



*My experiments in the pursuit of happiness and good habits*

**GRETCHEN RUBIN**



# Four Tendencies Quiz

## Detailed Report : Obliger

For even more insights into your Tendency, check out my book, *Better Than Before*, about how we can change our habits.

# Four Tendencies Quiz

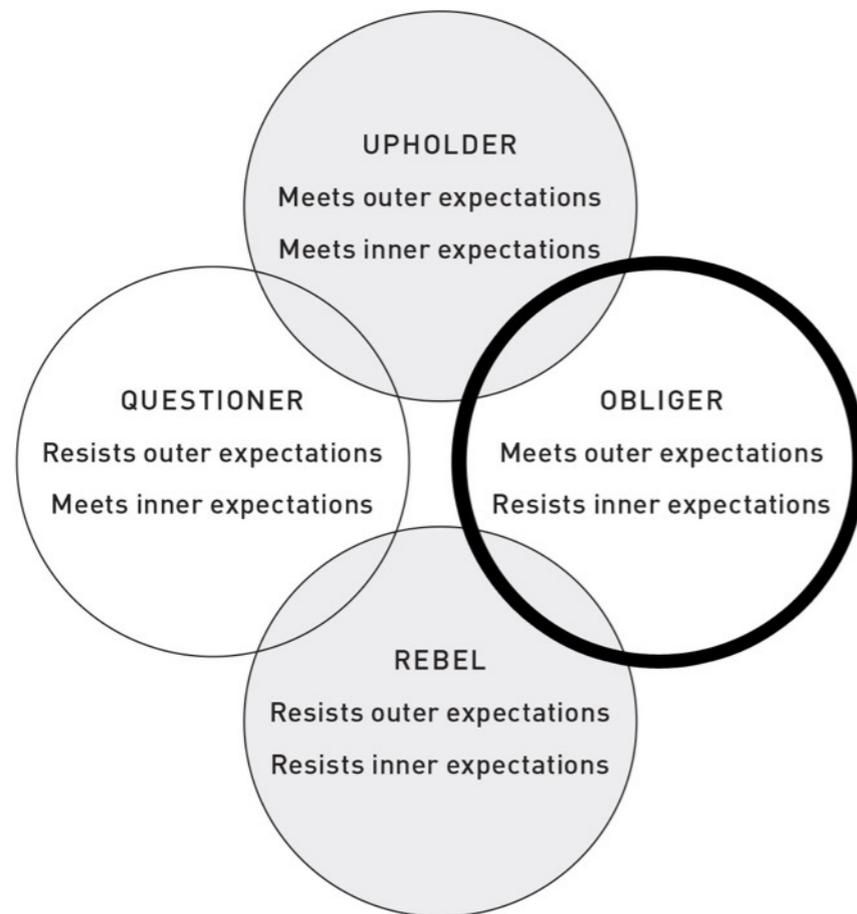
## Detailed Report : Obliger

**Thanks for taking my “Four Tendencies” quiz.**

According to your answers, your dominant Tendency is **Obliger**.

The “Four Tendencies” describe how we respond to expectations. We all face two kinds of expectations:

- *outer expectations*, such as meeting work deadlines or observing traffic regulations, and
- *inner expectations*, such as quitting napping or keeping a New Year’s resolution.



**Upholder:** “I do what others expect of me—and what I expect from myself.”

**Questioner:** “I do what I think is best, according to my judgment. If it doesn’t make sense, I won’t do it.”

**Obliger:** “I do what I have to do. I don’t want to let others down, but I may let myself down.”

**Rebel:** “I do what I want, in my own way. If you try to make me do something—even if I try to make myself do something—I’m less likely to do it.”

# Four Tendencies Quiz

## Detailed Report : Obliger

**Obligers meet outer expectations, but struggle to meet inner expectations.** They're motivated by *external accountability*; they wake up and think, "What *must* I do today?"

Obligers excel at meeting external demands and deadlines, and go to great lengths to meet their responsibilities, so they make terrific colleagues, family members, and friends. Others rely on them tremendously.

However, because Obligers resist inner expectations, it can be difficult for them to self-motivate—to work on a Ph.D. thesis, to attend networking events, to get their car serviced.

Obligers depend on external accountability, with consequences such as deadlines, late fees, or the fear of letting other people down. In fact, Obligers need external accountability even for activities that they *want* to do.

Behavior that Obligers sometimes attribute to *self-sacrifice* or *lack of self-esteem*—"Why do I always make time for other people's priorities at the expense of my own?"—is often better explained as *need for accountability*.

The weight of outer expectations can make Obligers susceptible to burnout, because they have trouble telling people "no." They may describe themselves as "people-pleasers." They may, in fact, reach the point of Obliger rebellion, a striking pattern in which they abruptly refuse to meet an expectation. They may rebel in symbolic ways, with their hair, clothes, car, and the like.

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## Detailed Report : Obliger

Obligiers may find it difficult to form a habit, because often we undertake habits for our own benefit, and Obligiers do things more easily for others than for themselves.

For Obligiers, the Strategy of Accountability is the *crucial* strategy of habit formation. For instance, if you're trying to exercise more, you might:

- Hire a fitness trainer, personal organizer, financial planner, coach, nutritionist, or other accountability partner
- Team up with a friend who will be disappointed if you don't follow through, or take a class with a teacher who will notice if you don't participate
- Consider yourself as a role model to children, employees, friends, and the like, to be an example of fulfilling commitments, showing respect for yourself, or modeling good behavior

**When we change our habits, we change our lives.**

For more discussion of the Obliger Tendency, and the Four Tendencies framework in general, see the [Better Than Before](#), chapter on "The Four Tendencies."

# Praise for *Better Than Before*

“Gretchen Rubin combines deep research and observations from her own life to explain how habits emerge and—more important—how they can change. It's indispensable for anyone hoping to overhaul how they (almost unthinkingly) behave.”

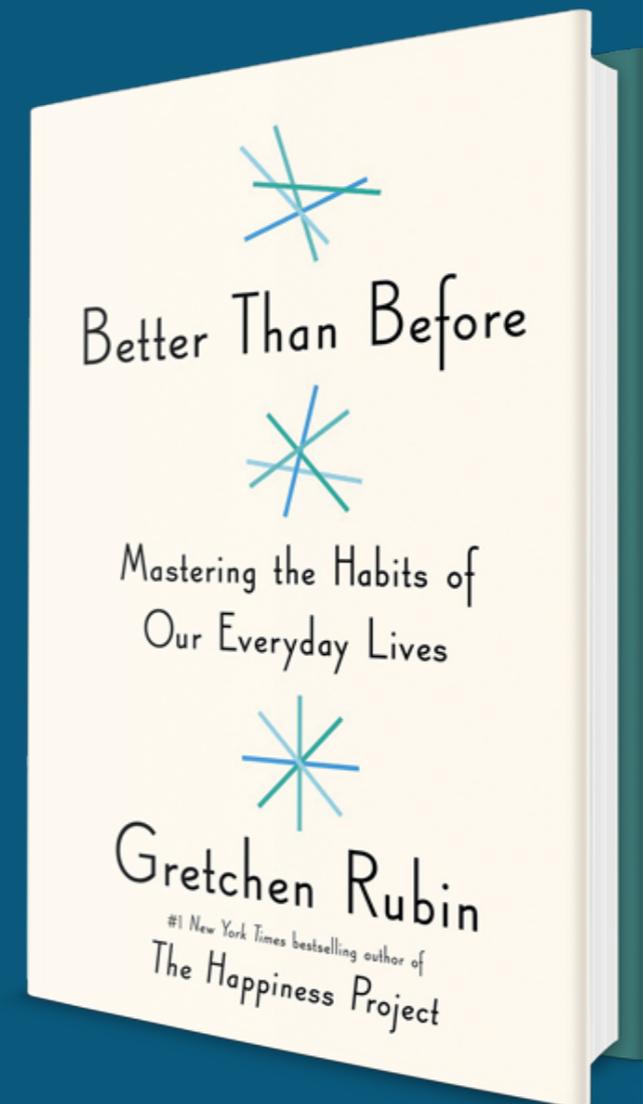
—**Charles Duhigg**, author of the *New York Times* bestseller, *The Power of Habits*

“Filled with insights about our patterns of behavior, *Better Than Before* addresses one of life's big and timeless questions: how can we transform ourselves?”

—**Arianna Huffington**, author of the *New York Times* bestseller, *Thrive*

“Is there a habit in your life you'd like to change? If so, here's your first step: Read this book.”

—**Dan Heath**, co-author of the *New York Times* bestsellers, *Made to Stick*, *Switch*, and *Decisive*



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