

## Quiz: Does Your Behavior Sabotage Your Success?

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Do you sabotage your success—however you define “success” for yourself—by practicing these behaviors? Assess yourself and learn what you need to do to stop sabotaging and start succeeding.

1. I make personal telephone calls, file papers I don't need to file right away, search for personal items on the Internet, and take care of little things that are unimportant...when I really should get to the important items I need to complete.
  - Always
  - Sometimes
  - NeverStop wasting everyone's time and money! Never mind the ethics of doing personal business on organizational time. The important items you need to complete are still waiting for you after you finish the time-wasters. Demonstrate that you have a **positive work ethic**. Get to the “must do” tasks right away.  
(Ref: Chapter 17: Work Ethic)
2. I wait for other people to tell me what to do, and I wait for someone to ask me for my help before I reach out to give assistance.
  - Always
  - Sometimes
  - NeverShow **initiative** by taking the first step. Act before someone brings a situation to your attention for action. Of course you cannot be psychic about that of which you are unaware. Reach out and provide assistance when you are aware of—and can offer your expertise or skills to meet—a need.  
(Ref: Chapter 13: Being Noticed—Be Careful What You Ask For)
3. I would rather conform to be well-liked and considered a part of the crowd than “be me” and stand out from the group for my uniqueness.
  - Always
  - Sometimes
  - NeverMost of us seek to be accepted by other people. Yet those who move ahead in their careers and in life distinguish themselves productively. Take risks and offer creative solutions to **position yourself** from others for new opportunities.  
(Ref: Chapter 4: Note Like “Us”)
4. I like working alone and dislike collaboration. I feel that working on a common goal with other people is annoying and distrust teammates because we compete for the same recognition and opportunities.
  - Always
  - Sometimes
  - Never**Teamwork and relationship-building** are cornerstones for success in other than the most solitary pursuits. Working together towards common goals means multiple sets of skills and levels of expertise contribute to a stronger outcome than individual and separate input. Teammates can compete with—rather than against—each other to challenge and motivate for greater results. The group achieves more than any one individual in a well-functioning team environment. Advancement occurs most within established relationships.  
(Ref: Chapter 16: Winning Isn't Everything but It Sure Is Nice)
5. I allow my negative feelings to carry over to what I say and how I relate to people. I feel it is hypocritical to act like I am positive when I feel otherwise.
  - Always
  - Sometimes
  - NeverYour **attitude** affects your words and actions toward others. Other people, in turn, respond to and affect you. When you wonder why people treat you poorly, consider how you come across to them. Take responsibility for your attitude. Purposefully work to adjust your attitude optimistically. Be more receptive to opportunities for success.  
(Ref: Chapter 15: Attitude)

References are to the book *Why You Talk So White? Eliminate the Behaviors that Sabotage Your Success*, by Sylvia Henderson. V-Twin Press. ISBN #1-932197-00-1. Available at Amazon.com, WhyYouTalkSoWhite.com, or at Karibu Bookstores (Maryland). For more information, see [www.WhyYouTalkSoWhite.com](http://www.WhyYouTalkSoWhite.com).