d. When your plans fail, do you "give up?"   | Y | N |
| e. Do you ever create better plans for doing your work more efficiently?                             | Y | N |

## **7. Positive Mental Attitude**

- |  |   |   |
|--|---|---|
| a. Do you know what is meant by a positive mental attitude?                      | Y | N |
| b. Can you control your mental attitude at will?                                 | Y | N |
| c. Do you know the only thing which you have the complete power of control over? | Y | N |
| d. Do you know how to detect a negative mental attitude in others?               | Y | N |
| e. Do you have a method of developing the habit of a positive mental attitude?   | Y | N |

## **8. Enthusiasm**

- |   |   |   |
|---|---|---|
| a. Are you known as a person of enthusiasm?                                   | Y | N |
| b. Can you control your enthusiasm by applying it in carrying out your plans? | Y | N |
| c. Does your enthusiasm sometimes become the master of your judgment?         | Y | N |

## **9. Self-Discipline**

- |   |   |   |
|---|---|---|
| a. Do you hold your tongue when angry?                    | Y | N |
| b. In a heated discussion, do you speak before you think? | Y | N |
| c. Do you lose your patience easily?                      | Y | N |
| d. Are you even-tempered at all times?                    | Y | N |
| e. Do you allow your affections to sway your judgment?    | Y | N |

## **10. Accurate Thinking**

- |   |   |   |
|---|---|---|
| a. Do you make it your duty to learn what others know in connection with your occupation, which may be of value to you? | Y | N |
| b. Do you express "opinions" on subjects with which you are not familiar?   | Y | N |
| c. Do you know how to acquire facts in connection with any subject in which you are interested?                         | Y | N |

## **11. Controlled Attention**

- |   |   |   |
|---|---|---|
| a. Do you concentrate all your thoughts on whatever you are doing?  | Y | N |
| b. Are you easily influenced to change your plans or your decision? | Y | N |

- c. Are you inclined to abandon your aims and plans when you meet opposition? Y N
- d. Do you become interested in other people and their plans as quickly as you do in connection with yourself and your own ideas? Y N

### *12. Teamwork*

- a. Do you get along harmoniously with others under all circumstances? Y N
- b. Do you grant favors as freely as you ask for them? Y N
- c. Do you have continual disagreements with others on certain subjects? Y N
- d. Do you believe there are advantages in friendly cooperation with those with whom you work? Y N
- e. Are you aware of the damage you can cause yourself and your fellow-employees by not cooperating with co-workers? Y N

### *13. Learning from Adversity and Defeat*

- a. Does defeat cause you to stop trying? Y N
- b. If you fail in a given effort, do you begin again with a new plan? Y N
- c. Do you believe that temporary defeat can become failure? Y N
- d. Have you learned any lessons from defeat? Y N
- e. Do you know how defeat can be converted into an asset that may lead to success? Y N

### *14. Creative Vision*

- a. Is your imagination keen and alert? Y N
- b. Do you make your own decisions? Y N
- c. Do you prefer to call on others for their opinions before you act? Y N
- d. Have you ever invented anything? Y N
- e. Do you create practical ideas readily in connection with your work? Y N
- f. Do you believe that a person who creates ideas quickly is worth more than a person who follows only the ideas and plans created by others? Y N

### *15. Maintain Sound Health*

- |   |   |   |
|---|---|---|
| a. Do you know the essential factors of sound health?   | Y | N |
| b. Do you know what sound health begins with?   | Y | N |
| c. Do you know what relation relaxation has to sound health?                                  | Y | N |
| d. Do you know the four important factors necessary for the proper balancing of sound health? | Y | N |
| e. Can you explain hypochondria?  | Y | N |

### *16. Budgeting Time and Money*

- |  |   |   |
|--|---|---|
| a. Do you save a definite amount of your income?   | Y | N |
| b. Do you spend money without considering what would happen if your income were cut off? | Y | N |
| c. Do you get sufficient sleep each night?   | Y | N |
| d. Do you spend all your spare time having fun?  | Y | N |

### *17. Cosmic Habitforce*

- |  |   |   |
|--|---|---|
| a. Do you have habits which you feel you cannot control?                 | Y | N |
| b. Have you had undesirable habits which you have eliminated?            | Y | N |
| c. In the past few months, have you developed any new, desirable habits? | Y | N |

## *Here's how to rate your answers*

All of the following questions should have been answered "NO":

2b, 2c, 4c, 4d, 5a, 5d, 6b, 6d, 8c, 9b, 9c, 9e, 10b, 11b, 11c, 12c, 13a, 13c, 14c, 16b, 16d, 17a

All other questions should have been answered "YES".

Your score would have been 75 if all of the questions have been answered "NO" or "YES" as shown above. This is a perfect score and very few people have ever made such a score. Now let's see what your score actually is.

"Yes" answers instead of "No" \_\_\_\_\_

"No" answers instead of "Yes" \_\_\_\_\_

Add the two totals together and subtract from 75. This will be your score.

### **Find your rating below:**

75 points – Perfect (very rare)

66 to 74 points – Good (Above Average)

51 to 65 points – Fair (Average)

26 to 50 points – Poor (Below Average)

25 points and below – Unsatisfactory

### *What was your score?*

If your score was average...or even below average... remember that most people answering this questionnaire made similar scores. The reason, of course, is that few individuals have been trained to grasp the secrets of success...the secrets that have lifted thousands upon thousands of average men and women to business and social leadership. There are no mental, physical, educational or age barriers to these secrets of success. Success is a science and its secrets are available to you...if you want them.

## *You have the key to success...Within yourself*

Every man and woman has hidden abilities within themselves. Most people are not even aware of them. Many people who have made outstanding successes of their lives discover these abilities by accident. Sometimes years of their lives have been wasted...simply because they did not know they had great abilities. Accidents revealed these hidden abilities to them, and nothing on earth could hold them back after that. Success and happiness were theirs forevermore!

You can profit by their experience. No person should depend upon accident or fate to guide their success and happiness. Furthermore, accident or fate to guide success is reckless and careless...they do not always reveal to men and women the powerful hidden abilities they possess. Every person possesses them. They need only to be brought to the light of day, and acted upon. This you can do...just as thousands upon thousands of other men and women have done by studying the principles contained in:

### **NAPOLEON HILL'S PMA SCIENCE OF SUCCESS COURSE**

Now, perhaps for the first time in your life you have the opportunity to learn the basic 17 success principles drawn from the lives of men who made MILLIONS OF DOLLARS – built GIANT BUSINESSES – won FAME and POWER!

Each one of the Seventeen Lessons conveys to you a tremendous amount of unusual information – useful, practical information – information that is of great value – to YOU. Each lesson is devoted to one specific principle, a vital principle that you MUST make part of you, if you are to win the goals you set. POWER, WEALTH, SUCCESS. Each is crammed full of thought provoking concentrated facts . . . written in easy-to-understand language . . . language you quickly grasp and can put to work for you . . . right from your very first lesson! Each lesson is so rich in help for you, so abundant in ideas, that just one lesson is often worth to the individual many times the modest cost of the entire course!

These principles are for you. They worked originally for the Greats . . . today, thousands of people are applying these same principles to achieve Happiness, Health and Wealth. People of all ages, people from all walks of life are benefiting from these principles . . . SO CAN YOU.

**TO RECEIVE FURTHER INFORMATION ON THE  
PMA SCIENCE OF SUCCESS COURSE, CONTACT:**



## **THE NAPOLEON HILL WORLD LEARNING CENTER**

Visit our website: **[www.naphill.org](http://www.naphill.org)**

Email: [nhf@calumet.purdue.edu](mailto:nhf@calumet.purdue.edu)

Phone: 219.989.3173

Fax: 219.989.3174

2300 173<sup>rd</sup> Street · Hammond, IN 46323-2094