



## BRENDON BURCHARD'S ACTION INDICATOR ASSESSMENT

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### Assessment Background

The human drive for competence is what makes us want to understand, succeed at and master every area of our lives. The assessment on the following page is designed to help you quickly identify your level of competence in any given area of your life and gauge whether or not you will even try to accomplish and master something.

Why the need for this assessment? A lack of competence at work—or in any area of your life—can seriously hurt your future. Here's what educational psychologists and human-performance coaches know about competence:

1. Your competence level determines what you will give attention to. When you don't feel competent, you tend not to pay attention to problems, conflicts, or bigger challenges and opportunities—because you don't feel you can handle them. In this way, a lack of competence leads to more delay and procrastination.
2. Your competence level determines your choice of tasks and activities. When you feel capable and confident that you can understand, perform in, and master your world, you are willing to take on harder tasks. This, of course, generally leads to more learning and more success at work. If you feel incapable, you focus on the easier tasks and quickly become a slave to safety.
3. Your competence level determines your effort level. Hard workers believe they can create positive outcomes with their effort, so they try harder. It seems all too simple, but expert performance studies have shown over and over that if you believe you are competent, you will work harder (and, yes, smarter).
4. Your competence level determines how adaptable and resilient you will be. This one has surprising implications for how successful you will be in life and at work. Those who trust their abilities to understand, perform, and master their worlds are more willing to adjust their courses if something isn't working. They get up faster when knocked down, because they take the knockdown as a lesson rather than a defeat.
5. 5. Your competence level determines whether you will lead or follow. Can you imagine a more needed skill today than leadership? But who are the ones who take the reins at work and in life? It's those who believe in themselves and their abilities. They feel competent to handle challenges, even if it's a stretch, because they trust they will figure out the challenge with others as they pursue a new, grander vision. (Sadly, those who don't trust in their abilities to understand, perform, and master their worlds can rarely even see a grand vision for themselves or others, let alone actively, courageously, and consistently chase it.)

Our rapidly changing world requires that we push ourselves to keep up and continue learning and adding value. Thus, the learners—the people always looking to expand their experiences in order to learn more about the world and grow in their own skills—will inherit the new world. With so much on the line, how can we activate our drive for competence in a healthy and energizing way? Begin by contemplating and completing the assessment on the following page.

*Excerpted from The Charge by Brendon Burchard.*

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"Only two things change your life: either something new comes into your life, or something new comes out of you."  
– Brendon Burchard, Founder of High Performance Academy. Get free videos at [HighPerformanceAcademy.com](http://HighPerformanceAcademy.com).



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Below are several categories to consider when trying to access your will, competence, or likelihood of taking on or successfully completing any given challenge in life. With each category, give yourself a rating of 1-10 as described. After you complete all categories and scaling, find out your overall score and its implications by adding all of your ratings.

### Categories

### Your Rating

Yes, very much = 10; No, not at all = 1.

#### Future Identity

Is this goal or activity relevant to my future identity, to how I see myself and what I see myself doing over the long-term in the future?

1 2 3 4 5 6 7 8 9 10

#### Intrinsic Value

Is this goal or activity something I am passionate about, would enjoy doing, feel proud about, and sense contributes meaningfully? Would I do this regardless of money, status, recognition or power (extrinsic rewards)?

1 2 3 4 5 6 7 8 9 10

#### Utilitarian Value

Is this goal or activity something that will lead to a useful outcome for me? Will I get something useful in life out of doing this?

1 2 3 4 5 6 7 8 9 10

#### Opportunity Cost

In pursuing this goal or activity, can I avoid losing out on other things that I find important? Can I do this without costing too much time, energy, effort, resources, and willpower needed elsewhere?

1 2 3 4 5 6 7 8 9 10

#### Delay Time

Is this goal or activity going to have quick and recognizable results that I can enjoy soon?

1 2 3 4 5 6 7 8 9 10

#### Personal Control

Is this goal or activity something that you will be able to make happen by my own efforts?

1 2 3 4 5 6 7 8 9 10

#### Social Support

Is this goal or activity something people will support me on? Will others provide direction and cheerleading when I attempt this?

1 2 3 4 5 6 7 8 9 10

#### Bandwidth Belief

Is this goal or activity something I will have enough time and focus to do a good job at?

1 2 3 4 5 6 7 8 9 10

#### Resource Availability

Will I have the resources I'll need to successfully accomplish this goal?

1 2 3 4 5 6 7 8 9 10

#### Autonomy

Will I be given the trust and decision-making authority I need to feel as though I'm in control and able to make things happen?

1 2 3 4 5 6 7 8 9 10

TOTAL SCORE: \_\_\_\_\_

Add the numbers to get a total score.

See reverse for meaning of score.

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## BRENDON BURCHARD'S ACTION INDICATOR ASSESSMENT - RESULTS

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On the previous page, you rated 10 different categories on a scale of 1-10, with one equating to a definite "no" and 10 meaning a very strong "yes."

If in tallying all of your ratings you didn't end up with a score of at least 75, then it's likely you will not feel competent or excited about pursuing this new goal or activity.

So what if your score isn't at least 75? Should you give up and not proceed? Not necessarily. Spend some time looking at each area that didn't get at least a score of 8, and ask yourself, "What could I do in this area in advance of starting this new activity so that my score would be higher?" In other words, do the hard work of thinking about how to increase your ratings. That, or just reconsider whether or not this new goal or activity is really your thing, something worthwhile to pursue at all.

Succeeding in life often means thinking through activities deeply before engaging in them. Do that by considering the categories of this assessment the next time you embark on a new endeavor. You'll be surprised by how much it helps.

Good luck in all you do.

Now... *Charge!*

- Brendon Burchard  
Founder, High Performance Academy  
Author, *The Charge: Activating the 10 Human Drives that Make You Feel Alive*