

# THE MOTIVATORS AND VALUES REPORT

## IDENTIFY THE "DRIVERS" OF YOUR MOTIVATION

### Seven Universal Dimensions of Motivators Are The "Why" of Human Performance

#### MOTIVATORS AND VALUES ARE DRIVERS

*The Motivators and Values Assessment* tells you **WHY** you **behave HOW** you do. Measuring and understanding how and why someone will behave is vital to predicting the performance of job applicants, optimizing employee performance, building top performing teams, uncovering the source(s) of communicative dysfunction and developing leaders with self-awareness. This accurate information is valuable to your **résumé writer and career coach for showcasing in your résumé and cover letters, as well as with interview coaching and career management.**

**Those who understand their natural motivators better are far more likely to pursue the right opportunities, for the right reasons, and get the results they desire.**

#### GOAL SETTING AND ACHIEVEMENT

Your *Motivators and Values Report* does all the hard work for you by presenting its findings clearly in layperson terminology. When people realize why they do what they do helps to define activities that are appealing to them. When setting goals for yourself, or even with helping others set goals, it helps to know why one would want to achieve the goal in the first place. What is it that the goal addresses that is important to them, or you? Setting a goal that provides monetary rewards to one person may not deliver the anticipated motivation or inspire superior performance of another. Similarly, incentivizing a person with promises of developing better relationships and making improvement in society may be important to some, but may not be the best way to motivate another person. Being aware of and understanding a person's natural motivation style helps ensure that goals are resonating with them maximally.

**It is vital for superior performance to ensure that your motivations are satisfied by what you do. This drives your passion, reduces fatigue, inspires you and increases your drive to succeed.**

#### KNOW WHAT EMPLOYERS KNOW

Placing a person in an ideal role requires awareness of the following four aspects:

- What the job requires
- What the job provides
- What the person requires
- What the person provides

#### SEVEN UNIVERSAL DIMENSIONS OF MOTIVATORS

*The Motivators and Values Assessment* measures the seven dimensions of motivation and provides a detailed analysis by addressing the important differences among your drivers.

- **THEORETICAL** - Knowledge, Understanding
- **REGULATORY** - Structure, Order, Routine
- **INDIVIDUALISTIC** - Independence, Uniqueness
- **AESTHETIC** - Form, Beauty, Balance
- **ECONOMIC** - Practical Results, Money, ROI
- **POLITICAL** - Control, Power, Influence
- **ALTRUISTIC** - Service, Helping Others

**Research shows that the most successful people share the common trait of self-awareness. They recognize the situations that will make them successful, and this makes it easy for them to find ways of achieving objectives that resonate with their motivations.**

#### RESULTS / BENEFITS

Your Values, Motivators, and Personal Preference Report applies specifically to the successful performance of an individual and can yield important results and valuable benefits in several areas of professional development:

- Understand why you gravitate to certain activities
- Targets reasons you will excel in specific environments.
- Helps you prepare for job interviews
- Provides your résumé writer and career coach with knowledge of your driving forces to showcase in your personal marketing materials.

**Knowing what drives, motivates, inspires and is deemed important by a person is a vital first step in improving performance, satisfaction, and happiness in life.**

Realizing, understanding, and articulating your motivators are essential in today's competitive marketplace.

*Provided by:*