

The Love Scorecard©

Scoring Loving Behavior at Work and at Home

How to Use *The Love Scorecard*

This Scorecard is designed to help communicate the **ACTIONS** and **OUTCOMES** of Loving Behavior, and its "flip side" – Unloving Behavior. Whether in the workplace, the home, or with people anywhere, these concepts apply to all relationships.

Loving Behavior scores points in developing trust, loyalty, stronger performance, and higher morale. Unloving Behavior results in loss of trust and respect, and increased stress.

Column 1	A list of ACTIONS that are Loving or Unloving
Column 2	This is where you score Person A on how much they are performing the Loving or Unloving Actions, 1-10
Columns 3-5	<p>A list of FEELINGS related to feeling Loved. The goal of Loving Behavior is to help the person feel loved.</p> <p>This is where you score Person B on how much they are feeling loved or unloved, 1-10, because of the ACTIONS of Person A. Also it is useful to add NOTES on the Actions and Outcomes.</p>

Use the Scorecard to understand how well you are being loving to **YOURSELF** and others.

Examples:

Loving Behavior: Aaron, the supervisor, "seeks understanding," asking Jason what is causing him to be missing deadlines and not participating fully in meetings like he used to. This helps Jason feel understood and respected. He feels more comfortable in telling Aaron that he was disappointed not to get the last promotion. Aaron "spends time" in listening to Jason's unmet expectations and mentoring him on how to prepare for the next opportunity - both inside and outside the company. Jason feels appreciated by the attention Aaron has given to his concerns. Aaron "acts responsibly" to build security and trust by responding first with good listening skills and empathy, and then by coaching Jason about how he can succeed better in his career.

Unloving Behavior: Because of the missed deadlines and low participation in meetings, Aaron "back stabs" by talking negatively about Jason to others.

Rating System:

For a quick visual on how "loved" or "unloved" you or someone else may feel, try rating each category from **1 to 10**, low to high. You may find that a person can be very loving in some ways, but quite unloving in others.

The Scorecard is designed to improve communication by getting more specific about what's going on.

Feel free to make copies of the Scorecard for your personal use.

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Date _____

High Scores are Good

LOVING		Score Level of Resultant Feelings of		
		_____ (Person B)		
Score Level of Actions by _____ (Person A) (1-10)		Security & Trust (1-10)	Pleasure & Enjoyment (1-10)	Understood & Appreciated (1-10)
		Add Examples		
Respect: seek understanding, respect feelings and concerns, listen				
Care: spend time with, pay attention to, care, provide resources				
Build Trust: act responsibly toward yourself and others; fulfill agreements				

Flip Side of The Love Scorecard

High Scores are Not So Good

UNLOVING		Score Level of Resultant Feelings of		
		_____ (Person B)		
Score Level of Actions by _____ (Person A) (1-10)		Distrustful & Defensive (1-10)	Abused & Hurt (1-10)	Not Understood or Appreciated (1-10)
		Add Examples		
Disrespect: judge, remain arrogant, shut down or dismiss feelings of self and others				
Punish: withdraw, avoid, be apathetic or not caring, inflict pain, take				
Break Trust: react without consideration of impact, break agreements, waste resources, "back stab"				

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High Scores are Good

LOVING	Score Level of Resultant Feelings of _____ (Person B) Add Examples		
Score Level of Actions by _____ (Person A) (1-10)	Security & Trust (1-10)	Pleasure & Enjoyment (1-10)	Understood & Appreciated (1-10)
Respect: seek understanding, respect feelings and concerns, listen			
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High Scores are Not So Good

UNLOVING	Score Level of Resultant Feelings of _____ (Person B) Add Examples		
Score Level of Actions by _____ (Person A) (1-10)	Distrustful & Defensive (1-10)	Abused & Hurt (1-10)	Not Understood or Appreciated (1-10)
Disrespect: judge, remain arrogant, shut down or dismiss feelings of self and others			
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