

4 Steps for Calculating Your Moxie Coefficient

Step 1
Describe your project or initiative here

What's the situation?

What impact are you trying to achieve?

When do you need to deliver results?

Who is your customer?

Who are your sponsors?

What is moxie?

The term "moxie" has been used for more than 100 years as a synonym for guts, vigor, and courage.

Often, people get courageous without adequate preparation. This can be professionally hazardous.

Use this assessment to determine if you, or your team, are ready to push hard for your project.

Be careful about your level of confidence. If it's too high (you're thinking, "This will be easy") or too low, ("This will be too hard"), you're likely to not put forth the effort required to be successful.

Step 4
Assess the results

6 or less Be careful!. You need a very strong sponsor.

7 to 9 Success is possible.

10 to 12 You ought to have moxie. Go for it!

Step 2
Answer the questions below

1. How critical is the project you're suggesting?
 - very critical (-)
 - minor (+)
2. Is the issue within your functional control?
 - no (-)
 - yes (+)
3. Can you point to significant revenue generation or cost saving results?
 - no (-)
 - yes (+)
4. Do you have any executive relationships that will endorse your efforts?
 - less than 3 (-)
 - more than 3 (+)
 - are they in field or line organizations (Bonus +)
5. Do you have good and proven peer relations?
 - no (-)
 - yes (+)
6. How much experience do you have in your field?
 - less than 5 years (-)
 - 5 years or more (+)
 - advanced degree in a related field (Bonus +)
7. Do you have experience in the industry or with other respected organizations?
 - no (-)
 - yes (+)
8. Do you have field or line experience?
 - no (-)
 - yes (+)
9. Are you an effective communicator?
 - no (-)
 - yes (+)
10. How confident are you that your idea will succeed?
 - not confident (-)
 - very confident (-)
 - fairly confident (+)

Step 3
Count the +'s to get your score

Total Here