

## HAPPINESS SCALE

Mentally we emotionally rate our target or expectation on a scale from 1 to 10 for a given set of circumstances that we feel we are owed (figure 1). On that same scale we evaluate what we are feeling or getting from that situation. When the expected result is met, a good feeling is perceived (figure 2). When it is exceeded, it will generate a proportional feeling of Joy, the further down the scale it is from the target expectation (figure 3). Also, being away from the target in the opposite direction, not meeting what we expected will also generate a feeling, but this time of disappointment (figure 4), also proportionate to the distance from our target expectation. Downloading these worksheets from [Fun2Work.com/Happiness](http://Fun2Work.com/Happiness) or watching the video will help the comprehension of this concept.

Figure 1

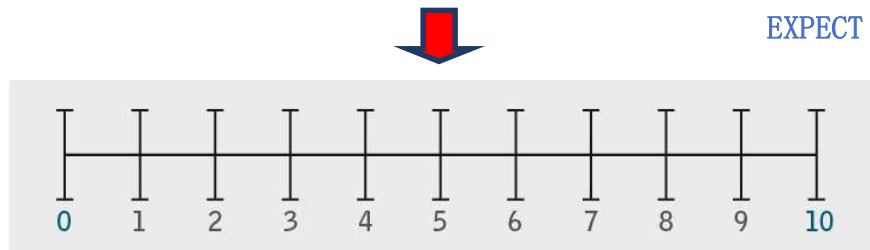


Figure 2

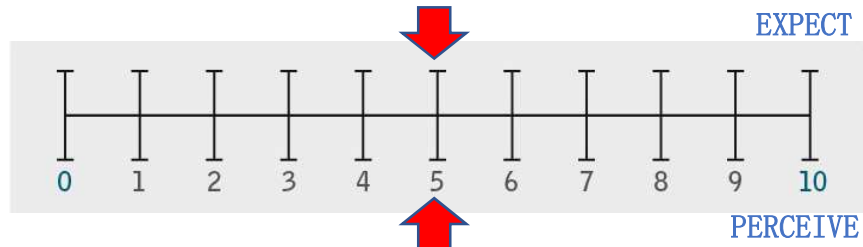


Figure 3

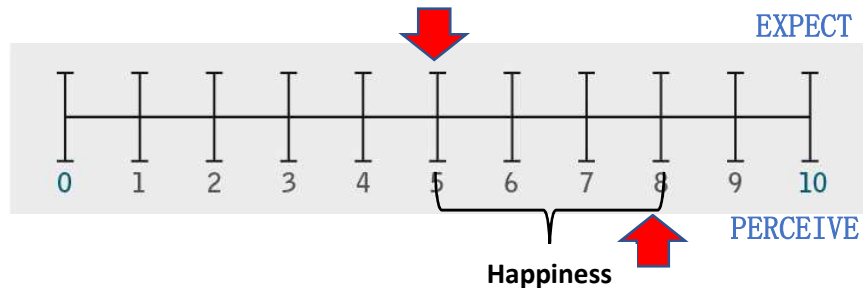


Figure 4

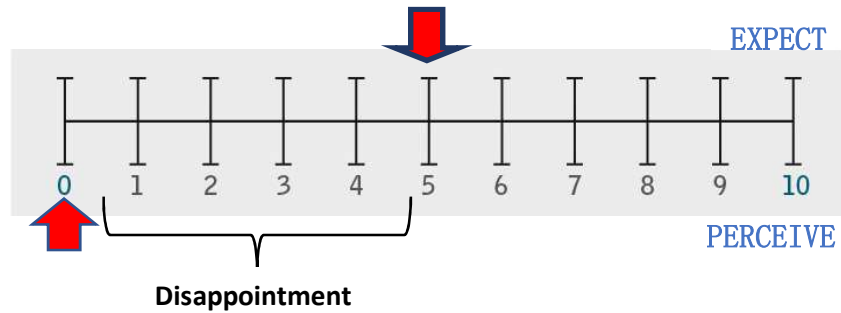
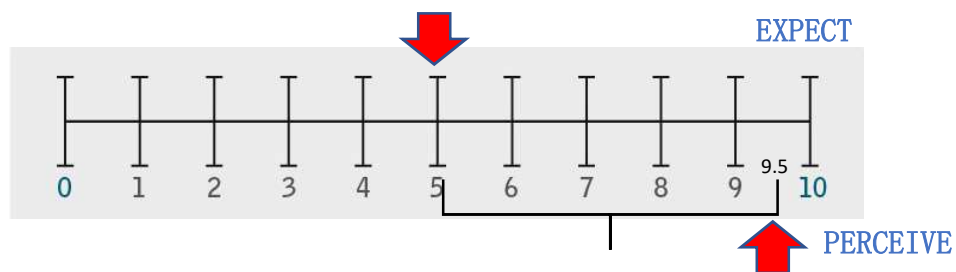


Figure 5



We may expect that our mate will put the garbage out on Sunday night since the garbage pickup truck will roll by at 7:00 the next morning. If this has been done on a regular basis, we will have a tendency to expect that it continues to be done at a specific time and that it is not forgotten.

In most cases if the expectation is well set, the targeted number will be in the middle of the scale, i.e. (Fig. 1) above.

If Monday morning comes and our spouse has not put out the garbage, when we see the truck go by, it will most likely generate a feeling of disappointment as illustrated in figure 4. Expected 5 result 0, you will feel 5 units of disappointment.

There are several ways to illustrate how Happiness is generated, my favorite is by using your spouse or kids if you have any. Keeping the scale previously described in mind, picture in your mind or write on a piece of paper the scale we have described in the previous paragraph or download at [Fun2Work.com/happiness/](http://Fun2Work.com/happiness/). To make the example simple we will assume an amount for a gift given at Christmas. If your gift is of greater value, you should use that amount, but when asked what amount most people give to a twelve-year-old, on average over the past 3 years, it is usually around \$150. The amount has no bearing on the amount of Happiness generated, therefore your amount will be fine. Calculate on average how much you have given at Christmas in the past 3 years and keep that amount in mind, it will be our reference point for this example. This amount is our reference amount, so on our scale it will be positioned in the middle above the number 5 on our scale (Figure 1). Now comes the twist: This year you won the lottery and you feel very generous. You haven't told anyone in your family of this surprise income.



Because of your winnings this year, you decide to give a bigger gift: For your child, you may feel extremely generous and buy a very expensive drone along with a computer (drone simulator), spending well over \$3000. For your spouse, you may decide to buy his or her dream car. In both cases, the expected amount is around 5, i.e. whatever amount they are expecting, when they receive their respective gifts, they will both evaluate their gift anywhere from 9 to 10 as per Figure 5. In other words, since what is received versus what was expected will generate a proportionate feeling, on the positive side of the scale.

Now comes the critical step. Since the target (expected gift) has been surpassed by so much, the expected amount for the following year will increase dramatically. Therefore, it is essential to manage the expectation for next year, i.e. this was an extra-ordinary gift, please do not expect this another time, we are back to usual.

Another way to picture this and prove this theory is to wrap two dozen pairs of socks in a PlayStation box. When your child unwraps the gift, his excitement may reach 9, but upon opening the box and seeing socks will definitely turn into disappointment.

The take away from this example is this: Expectations adjust up or down with the evaluation of each situation encountered. Managing expectations is the only way to ensure Happiness over any sustainable period of time.