



Stressors/ Dissatisfiers for Each Motivator

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

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