

First, here is our list of nine motivators. Remember, these are just nine examples to use for this exercise:

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| 1. Status | Seeking recognition/admiration/respect |
| 2. Power | Seeking control of people/resources |
| 3. Material Rewards | Seeking possessions/wealth/high standard of living |
| 4. Autonomy | Seeking independence/ability to make decisions |
| 5. Expertise | Seeking accomplishment in a specialized field |
| 6. Creativity | Seeking innovation/being identified with original output |
| 7. Affiliation | Seeking fulfilling relationships |
| 8. Search For Meaning | Seeking things of value for their own sake |
| 9. Security | Seeking a solid/predictable future |

From the list above, select the item that you think motivates you the most: _____

Using the chart below, compare the items and insert the number that motivates you more:

1 or 4		1 or 3		1 or 2	
1 or 5		2 or 5		1 or 9	
2 or 3		2 or 6		2 or 9	
2 or 7		4 or 7		2 or 9	
3 or 4		5 or 8		3 or 8	
3 or 7		5 or 9		4 or 2	
4 or 8		6 or 3		4 or 5	
5 or 6		7 or 1		4 or 6	
6 or 7		7 or 8		5 or 3	
6 or 9		8 or 6		5 or 7	
8 or 1		9 or 8		6 or 1	
9 or 7		9 or 4		9 or 3	