

## What Motivates You?

Tapping into what motivates us internally (intrinsic motivators) can help us understand ourselves and align our goals accordingly. We are also driven by external factors (extrinsic motivators) which play a part in our behaviour. Use this checklist to identify what motivates you.

Name: \_\_\_\_\_

Date: \_\_\_\_\_

	Motivator	Description (Please circle it)	Score 1-10
1	Financial gain	Making money, bonuses, financial reward, debt repayment	
2	Material	Possessions, what money can buy for you	
3	Competition	Winning, hitting targets	
4	Goal attainment	Achieving personal best, goals, milestones	
5	Ambition	Promotion, professional advancement, status, reputation	
6	Challenge	Overcoming obstacles, hurdles, blockers	
7	Learning	Pursuit of knowledge, continuous learning, curiosity	
8	Recognition	Public praise, thanks, recognition of others/peers	
9	Idealism	Pursuit of perfection, altruism, ideal world, ethics	
10	Power	Control, oversight of things and people	
11	Leadership	Leading, influencing, responsibility, authority	
12	Management	Organising things and people, responsibility	
13	Autonomy	Freedom, self-determination, resisting control	
14	Relationships	Human interaction, sociability, collaboration	
15	Reflection	Solitude, time to think, contemplation, working alone	
16	Detail	Understanding specifics, granular detail	
17	Strategic	Big picture thinking, understanding trends	
18	Logical	Facts, figures, comparisons, proof	
19	Service	Helping others, meeting needs, serving, people/ customers first	
20	Organisation	Being organised, scheduled, planned, structured	
21	Flexibility	Open ended, casual, flexible, pressure prompted	
22	Enjoyment	Fun, pleasurable activities, experience	
23	Life Partner	Affection, loving relationship	
24	Teamwork	Camaraderie, belonging, shared experiences	
25	Spiritual	Faith, meaning, purpose, self actualisation	
26	Personal Growth	Knowledge of self, identity, feedback, self fulfilment,	
27	Donating	Causes, giving back, charity, donating time and money	
28	Security	Stability, structure, low risk taking, dislike of uncertainty	
29	Adventure	Risk taking, unknowns, adventurous spirit	
30	Excellence	Competency, quality, world-class	
31	Entrepreneurial	Creativity, innovation, change, inspiration	
32	Teaching	Imparting knowledge and experience, developing others	
33	Having a voice	Respected, being listened to, debate	
34	Justice	Equality, fairness	
35	Wellbeing	Health, wellness	
36	Legacy	Making a difference, leaving a trail	
37	Fear	Afraid of conflict, pain, fear of mission out	
38	Pressure	Pressure from self, manager, partner, family, peers	
39	Other		