

<u>Top Scoring Motivators</u> <u>Descriptors - My #1 & #2:</u>	<u>Motivator:</u>	<u>Lowest Scoring Motivators</u> <u>Descriptors - My #6:</u>
The Learner. Love of knowledge. Intellectual.	<u>Theoretical</u> Knowledge	Instinctive. Seeks knowledge as needed. <i>(Stress=having to participate in theoretical situations)</i>
The Business Person. Bottom line & ROI. Practical.	<u>Utilitarian</u> Utility	Selfless. Give freely w/out expectation of a return. <i>(Stress=being judged mostly on efficiency)</i>
Balance & Harmony Seeker. Subjective. Surroundings.	<u>Aesthetic</u> Surroundings	Objective. Functionality. <i>(Stress=taking time to smell the roses)</i>
Serving Others. Altruistic to all. Remove pain.	<u>Social</u> Others	Intentional. Service for a specific purpose. <i>(Stress=all rewarded equally, emotional decisions)</i>
Power Player. Status, advance, recognition.	<u>Individualistic</u> Power	Collaborative. Supporting role. <i>(Stress=high profile work, working alone)</i>
Process & Order Keeper. Proven approaches.	<u>Traditional</u> Methodologies	Receptive. New ideas, methods, opportunities. <i>(Stress=routine, unchangeable systems)</i>