



How Each Motivator Will Focus

<p><u>Theoretical/ Knowledge:</u> <i>"The Learner's Soul"</i> Passion for Knowledge</p> <ul style="list-style-type: none"> • Self Focus • Will thrive if you can: research, learn, spend time in mental enrichment activities • Will use objective reasoning • Wants: higher education, certification 	<p><u>Utilitarian/ Economic:</u> <i>"The Business Person's Soul"</i> Passion for Business & Making Money</p> <ul style="list-style-type: none"> • Self Focus • Will thrive if you can: be efficient, make \$\$\$, make the rules and decisions • Will do something and expect a return (also a sales person characteristic) • Wants: financial reward, capitalism, results 	<p><u>Individualistic/ Political:</u> <i>"The Power Player's Soul"</i> Passion for Leading, Being in Front</p> <ul style="list-style-type: none"> • Self Focus • Will thrive if you can be independent and think outside the box • Will be a great connector of people and likes networking • Wants to advance and control own destiny
<p><u>Social/ Altruistic:</u> <i>"The Helping Others Soul"</i> Passion for Service & Helping Others</p> <ul style="list-style-type: none"> • Others' Focus • Will thrive if you can give, coach, teach, serve and help others. • Will be a great listener and people will share easily • Wants to give and expects nothing in return 	<p><u>Traditional/ Regulatory:</u> <i>"The Process and Order Soul"</i> Passion for Enforcing 'the Rules'</p> <ul style="list-style-type: none"> • Systems' Focus • Will thrive if you can enforce conformity for the 'higher good' • Will fight to preserve your beliefs • Will want rituals, rules and practices in place 	<p><u>Aesthetic:</u> <i>"The Balanced and Sensitive Soul"</i> Passion for Creativity & Beauty</p> <ul style="list-style-type: none"> • Others' or Self Focus • Will thrive if allowed creative expression • Will be subjective and feelings focused • Wants personal development and ability to express feelings

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