

INSIGHT

SELF-AWARENESS QUIZ RESULTS



PREPARED FOR

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WITH HELP FROM YOUR FRIEND

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INTRODUCTION

Congratulations! In a world where many people vastly overestimate their level of self-awareness, you're taking a huge and important step to learn the truth about who you are, how you're seen, and how you fit into the world around you.

By committing to learning the truth about yourself, you are well on your way to becoming **braver** but **better**. And the rewards are many; research repeatedly shows that people who put forth a committed effort to improve their self-awareness make smarter choices, build better relationships, and live happier, more successful lives.

In a nutshell, **self-awareness** is about developing the will and skill to see yourself clearly. More specifically, it's composed of two different kinds of insight that aren't always related—and to be truly self-aware, you need to focus on both.



OVERVIEW

The first type of insight is something called **internal self-awareness**, or the ability to clearly see who you are on the inside. It means understanding your inner values, passions, aspirations, ideal environment, patterns, reactions (including your strengths and weaknesses) and impact on others. If you don't yet have well-developed internal self-awareness, you may be unwittingly acting in ways that aren't compatible with your true success and happiness, like staying in an unfulfilling job or relationship because you don't know what you really want. Improving your internal self-awareness will allow you to make choices that are more consistent with who you really are, which is key to living a happier and more satisfying life.

The second type of insight, **external self-awareness**, is about seeing yourself from the outside in. It means understanding how other people view you; how those around you see your values, aspirations, ideal environment, patterns, reactions (including your strengths and weaknesses) and impact on others. This type of awareness is the foundation for building stronger and more trusting relationships because it allows you to read your impact on others and successfully take their perspective. People without well-developed external self-awareness (and you probably know more than a few) are disconnected from how they come across, can unintentionally alienate or offend people, and can sometimes be blindsided by critical feedback—often when it's too late to salvage the situation or relationship.

Now, it's easy to assume that someone who is internally self-aware would also be externally self-aware—that being in touch with our feelings and emotions helps us tune in to how we're seen. But strangely, research has often shown no relationship between internal and external self-awareness—and some studies have shown an inverse one! You probably know someone who loves to gaze at their own navel but has precious little understanding of the way they're coming across. The other side of the coin is that being too fixated on how others see us might mean we're not making choices in service of our own happiness and success.

A FEW “DOS” AND “DONT'S” IN INTERPRETING YOUR RESULTS

DO

- Know that your results are confidential—we keep them secure, so unless you choose to share your report with anyone, no one else will see it.
- Remember that the Insight Quiz is a tool to measure your high-level self-awareness. (The questions in the quiz are a subset of a more comprehensive and validated assessment.)

DON'T

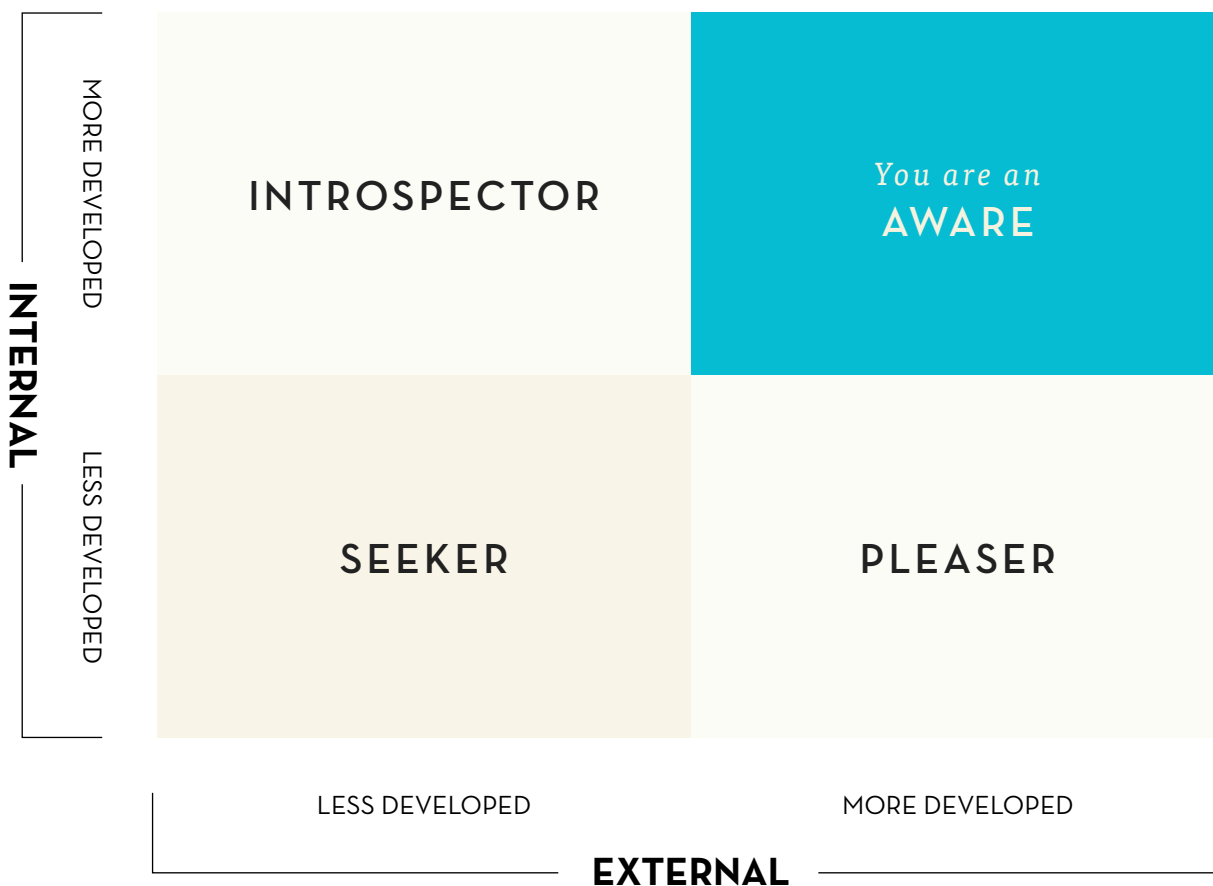
- Use the quiz as a weapon against yourself (“I’m the worst! I don’t know myself at all!!”) or others (“The person who said this about me is getting fired!”). Don’t forget: feedback is a gift and knowledge is power.
- Use the results of the quiz to make decisions about yourself or others, like promotions, hiring, etc. It was designed as a development tool only.

YOUR SELF-AWARENESS ARCHETYPE

THE FOUR ARCHETYPES OF SELF-AWARENESS

Because internal and external self-awareness are independent, we can think of them as two intersecting dimensions that create four different archetypes. Each archetype has distinctly different characteristics and challenges, and each has their own set of strategies for improving insight.

- > **Seekers** have less developed internal and external self-awareness.
- > **Introspectors** have more developed internal self-awareness and less developed external self-awareness.
- > **Pleasers** have more developed external self-awareness but and less developed internal self-awareness.
- > **Aware** people have more developed internal and external self-awareness.



YOU ARE AWARE

Well done! You are one of the rare people who is high in both internal and external self-awareness. The Aware aren't just clear about who they are and what makes them tick, they take action to learn how they're seen, and adjust their approach as needed. You are likely experiencing the benefits of this heightened self-knowledge by making smart choices, developing strong relationships at work and at home, and living a generally happy and successful life. Of course, the journey to self-awareness is never done—there is always more to learn. That said, your level of insight is truly to be commended!

- > **You are high in internal self-awareness.** You likely have strong and clear opinions about yourself—what's important to you, how you're performing, how you're impacting others, etc. The process of productive self-reflection is likely very important to you, and you are willing to put in the work to learn more about yourself. As a result, you are probably making decisions that are consistent with who you really are, which gives you maximum control over your destiny and happiness.
- > **You are also high in external self-awareness.** You're likely to have strong personal and professional relationships. Other people probably see you as humble and open to feedback—not just because you frequently ask for it, but because you really listen and make changes based on what you hear. Yet since you are also high in internal self-awareness, you aren't beholden to others or dependent on their approval: sometimes feedback means you need to change or improve, but other times, it simply helps you better understand your environment and the people around you.

TAKING YOUR SELF-AWARENESS TO THE NEXT LEVEL

As an Aware person, the following statement probably doesn't come as much of a shock to you: even though you know yourself very well, there is always more you can learn (which is what makes the journey of self-awareness so exciting!). To help you take your insight to the next level, here are two “advanced tools” (of many) from the [Insight book](#) that you can start using right away:

ADVANCED TOOL #1: COMPARE AND CONTRAST

When we compare and contrast, we are searching for similarities and differences between our experiences thoughts, feelings and behaviors over time. Think about something in your life that you want to better understand—your job, your career, an important relationship—and answer the questions below.

1. What about this person/situation has stayed the same over time?
2. What about this person/situation has changed over time? Have there been any patterns in your mood, positive or negative, that have coincided with these changes?
3. Does the way you feel about this person/situation remind you of any similar feelings you've had about a past situation?
4. How happy or fulfilled are you with this person/situation with today versus how you felt about it in the past?

TOOL #2: SILENCING YOUR INNER RUMINATOR

Everyone—even the most self-aware among us—has a Ruminator buried inside them. That is, a little voice in our heads that’s lying in wait to sabotage our attempts at insight by second-guessing our choices, reminding us of our failings, and sending us down an unproductive spiral of self-criticism and self-doubt. We might replay a certain conversation in our minds, beat ourselves up about something we did (or didn’t do), or twist ourselves into mental knots trying to figure out why we’re not the person we want to be. And no matter how self-aware we are, most of us could stand to ruminate less. Not only does rumination hurt our well-being, it effectively blocks any attempts we make to gain greater self-insight.

Think of an issue you’ve ruminated about in the last week. Really try to put yourself back in that frame of mind. (Alternatively, you can wait until you notice yourself ruminating about something and come back to this exercise). Then, give ONE to TWO of the empirically supported rumination-busters below a try.

1. Consider whether the person/people involved in this situation cares about your mistake as much as you do.
2. Adopt a “learn-well mindset” by asking how that situation may be challenging you in a positive way and/or helping you grow.
3. Hit pause and find an activity you can do that will give you an immediate payoff (exercise, cleaning, spending time with a loved one, etc.).
4. Give thought-stopping a try by picturing the words “STOP” (or a large stop sign) in your mind (this sounds crazy, we know, but there’s a surprising amount of scientific evidence that this is remarkably effective!).
5. Get a reality check by calling a loved one who can help you be objective and get their take.

