



## Stressors/ Dissatisfiers for Each Motivator

<p><b><u>Theoretical/ Knowledge:</u></b> <i>"The Learner's Soul"</i> Passion for Knowledge <b>Stressors/ Dissatisfiers:</b></p> <ul style="list-style-type: none"> <li>• Inability to learn and build expert status.</li> <li>• Emotional subjective experiences with no rational justification</li> <li>• Inability to discover truth, understanding or knowing around a topic.</li> </ul>	<p><b><u>Utilitarian/ Economic:</u></b> <i>"The Business Person's Soul"</i> Passion for Business &amp; Making Money <b>Stressors/ Dissatisfiers:</b></p> <ul style="list-style-type: none"> <li>• Wasted resources, time and material.</li> <li>• Investments with inadequate or no return.</li> <li>• Lack of efficiency</li> </ul>	<p><b><u>Individualistic/ Political:</u></b> <i>"The Power Player's Soul"</i> Passion for Leading, Being in Front <b>Stressors/ Dissatisfiers:</b></p> <ul style="list-style-type: none"> <li>• Actual or perceived diminishing/loss of power.</li> <li>• Inability to advance.</li> <li>• Lack of respect for position and chain of command.</li> </ul>
<p><b><u>Social/ Altruistic:</u></b> <i>"The Helping Others Soul"</i> Passion for Service &amp; Helping Others <b>Stressors/ Dissatisfiers:</b></p> <ul style="list-style-type: none"> <li>• Too much emphasis on bottom-line results.</li> <li>• Decisions and actions that are insensitive to people.</li> <li>• People who are hurting or in pain in any way.</li> </ul>	<p><b><u>Traditional/ Regulatory:</u></b> <i>"The Process and Order Soul"</i> Passion for Enforcing 'the Rules' <b>Stressors/ Dissatisfiers:</b></p> <ul style="list-style-type: none"> <li>• Close mindedness by others.</li> <li>• Lack of directions, order, structure.</li> <li>• Opposition to their beliefs.</li> </ul>	<p><b><u>Aesthetic:</u></b> <i>"The Balanced and Sensitive Soul"</i> Passion for Creativity &amp; Beauty <b>Stressors/ Dissatisfiers:</b></p> <ul style="list-style-type: none"> <li>• Chaos and disturbance around them and lack of balance and rest.</li> <li>• Too much objective focus.</li> <li>• Inability to express feelings.</li> </ul>

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<http://www.pricelessprofessional.com/motivation-in-the-workplace-directory.html>