

APPENDIX A

The first section contains several questions related to the pattern of sigfluence that was effected toward you. The second part includes a refined sigfluence survey from which you can derive three scores: your Need for Sigfluence, Potential for Sigfluence, and Actual Sigfluence.

A preliminary sigfluence survey was published in my first book, *Sigfluence: Enduring Positive Influence*. Since then, I have refined the original survey as a result of a statistical analysis together with the advice of Dr. Philip Merrifield, a former professor on the faculty of New York University. Sincere thanks are extended for his considerable assistance in developing the refined survey which immediately follows these brief questions. My sixth book, *Theory and Measurement of Sigfluence* (University Press of America, 2002), details the statistical underpinnings and analyses connected with the Sigfluence Survey.

SIGFLUENCE SURVEY

PART I

1. Check: Male____, Female____
2. How old are you today? _____
3. How many brothers and sisters did you grow up with? _____
4. What order are you in with respect to your brothers and sisters? _____
5. Check your educational background. No high school diploma _____, High school diploma _____, Two years college _____, Bachelor's degree _____, Master's degree _____, Doctorate _____.
6. What is your present occupation? _____
7. Check your present annual salary. Below \$10,000 _____, \$10,000-19,999 _____, \$20,000-29,999 _____, \$30,000-39,999 _____, \$40,000-49,999 _____, \$50,000+ _____.
8. Check your father's educational background. (See #5) _____
9. What is/was your father's occupation? _____
10. Check your mother's educational background. (See #5) _____
11. What is/was your mother's occupation? _____
12. What was your family's economic status when you first entered high school?

Poverty _____, Lower middle class _____, Middle class _____, Upper middle class _____, Wealthy _____.

13. Who, outside of your family, had the most significant, long-term positive influence upon your life? (Can be left blank; if left blank, go to question #19).

14. What is/was the occupation of the influencer? _____

15. To what extent did the influencer impact your life? (Write a sentence or two)

16. Under what circumstance(s) did the influencer impact your life? (Write a sentence or two)

17. Why do you feel that this person's influence was significant upon your life? (Write a sentence or two)

18. How long was it after the close contact before you knew that it was significant?

19. a) In regard to your personal influence, write a sentence or two highlighting your major achievements.

- b) In regard to your personal influence, write a sentence or two highlighting your major disappointments.

PART II For each of the following sentences, circle the response that would be most

nearly true for you. The responses always extend from one extreme to its opposite. Please use the neutral rating as little as possible, since it means no judgment in either direction.

1. I usually have:

X X X X X X X X X X X

Negative impact on
the people I meet

Neutral

Positive impact on
the people I meet

2. Life is filled with a lot of possibilities for positive influence toward people.

X X X X X X X X X X X

Strongly agree

Neutral

Strongly disagree

3. My present or recent job has:

X X X X X X X X X X X

Little opportunity for
positive influence
towards people

Neutral

Has a lot of
opportunity for
positive influence
towards people

4. My friends would say, if asked, that I have a positive influence on their lives.

X X X X X X X X X X X

Strongly agree

Neutral

Strongly disagree

5. Having positive personal influence is important to me.

X X X X X X X X X X X

Strongly disagree

Neutral

Strongly agree

6. My life has been satisfying.

X X X X X X X X X X X

Strongly disagree

Neutral

Strongly agree

7. In my life I have:

X X X X X X X X X X X

Helped a great
many people

Helped some

Helped no one

8. In my present or recent job I have achieved:

X X X X X X X X X X X

Considerable positive
influence

Some positive
influence

No positive influence

9. In my present or recent job I have achieved:

X X X X X X X X X X X

No negative influence

Some negative
influence

Considerable
negative influence

10. My children are:

X X X X X X X X X X X

A source of
considerable pain

A source of some pain

A source of no pain

11. My children are:

X X X X X X X X X X X

A source of
considerable pleasure

A source of some pleasure

A source of no
pleasure

12. In terms of helping others, I am capable of:
- | | | | | | | | | | | |
|---------------------------------|---|---|---|-------------------------|---|---|---|-----------------------|---|---|
| X | X | X | X | X | X | X | X | X | X | X |
| Considerable positive influence | | | | Some positive influence | | | | No positive influence | | |
13. In terms of helping others, I am capable of:
- | | | | | | | | | | | |
|---------------------------------|---|---|---|-------------------------|---|---|---|-----------------------|---|---|
| X | X | X | X | X | X | X | X | X | X | X |
| Considerable negative influence | | | | Some negative influence | | | | No negative influence | | |
14. My intimate relationships have been characterized by:
- | | | | | | | | | | | |
|------------------------------|---|---|---|----------------------|---|---|---|--------------------|---|---|
| X | X | X | X | X | X | X | X | X | X | X |
| Considerable reciprocal harm | | | | Some reciprocal harm | | | | No reciprocal harm | | |
15. My intimate relationships have been characterized by:
- | | | | | | | | | | | |
|---------------------------------|---|---|---|-------------------------|---|---|---|-----------------------|---|---|
| X | X | X | X | X | X | X | X | X | X | X |
| Considerable reciprocal benefit | | | | Some reciprocal benefit | | | | No reciprocal benefit | | |
16. I have been told frequently by people that I have helped them:
- | | | | | | | | | | | |
|-------------------|---|---|---|---------|---|---|---|----------------|---|---|
| X | X | X | X | X | X | X | X | X | X | X |
| Strongly disagree | | | | Neutral | | | | Strongly agree | | |
17. The people who come into contact with me feel that they benefit from our interaction.
- | | | | | | | | | | | |
|----------------|---|---|---|---------|---|---|---|-------------------|---|---|
| X | X | X | X | X | X | X | X | X | X | X |
| Strongly agree | | | | Neutral | | | | Strongly disagree | | |

18. Life is a sequence of people influencing people.
- | | | | | | | | | | | |
|-------------------|---|---|---|---------|---|---|---|----------------|---|---|
| X | X | X | X | X | X | X | X | X | X | X |
| Strongly disagree | | | | Neutral | | | | Strongly agree | | |
19. "The whole world of loneliness, poverty, and pain make a mockery of what human life should be." (Bertrand Russell)
- | | | | | | | | | | | |
|-------------------------------|---|---|---|---------|---|---|---|------------------------------------|---|---|
| X | X | X | X | X | X | X | X | X | X | X |
| Strongly expresses my feeling | | | | Neutral | | | | Is just the opposite of my feeling | | |
20. People who help the poor, like Mother Teresa:
- | | | | | | | | | | | |
|-------------------------------|---|---|---|---------|---|---|---|---------------------------|---|---|
| X | X | X | X | X | X | X | X | X | X | X |
| I would like to use as models | | | | Neutral | | | | I would not use as models | | |
21. The meaning in my life comes from the positive influence that I have contributed toward others.
- | | | | | | | | | | | |
|-------------------|---|---|---|---------|---|---|---|----------------|---|---|
| X | X | X | X | X | X | X | X | X | X | X |
| Strongly disagree | | | | Neutral | | | | Strongly agree | | |
22. Dr. Albert Sabin, who developed the oral vaccine that wiped out polio, is a person I would like to model.
- | | | | | | | | | | | |
|----------------|---|---|---|---------|---|---|---|-------------------|---|---|
| X | X | X | X | X | X | X | X | X | X | X |
| Strongly agree | | | | Neutral | | | | Strongly disagree | | |
23. I would like to be in a position to increase the effectiveness of aid to starving people.
- | | | | | | | | | | | |
|----------------|---|---|---|---------|---|---|---|-------------------|---|---|
| X | X | X | X | X | X | X | X | X | X | X |
| Strongly agree | | | | Neutral | | | | Strongly disagree | | |

Now use the following scoring key to obtain your three sigfluence related scores.

SIGFLUENCE SURVEY REVISED SCORING KEY

(January 1992)

Please compute your scores for these three sigfluence related constructs. The scale ranges from 1 to 11. R indicates to reverse the score, i.e. (1=11), (2=10), (3=9), (4=8), (5=7), (6=6).

- A. Actual Sigfluence – To arrive at your total score, add your responses to items 4(R), 7(R), 8(R), 9(R), 10, 11(R), 14, 15(R), 16, 17(R).
- B. Potential for Sigfluence – To determine your score, add your responses to items 1, 2(R), 3, 12(R), 13 and 18.
- C. Awareness of Personal Need for Sigfluence – To compute this score, add your responses to items 5, 19(R), 20(R), 21, and 22(R).

If you have no children, use the neutral rating of 6 for items 10 and 11.

Now obtain your percentile score from the table of norms that immediately follows:

ACTUAL SIGFLUENCE NORMS

(n = 282)

<u>Your Score</u>	<u>Cumulative Proportion</u>
33-39	0.004
40-46	0.011
47-53	0.021
54-60	0.057
61-67	0.191
68-74	0.323
75-81	0.482
82-88	0.660
89-95	0.833
96-102	0.929
103-109	0.972
110-116	0.996
117-123	1.000

To use this table locate your score on the left. Use the cumulative proportion on the right corresponding to your score. For example, if you scored 82 in Actual, the

cumulative proportion is 66%. Your percentile score is approximately 66 percentile, a little less since a score of 88 (the end point of the interval) corresponds to the 66th percentile. A score of 66 percentile means that 34% of the sample scored higher than you and 66% scored at your level or below.

POTENTIAL FOR SIGFLUENCE NORMS

(n = 282)

<u>Your Score</u>	<u>Cumulative Proportion</u>
23-31	0.011
32-34	0.014
35-37	0.032
38-40	0.082
41-43	0.167
44-46	0.294
47-49	0.394
50-52	0.564
53-55	0.691
56-58	0.830
59-61	0.954
62-64	0.996
65-67	1.000

NEED FOR SIGFLUENCE NORMS

(n = 282)

<u>Your Score</u>	<u>Cumulative Proportion</u>
10-13	0.004
14-17	0.014
18-21	0.021
22-25	0.039
26-29	0.117
30-33	0.277
34-37	0.475
38-41	0.663
42-45	0.805
46-49	0.926
50-52	0.986
53-57	1.000

ENDNOTES