



The Gravitas Quotient Report

A comprehensive profile of leadership presence

PREPARED FOR

Arjun

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ASSESSMENT TAKEN

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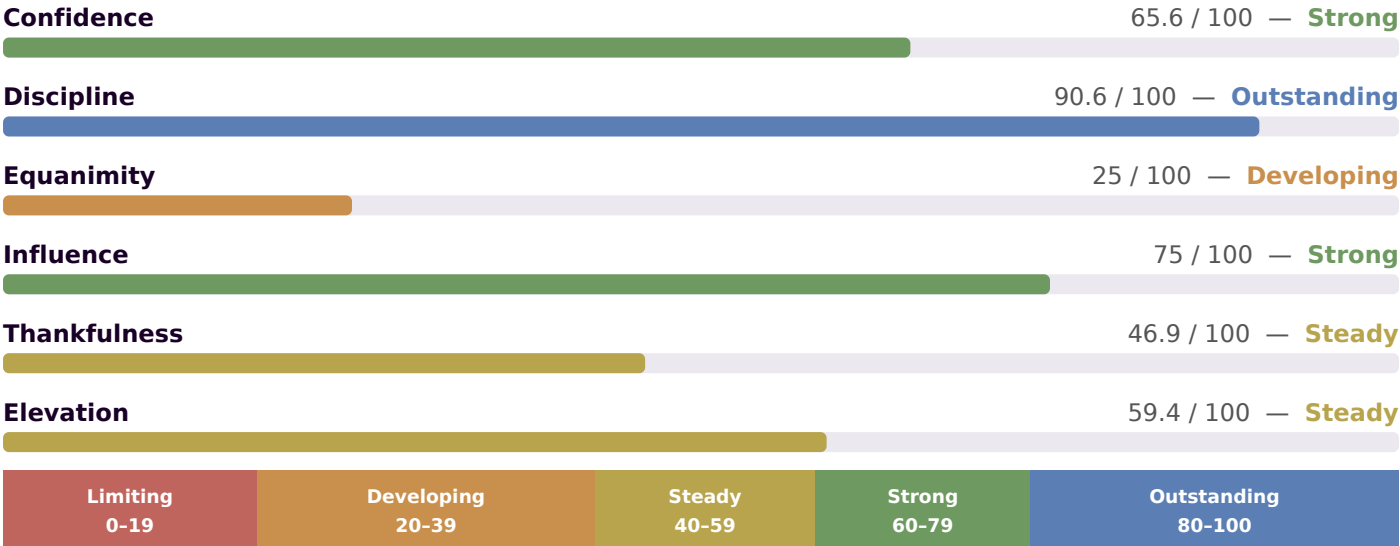
3 July 2026

Your Results at a Glance

OVERALL GRAVITAS QUOTIENT

60.4 / 100

Strong



Scores reflect self-reported patterns at the time of assessment. Every band responds to deliberate practice.

A PERSONAL NOTE

Dear Arjun,

Thank you for investing in yourself with this assessment. Having reviewed thousands of leadership journeys, I can tell you that the single biggest differentiator is not talent — it is the willingness to look honestly at where you stand, and then to work deliberately on it. You have just done the first part.

Your profile shows Discipline as a genuine strength — build on it consciously, because strengths left on autopilot stop compounding. Your greatest leverage right now sits in Equanimity: the micro actions in that section of this report are where I would start, this week, before the momentum of this moment fades.

Gravitas is not given by a title and cannot be faked for long. It is built — one held position, one kept commitment, one composed moment at a time. This report is your map. The walking is yours.

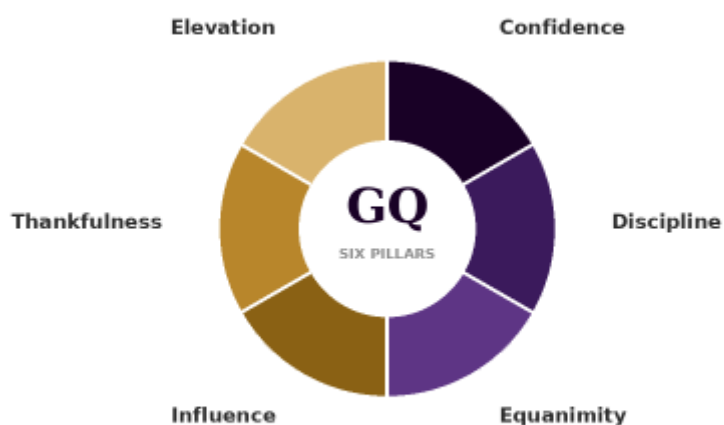
With respect for the journey ahead,

Vivek
Founder - Gravitas Quotient & Executive Coach
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Understanding the Gravitas Quotient

WHAT THIS MEASURES

The Gravitas Quotient (GQ) is a 48-item psychometric self-assessment measuring leadership presence across six pillars, organized in two domains. The Foundation Pillars — Confidence, Discipline, and Equanimity — describe your internal operating system: how you relate to your own judgment, your follow-through, and pressure. The Expression Pillars — Influence, Thankfulness, and Elevation — describe how that internal state translates outward: how you move others, how you relate to what you already have, and what your presence does to the people around you.



FOUNDATION Pillars

- Confidence
- Discipline
- Equanimity

EXPRESSION Pillars

- Influence
- Thankfulness
- Elevation

WHY GRAVITAS

Gravitas, in this framework, is not a title, a tone of voice, or charisma. It is the internal congruence and external presence that causes people to trust your judgment, follow your lead, and feel steadier in your presence — whether or not you hold formal power over them. Titles can compel compliance; only gravitas earns trust. And unlike charisma, which captures attention quickly and fades on contact with pressure, gravitas is built from stable patterns — which means it can be measured, and more importantly, deliberately developed.

HOW TO READ YOUR SCORES

Each pillar is measured by eight statements (half of them reverse-scored to control for response bias) and reported on a 0–100 scale across five development bands: Limiting, Developing, Steady, Strong, and Outstanding. Your scores reflect current self-reported patterns — not fixed traits, and not a verdict. Every pillar in this report responds to deliberate practice, and movement between bands is the expected outcome of focused work, not the exception.

SCOPE

This is a developmental instrument designed for self-reflection and coaching. It is not a clinical or diagnostic tool, and should not be used on its own for employment decisions.

Confidence

65.6 / 100

Strong

DEFINITION

Confidence is self-trust in action: the demonstrated belief that your judgment, voice, and presence are valid — before a guaranteed result confirms it. It is not the absence of doubt; it is the willingness to act, speak, and hold a position while feeling it. It is equally distinct from arrogance, which substitutes self-importance for self-trust and usually masks the very insecurity genuine confidence resolves.

BEHAVIORAL INDICATORS (your current band highlighted)

Limiting	Developing	Steady	Strong	Outstanding
• Avoids starting conversations with unfamiliar people • Changes stated opinions as soon as someone pushes back • Apologizes reflexively even when not at fault	• Speaks up only on fully prepared topics • Makes decisions but re-checks them with others afterward • Holds a position for a while before yielding	• Shares unpopular opinions in a group • Accepts critical feedback without defensiveness • Recovers from setbacks within the same day	• Disagrees respectfully without softening the point itself • Stays composed when publicly challenged • States goals out loud before they are guaranteed	• Takes calculated public risks without seeking reassurance • Holds positions under sustained pushback without losing warmth • Actively builds others' confidence through presence

IMPACT ON LIFE AND WORK

At work, Confidence decides whether you apply for the stretch role, negotiate properly, or stay silent in the meeting where your input would have changed the outcome. Over a career, small repeated under-assertions compound: ideas go unclaimed, promotions go to those who spoke, and your capability is consistently underestimated — including by you. In relationships, low Confidence surfaces as conflict-avoidance and over-apologizing; high Confidence compounds positively, as visibility creates opportunity, which creates further evidence of competence.

THE REAL COST

The real cost is rarely dramatic. It is the slow erosion of your own track record: every swallowed opinion becomes invisible evidence against the confidence you need. Because each instance feels small, the pattern hides — while becoming, in aggregate, the main reason capable people plateau below their ability. There is also a quieter tax: managing how you are perceived, rather than simply acting, is exhausting in a way that resembles burnout but is really the cost of never fully showing up.

YOUR MICRO ACTION STEPS — STRONG BAND

1. In your next three group settings, deliberately create space for the quietest person before adding your own view.

2. Take one visible, calculated risk this quarter — a proposal, a talk, a position — without pre-validating it with anyone.

3. Audit where your confidence may be reading as certainty: ask one trusted colleague where you seem least open to challenge.

Discipline

90.6 / 100

Outstanding

DEFINITION

Discipline is the capacity to act in line with your own stated intentions — independent of mood, convenience, or supervision. It is not rigidity, and it is not motivation: motivation is a feeling that comes and goes; Discipline is what carries you through the days it doesn't show up. It is the reliable gap-closer between what you say you will do and what you actually do.

BEHAVIORAL INDICATORS (your current band highlighted)

Limiting	Developing	Steady	Strong	Outstanding
• Misses self-imposed deadlines regularly • Abandons new habits within days • Leaves tasks unfinished once initial motivation fades	• Follows routines on most days but skips under mild pressure • Completes important tasks at the last minute • Writes goals down but rarely tracks progress	• Maintains a routine across a normal week • Completes important tasks even when unpleasant • Says no to protect stated priorities	• Keeps commitments with no one checking • Plans the week and holds core priorities through changes • Recovers routines quickly after disruption	• Designs systems that make discipline automatic • Maintains consistency through major life disruption • Becomes the standard others measure themselves against

IMPACT ON LIFE AND WORK

Discipline is the pillar that decides whether your other capabilities ever reach the world — a brilliant idea without follow-through stays an idea. In careers, it determines whether trust accumulates with people who can rely on you, and whether long-arc goals get built rather than started. In health, it governs outcomes more than knowledge does: most people already know what is good for them. In relationships, follow-through on small promises, compounded over years, is one of the most reliable predictors of being trusted.

THE REAL COST

The real cost of low Discipline is a particular kind of grief: the accumulation of unfinished versions of a life you actually wanted. Each lapse feels small and forgivable, so the pattern is invisible from inside it — until you look back at years of started-and-abandoned goals and see the common variable. There is also a relational cost: people quietly route important things around someone whose follow-through is inconsistent, producing the confusing experience of feeling capable but being passed over.

YOUR MICRO ACTION STEPS — OUTSTANDING BAND

1. Design one team-level or family-level system this quarter that makes the right behavior the default for others, not just yourself.

2. Check for hidden brittleness: identify which single point of failure (you) your systems depend on, and build one redundancy.

3. Deliberately schedule genuine recovery with the same rigor as work: one fully unstructured half-day per week, protected like a client meeting.

Equanimity

25 / 100

Developing

DEFINITION

Equanimity is the capacity to stay clear-headed and regulated when circumstances are difficult — without suppressing the emotion or being overtaken by it. It is not the absence of stress or fear; equanimous people feel both fully. It is the ability to keep functioning, thinking, and relating well while feeling them. It is equally distinct from suppression, which trades visible composure for a hidden cost that surfaces elsewhere.

BEHAVIORAL INDICATORS (your current band highlighted)

Limiting	Developing	Steady	Strong	Outstanding
• Small setbacks derail the whole day • Reacts to criticism emotionally before thinking it through • Carries stress from one situation into unrelated ones	• Recovers from frustration, but slowly • Handles one stressor but not several at once • Aware of reactivity but unable to interrupt it yet	• Holds composure through difficult conversations • Pauses before reacting to criticism • Functions normally through an ordinary stressful week	• Makes clear decisions during genuine crises • Absorbs sharp criticism without withdrawing • Keeps the same demeanor in good weeks and bad	• Visibly calms tense rooms by presence • Sustains composure through prolonged hardship without burnout • Models recovery in ways that help others bounce back

IMPACT ON LIFE AND WORK

Equanimity is most visible exactly when it matters most — under pressure, in crisis, during conflict — which makes it disproportionately influential on how you are trusted in high-stakes moments. In careers, it often decides who is handed the difficult project, because composure under pressure is rare and highly valued. In relationships, low Equanimity teaches the people close to you to manage your moods rather than relate to you directly. The physiological costs of chronic dysregulation — sleep, stress load, long-term health — are well documented.

THE REAL COST

The real cost of low Equanimity is that it actively undoes work done everywhere else: a single dysregulated moment can overshadow months of consistent behavior, because people remember how you behaved under pressure far more than how you behaved when things were easy. There is also a narrowing effect — avoiding situations that might trigger you means avoiding exactly the stretch opportunities that accelerate growth. Many people carrying this gap experience it first as unexplained exhaustion.

YOUR MICRO ACTION STEPS — DEVELOPING BAND

1. After your next setback, set a deliberate recovery deadline: "I will give this until 6pm, then I re-engage." Shrink the window each time.

2. Before a known stressful event, decide your response in advance: write one sentence describing how you want to show up, and read it just before.

3. Track spillover for two weeks: each evening, note in one line whether stress from one domain leaked into another. Awareness alone reduces it.

Influence

75 / 100

Strong

DEFINITION

Influence is the capacity to move people — toward a decision, a behavior, or a shared standard — without relying on formal authority to compel it. It is distinct from manipulation, which moves people through concealment; genuine Influence works because it leaves the other person more capable, informed, or trusting, not less. It is also distinct from popularity: you can be well-liked and move nothing.

BEHAVIORAL INDICATORS (your current band highlighted)

Limiting	Developing	Steady	Strong	Outstanding
• Struggles to get follow-through on agreed actions • Loses the listener when explaining ideas • Holds back in meetings despite having something useful	• Persuades familiar people but not new audiences • Shares credit inconsistently • Communicates clearly one-on-one, less so in groups	• Builds trust with new teams in reasonable time • Communicates expectations clearly to groups • Owns mistakes without excessive self-criticism	• Persuades skeptics by addressing their real concerns • Delivers hard feedback while preserving the relationship • Sets an example others follow unprompted	• Builds other leaders, not just followers • Standards spread through the team without enforcement • Is sought out before major decisions are made

IMPACT ON LIFE AND WORK

Influence determines how far your ideas, standards, and judgment travel beyond your own desk. Two people with identical expertise diverge sharply on this pillar alone: one sees recommendations adopted and reputation extend into rooms they are not in; the other is right, but not believed. In organizations, this is frequently the real differentiator between technical contributors and people entrusted with scope. Outside work, it shows in whether your family and community look to you when a real decision has to be made.

THE REAL COST

The real cost of low Influence is invisibility at the moments that matter most — the meeting where a good idea is overridden, the direction set without your input. Because the cost appears as someone else's decision rather than your own visible failure, it is easy to misdiagnose as "people don't listen" rather than as patterns that make trust hard to extend. Left unaddressed, competence without corresponding say curdles into disengagement — or into a controlling overcorrection that damages the very trust being sought.

YOUR MICRO ACTION STEPS — STRONG BAND

1. Choose one initiative and lead it entirely through others: set the standard, then measure whether it holds in rooms you are not in.

2. Identify one rising person and sponsor them visibly — put their name forward for something concrete this quarter.

3. Watch your strongest tool: notice one situation where your persuasiveness might be closing a conversation others needed to keep open.

Thankfulness

46.9 / 100

Steady

DEFINITION

Thankfulness is the practiced capacity to notice and register what is already good, sufficient, or working — not as a denial of real problems, but as an accurate accounting alongside them. It is distinct from toxic positivity, which suppresses legitimate concerns; genuine Thankfulness coexists with clear eyes about what is hard. It is also distinct from complacency: appreciating what you have does not mean ceasing to build what is next.

BEHAVIORAL INDICATORS (your current band highlighted)

Limiting	Developing	Steady	Strong	Outstanding
• Defaults to what is wrong with most situations • Discounts good outcomes as luck or others' doing • Struggles to name anything they are grateful for	• Expresses thanks when expected, not spontaneously • Feels gratitude in major events but not daily ones • Notices the good only after someone points it out	• Names good things in ordinary days unprompted • Expresses appreciation to helpers consistently • Finds something positive in setbacks within reasonable time	• Maintains gratitude through genuinely hard stretches • Thanks people who are not expecting it • Practices appreciation as habit, not reaction	• Appreciation is specific and genuine, never generic • Sustains thankfulness through serious adversity • People become more appreciative in their presence

IMPACT ON LIFE AND WORK

Thankfulness sets the baseline emotional tone you bring into every interaction — compounding over time into whether you are experienced as energizing or, even with good intentions, subtly draining. In careers, low Thankfulness shows up as chronic dissatisfaction through real wins, undermining your own sense of momentum. In relationships, whether the people close to you feel appreciated is consistently linked to relationship quality in the wellbeing research. Sustained gratitude practice is associated with measurable gains in sleep, resilience, and reported life satisfaction.

THE REAL COST

The real cost of low Thankfulness is a perceptual tax on every good thing that happens: wins arrive and are discounted, absorbed, or eclipsed by the next problem — so you rarely get to actually experience having achieved what you set out to achieve. Over years, this produces a distinctive exhaustion: succeeding by external measures while feeling like nothing is ever enough. The people around you, meanwhile, quietly feel their efforts go unseen — a goodwill erosion that is hard to trace to any single cause.

YOUR MICRO ACTION STEPS — STEADY BAND

1. Practice gratitude under difficulty: during your next genuinely hard week, keep the evening one-line practice going. That is the week it earns its keep.

2. Once a week, point out something going well in a meeting before raising what needs fixing.

3. Thank one person this month for something older than a year — a lesson, an act of support — that you never properly acknowledged.

Elevation

59.4 / 100

Steady

DEFINITION

Elevation is the measurable positive impact you have on the people around you — the degree to which others feel more capable, encouraged, or significant after an interaction with you. It is distinct from people-pleasing, which avoids honest feedback in order to be liked; genuine Elevation can include hard truths, delivered so the other person is better off for having heard them. It is kindness with intention and consistency behind it.

BEHAVIORAL INDICATORS (your current band highlighted)

Limiting	Developing	Steady	Strong	Outstanding
• Rarely comments on other people's efforts • Conversations center on themselves • Points out flaws before strengths	• Compliments only when obviously warranted • Shows interest in others' goals but drifts back to self • Encourages when asked, not proactively	• Acknowledges effort, not just results • Offers encouragement without being asked • Makes people feel heard in conversation	• Champions others' wins when no one is watching • Includes and lifts the quieter people in the room • Follows up on what matters to others	• Creates environments where people encourage each other • Positive impact persists in their absence • Widely seen as making everyone around them better

IMPACT ON LIFE AND WORK

Elevation determines the reputation you build independent of your own results — whether you are remembered as someone who made others better, or simply as someone who was present while things happened. In careers, it drives whether people want to work with you again, refer you, and advocate for you when you are not in the room — which, over decades, often matters more than any single achievement. In leadership, it separates managers who hit targets from leaders who also develop the people who hit them.

THE REAL COST

The real cost of low Elevation is a quiet relational scarcity: no overt conflict, but people do not go out of their way to be around you, do not think of you first when opportunity arises, and do not spend their own capital advocating for you. The result is a confusing loneliness — not disliked, but not sought out. In leadership roles specifically, it produces technically competent teams without genuine loyalty: people do what is required, nothing more, and leave when they can.

YOUR MICRO ACTION STEPS — STEADY BAND

1. Champion someone in their absence: once this month, advocate for a person's work in a room they are not in, and never mention it to them.
2. Sustain encouragement through someone's hard stretch: pick one person navigating difficulty and check in weekly for a month — brief, consistent, no advice unless asked.
3. Acknowledge effort explicitly when the result failed: once this month, recognize someone's process on something that did not work out.

Your GQ Profile

Beyond individual pillar scores, the *combination* of your strengths and gaps forms a recognizable pattern. Profiles are composites — a lens for self-understanding, not a box.

The Overextended Achiever

High Discipline and Influence, with Equanimity or Thankfulness lagging

WHAT THIS PATTERN LOOKS LIKE

You get things done and move people effectively — but you are running on a thinner margin than the results suggest. Wins rarely register as enough, pressure accumulates quietly, and your effectiveness is being financed, in part, by reserves that are not being replenished.

YOUR SIGNATURE STRENGTHS

Exceptional follow-through, credibility built on delivery, and the ability to align others around a goal. People trust you with responsibility because you have earned it repeatedly.

WHAT TO WATCH

The pattern most likely to break this profile is not failure — it is erosion. Composure and appreciation are the two capacities that keep high output sustainable, and both are currently underfunded. The risk is a slow, hard-to-name depletion that eventually surfaces as burnout, health cost, or a visible loss of composure at exactly the wrong moment.

YOUR HIGHEST-LEVERAGE MOVE

Counter-intuitively, your next level is not more achievement. Prioritize the Equanimity and Thankfulness micro actions in this report for one full quarter — treat them with the same discipline you bring to everything else.

Your 90-Day Development Path

WEEKS 1-2 — ONE PILLAR, ONE ACTION

Choose one pillar — we recommend **Equanimity**, your current highest-leverage area — and begin with the first micro action listed on its page. One action, done daily or weekly as written, beats six started and abandoned.

WEEKS 3-8 — LAYER AND ANCHOR

Once the first action is stable (roughly two weeks of consistency), add the second micro action from the same pillar. Anchor both to existing routines. If a week collapses, restart the next day without renegotiating the commitment — recovery speed matters more than an unbroken streak.

WEEKS 9-12 — EXTEND AND MEASURE

Add the third action, and begin noticing second-order effects: pillars are interdependent, and progress in one (particularly the Foundation Pillars) typically lifts others without direct work. Note specific moments — a meeting, a conversation, a decision — where you behaved differently than you would have twelve weeks earlier.

DAY 90 — RETAKE AND REDIRECT

Retake the assessment at gravitasquotient.com and compare band movement. Expect visible movement in your focus pillar and smaller shifts elsewhere. Then choose the next focus — your development path is iterative by design.

WORKING WITH A COACH

This report is designed to be self-directed — and it becomes considerably more powerful in structured coaching, where the patterns behind your scores can be explored, challenged, and worked live. To discuss a debrief session or a coaching engagement, write to support@gravitasquotient.com.

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ABOUT THE CREATOR



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EXECUTIVE COACH

"Best Leadership Coach (2021)" — Entrepreneurs Forum of India

Vivek Singh is a globally recognized executive coach and leadership advisor to CEOs, CXOs, and high-impact leaders. He was honored as **Best Leadership Coach (2021)** by the Entrepreneurs Forum of India.

He is the author of *By the Flowing River*, a national bestseller published by Pan Macmillan, and has contributed to shaping high-stakes public communication through his work with the Prime Minister's Office (PMO), India.

Vivek is the co-creator of **Master the Stage**, an advanced public speaking program for leaders, and has served as the official coach for TEDx at IIT Delhi. He is also the founder of the **Gravitas Quotient (GQ) Leadership Profiling System**, a proprietary framework for measuring and developing executive presence.

His peak-performance system, the **MG Planner**, is used by high achievers globally to drive clarity, focus, and execution. Vivek's clients include Fortune 500 CEOs, senior executives, and leading entrepreneurs.

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