

# MOTIVES QUIZ

1 - strongly disagree | 2 - disagree | 3 - neither agree nor disagree | 4 - agree | 5 - strongly agree

## ACHIEVEMENT ORIENTATION

I work hard to improve my performance.	1	2	3	4	5
At work, I prefer jobs that have specific, measurable goals.	1	2	3	4	5
I accept responsibility easily.	1	2	3	4	5
I get completely involved in the task at hand and don't stop until it's complete.	1	2	3	4	5
I do my best in jobs that are very challenging.	1	2	3	4	5
It's important for me to make unique accomplishments.	1	2	3	4	5
I like reading self-help and instructional "how-to" books.	1	2	3	4	5
In my free time, I prefer self-enhancement projects, like learning to code software or learning a new language.	1	2	3	4	5
TOTAL SCORE ON ACHIEVEMENT					<input style="width: 50px; height: 20px; border: 1px solid red;" type="text"/>

## AFFILIATION ORIENTATION

I go out of my way to make new friends at work.	1	2	3	4	5
I prefer working on a team to working alone.	1	2	3	4	5
I become interested in the lives of those with whom I work.	1	2	3	4	5
I often help people and console them when they're down.	1	2	3	4	5
It is important to me to be liked by other people.	1	2	3	4	5
Many of the people I work with are also my friends.	1	2	3	4	5
I like reading fiction, and prefer books with well-developed characters.	1	2	3	4	5
In my free time, I attend parties, and other social activities that involve family and friends.	1	2	3	4	5
TOTAL SCORE ON AFFILIATION					<input style="width: 50px; height: 20px; border: 1px solid red;" type="text"/>

## POWER ORIENTATION

It's important to me to get people to agree with my point of view.	1	2	3	4	5
I enjoy running clubs and organizations.	1	2	3	4	5
An objective of mine is to gain more control over the events around me.	1	2	3	4	5
I am verbally fluent and persuasive.	1	2	3	4	5
I enjoy offering advice to others.	1	2	3	4	5
I like reading political and historical biographies.	1	2	3	4	5
In my free time, I seek positions of leadership in the community.	1	2	3	4	5
I attend prestigious events.	1	2	3	4	5
TOTAL SCORE ON POWER					<input style="width: 50px; height: 20px; border: 1px solid red;" type="text"/>

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# MOTIVES QUIZ (CONT'D)

1 - strongly disagree | 2 - disagree | 3 - neither agree nor disagree | 4 - agree | 5 - strongly agree

## AUTONOMY ORIENTATION

It's important to me to determine my work priorities.	1	2	3	4	5
I want to pick my team members versus having them assigned to me.	1	2	3	4	5
I would rather take more time struggling through a problem myself than have someone tell me the answer.	1	2	3	4	5
I am a self-starter with an entrepreneurial mind-set.	1	2	3	4	5
I believe that it's my boss's job to clarify the direction, but it's my job to determine how the work gets done.	1	2	3	4	5
I do my best work when I have ample freedom to run with ideas and projects.	1	2	3	4	5
I like reading inspirational books with strong, well-developed characters.	1	2	3	4	5
In my free time, I pursue self-directed activities such as reading, home-improvement, hiking, and working out.	1	2	3	4	5
TOTAL SCORE ON AUTONOMY					<input type="text"/>

## PURPOSE ORIENTATION

I can articulate my values and have chosen work that fits into them.	1	2	3	4	5
For me to get excited about a company, it must embrace a cause that's greater than merely making money.	1	2	3	4	5
If a company's culture isn't aligned with my values, I won't work there, even if the incentive structure is outstanding.	1	2	3	4	5
Business can be a tremendous force of positive change in the world.	1	2	3	4	5
I like reading books that highlight the social impact that companies can make on society.	1	2	3	4	5
I have read books and/or conducted exercises to help me better understand my own purpose and mission.	1	2	3	4	5
In my free time, I volunteer and lead causes and events that are important to me.	1	2	3	4	5
I like to discuss my values and purpose with others and learn about theirs.	1	2	3	4	5
TOTAL SCORE ON PURPOSE					<input type="text"/>

## COMPARE YOUR SCORES

TOTAL SCORE ON ACHIEVEMENT	<input type="text"/>
TOTAL SCORE ON AFFILIATION	<input type="text"/>
TOTAL SCORE ON POWER	<input type="text"/>
TOTAL SCORE ON AUTONOMY	<input type="text"/>
TOTAL SCORE ON PURPOSE	<input type="text"/>

