



Introduction

About This Report

Research conducted by Innermetrix 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. They also understand their limitations and where they are not effective and this helps them understand what does not inspire them or what will not motivate them to succeed. 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.

This report measures seven dimensions of motivation. They are:

- **Aesthetic** - a drive for balance, harmony and form.
- **Economic** - a drive for economic or practical returns.
- **Individualistic** - a drive to stand out as independent and unique.
- **Political** - a drive to be in control or have influence.
- **Altruistic** - a drive for humanitarian efforts or to help others altruistically.
- **Regulatory** - a drive to establish order, routine and structure.
- **Theoretical** - a drive for knowledge, learning and understanding.

The Elements of the Values Index

This Values Index is unique in the marketplace in that it examines seven independent and unique aspects of value or motivation. Most other values instruments only examine six dimensions of value by combining the Individualistic and Political into one dimension. The Values Index remains true to the original works and models of two of the most significant researchers in this field, thus delivering to you a profile that truly helps you understand your own unique motivations and drivers.

Also, the Values Index is the first to use a click & drag approach to ranking the various statements in the instrument, which makes taking the instrument more intuitive, natural and in the end you can actually create the order you see in your mind on the screen. Finally, the Values Index instrument contains the most contemporary list of statements to make your choices more relevant to your life today, which helps ensure the most accurate results possible.

A closer look at the seven dimension

Values help influence behavior and action and can be considered somewhat of a hidden motivation because they are not readily observable. Understanding your values help to tell you why you prefer to do what you do. 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 drive.

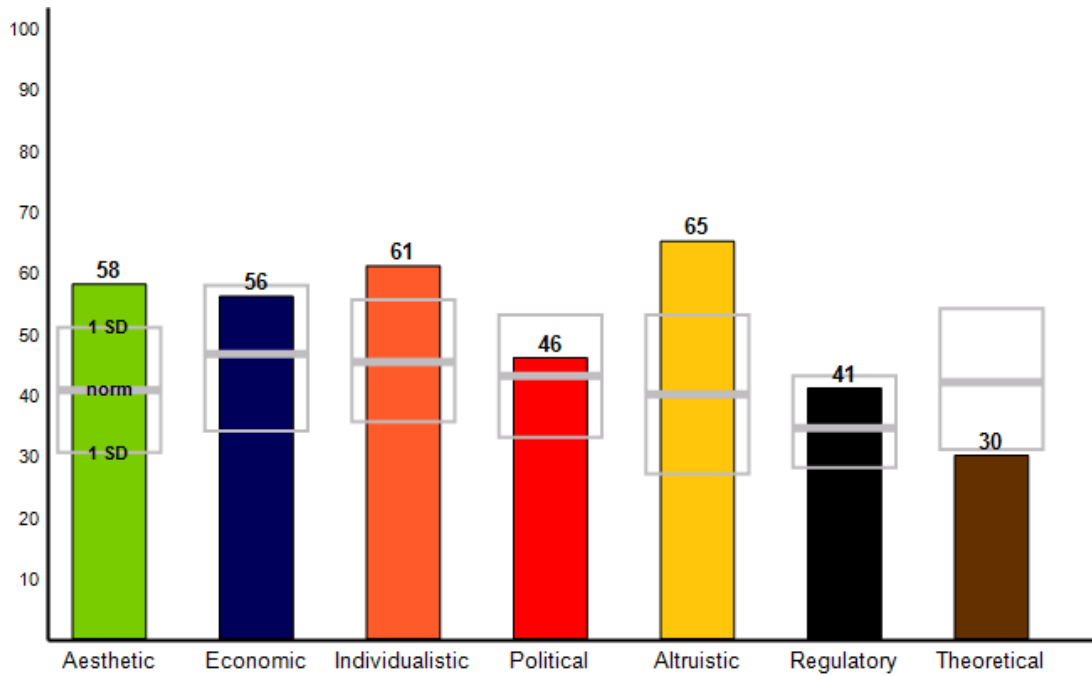
Value	The Drive For
Aesthetic	Form, Harmony, Beauty, Balance
Economic	Money, Practical results, Return
Individualistic	Independence, Uniqueness
Political	Control, Power, Influence
Altruistic	Altruism, Service, Helping others
Regulatory	Structure, Order, Routine
Theoretical	Knowledge, Understanding

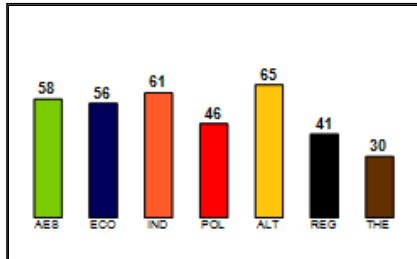


Seven Dimensions of Values and Motivation

Executive Summary of Sample's Values

High Aesthetic	Very much prefers form, harmony, and balance. Likely a strong advocate for green initiatives and protecting personal time and space.
Average Economic	Able to perceive and create a balance between the need for economic return, and other needs as well.
High Individualistic	Has no problem standing up for own rights, and may impart this energy into others as well.
Average Political	Flexible, able to take or leave the power or clout that comes with the job title or assignment.
High Altruistic	A high desire to help others learn, grow, and develop.
Average Regulatory	Able to balance and understand the need to have structure and order, but not paralyzed without it.
Average Theoretical	Able to balance the quest for understanding and knowledge with the practical needs of a situation.





The Aesthetic Dimension: The main motivation in this value is the drive to achieve balance, harmony and find form or beauty. Environmental concerns or "green" initiatives are also typically prized by this dimension.

General Traits:

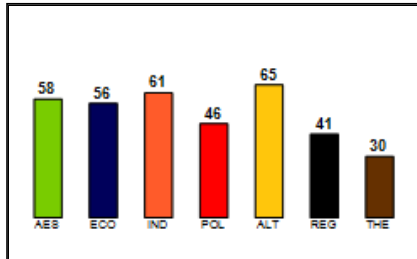
- Appreciates and supports efforts at conservation and preservation.
- Supports creativity in others and promotes form and harmony in the work environment.
- Finds rewards not just from pay for work, but in results that help protect the environment or achieve better balance in life or the world.
- Tends to appreciate the finer things in life (e.g., these may include design, clothes, music, art, etc.), but for their aesthetic value rather than any status reasons.
- You like to express yourself in artistic or creative ways.

Key Strengths:

- Tends to look for what is beautiful in any subject rather than what is ugly.
- Will bring a creative outside view to discussions.
- Often seen as one who shows interpersonal empathy in dealing with others.
- Tends to want more than just the typical job satisfaction. May want more work/life balance, more creativity and more aesthetically pleasing surroundings.
- Demonstrates high personal and professional regard for others on the team.

Motivational Insights:

- Your open acceptance of ideas from others may also open situations that are less than optimal, and you may get 'burned' in the process.
- Support willingness to bring form or harmony to haphazard systems or workspace areas.
- Offer ample opportunity for adjustments in surroundings and approaches to getting things done.
- Allow for outside activities other than strictly work related all the time.
- Make sure the environment allows for creative expression.



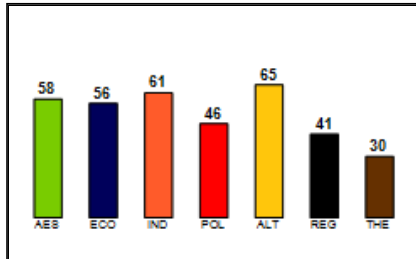
The Aesthetic Dimension: The main motivation in this value is the drive to achieve balance, harmony and find form or beauty. Environmental concerns or "green" initiatives are also typically prized by this dimension.

Training/Learning Insight :

- Link new knowledge to new ways to be creative or achieve better harmony and balance in work and life.
- You have the ability to connect training and development to other's needs and interests.
- As you learn new things in training or professional development attempt to link those to your ability to see new or creative solutions in the future.

Continual Improvement Insights:

- May need to focus on the practical or economic side of an issue more frequently.
- Could use the creative mode as a safety blanket to avoid having to be overly practical.
- Could benefit from being a little more pragmatic.
- Remember that it is OK that some don't appreciate artistry, balance or harmony as much as you.
- Could get lost in creativity and imagination if not kept somewhat reined in and on target.



The Economic Dimension: This dimension examines the motivation for security from economic gain, and to achieve practical returns. The preferred approach of this dimension is a professional one with a focus on bottom-line results.

General Traits:

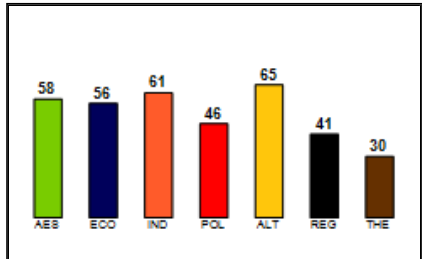
- The pattern of responses when compared to others in the business community indicates that there would be no visible "greed factor" in the interaction Sample has with others.
- This score should not be confused with average economic achievement. Many executives and others who score in this area may have already achieved substantial economic goals of their own. As a result, money itself may no longer motivate like it used to be
- The drive and motivational factors which tend to lead people who score like Sample should be measured against other peaks on the Values graph.
- Since the majority of people score near the mean, this indicates an economic motivation much like that of the average American businessperson.
- Regarding the Economic score, Sample would be considered rather practical and realistic about money.

Key Strengths:

- What motivates people who score like Sample? It's more than money alone; it's some of the other peaks that occur on the Values graph.
- Good team player in helping others with projects and initiatives without requiring an economic return of his own.
- Not an extremist and therefore a stabilizing force when economic issues emerge.
- Able to balance both needs and perspectives of those with substantially different economic drives.
- Tend to be good team players especially because they do not try to compete to the extent of creating dissension within the group, team or office.

Motivational Insights:

- Remember that this score range is near the national mean for Economic drive, and that Sample doesn't score as an extremist on this scale.
- Utilize the perspective that Sample brings to the team in being able to balance the viewpoints of the high and lower Economic drives.
- Remember that Sample may be motivated by other things in addition to the paycheck. Be certain to recognize some of these other motivational areas within the workplace.
- Review the Values graph to determine other specific areas of higher drive factors as well as areas where drives are lower, or have already been satisfied.
- Avoid measuring Sample's performance by economic scales only.



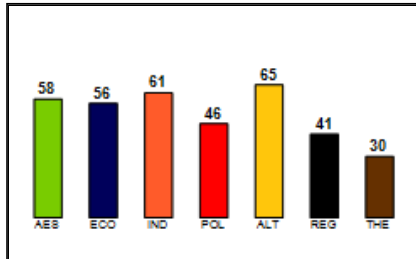
The Economic Dimension: This dimension examines the motivation for security from economic gain, and to achieve practical returns. The preferred approach of this dimension is a professional one with a focus on bottom-line results.

Training/Learning Insight :

- Typically doesn't come to the training session asking, 'How much more am I going to earn as a result of this course?'
- May be somewhat flexible in preferences both cooperative and competitive learning activities.
- Because this score is near the national mean, please check other Values graph peaks and troughs to obtain additional professional development insights.
- Scores like those who engage in training and development activities in a supportive manner.

Continual Improvement Insights:

- Assist in those areas or projects where there may be greater financial reward.
- Allow space for those with higher economic drive factors to demonstrate their strengths or voice their ideas.
- If there is already a level of economic comfort, Sample may need to allow greater voice to those who haven't yet achieved their own economic comfort zone.
- There may be times when Sample may need to take a stronger stand on some issues related to economic drives or incentives.



The Individualistic Dimension: The Individualistic dimensions deals with one's need to be seen as unique, independent, and to stand apart from the crowd. This is the drive to be socially independent and have opportunity for freedom of personal expression.

General Traits:

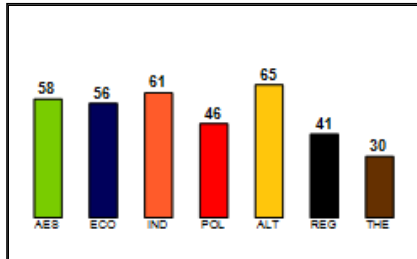
- Many who score in this range like to invent new things, design new products, and develop new ideas and procedures.
- Brings a lot of energy that needs to be put to good use.
- Enjoys working in his own way and own methods.
- Likes to have his own niche; the place where he can excel.
- This high individualism may be demonstrated in creative problem solving and a higher risk-taking attitude.

Key Strengths:

- Brings creative ideas.
- Realizes that we are all individuals and have ideas to offer.
- Not afraid to take calculated risks.
- Some enjoy making presentations to small or large groups, and are generally perceived as engaging presenters by their audiences.
- Ability to take a stand, and not be afraid to be different in either ideas or approaches to problem solving.

Motivational Insights:

- Allow bandwidth to grow and experiment with new projects, ideas, and responsibilities.
- Many people who score like Sample enjoy making presentations to small or large groups. Explore this possibility.
- Remember to build in a continuous opportunity to learn and progress.
- Be open to new ideas Sample may offer, and realize that he may do things a bit differently than standard operating procedure.
- Allow freedom to make his own decisions about how an assignment should be completed.



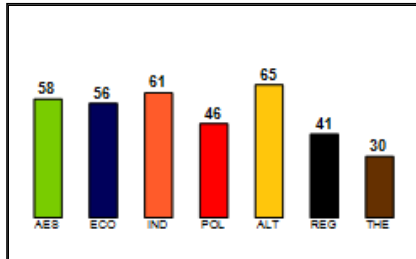
The Individualistic Dimension: The Individualistic dimensions deals with one's need to be seen as unique, independent, and to stand apart from the crowd. This is the drive to be socially independent and have opportunity for freedom of personal expression.

Training/Learning Insight :

- Learning and professional development activities should be flexible, having a wide variety of options.
- Attempt to provide enough creative space for him to express his uniqueness.
- Allow for some experimental or non-routine types of options.
- Link some of the benefits of the learning activity to enhancing ability to make a special and unique contribution to the team.

Continual Improvement Insights:

- Sometimes the very unique approaches do not always result in complete success, and may sometimes cause conflict with others if sensitivity is not used.
- Sometimes individuals with this high Individualistic score if in a presentation situation, may spend excess time telling (or selling) the audience on their own uniqueness, rather than discussing the topic of the presentation.
- Potential value clashes with others may be reduced through increased awareness and sensitivity to the needs of others.
- May need to remember that his good ideas aren't the only good ideas.
- May need to listen more to others and speak less.



The Political Dimension: This drive is to be seen as a leader, and to have influence and control over one's environment or success. Competitiveness is often associated with those scoring high in this motivation.

General Traits:

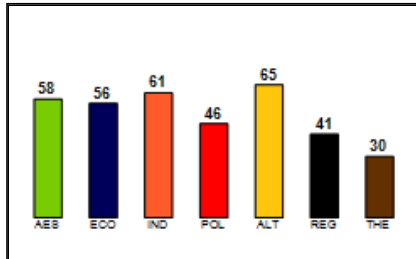
- A score near the mean indicates that the Political (power seeking) drive is not a primary motivational factor.
- Has the ability to take or leave the control-factors of group leadership roles.
- Brings a sense of balance to some power-issues that may emerge occasionally.
- Demonstrates flexibility in being able to lead a team when necessary, and to support the team when necessary.
- Shows an appropriate balance between seeking leadership roles and supporting roles without being an extremist in either direction.

Key Strengths:

- Brings flexibility to the team. Able to lead when asked, but able to support when asked as well.
- A stabilizing force on the team.
- Able to appreciate the needs of both the higher and lower Political individuals on the team.
- Perceived by others on the team as neither dictatorial nor dependent with regard to team projects and goals.
- Shows appropriate respect to leaders of a project, as well as ability to offer suggestions for change.

Motivational Insights:

- Remember that Sample has the ability to be a stabilizing agent between high-control and high-support on special team functions and initiatives.
- Sample brings a power seeking drive typical of many business professionals, since his score is very near the national mean on this scale.
- Ask Sample for input in order to gain a middle-of-the-road insight and understanding of work related issues.
- Review other Values drives that might be higher or lower than the Political score in this report in order to gain a greater understanding of specific keys to managing and motivating.



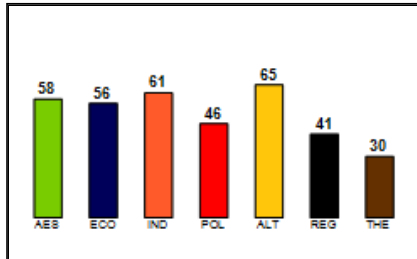
The Political Dimension: This drive is to be seen as a leader, and to have influence and control over one's environment or success. Competitiveness is often associated with those scoring high in this motivation.

Training/Learning Insight :

- Scores like those who are supportive of a variety of professional development activities.
- Will respond with flexibility to either cooperative or competitive team activities.
- Scores like those who participate openly in training activities without trying to dominate the event.
- Shows ability to lead a training event as well as support and participate.

Continual Improvement Insights:

- May need to shift gears into either a more supportive role or a greater leadership role at times.
- When issues of team leadership emerge, he may need to take a more visible stand on some problem-solving situations.
- Examine other Values drives in this report in order to gain increased understanding of areas for continuous improvement.



The Altruistic Dimension: This drive is an expression of the need or drive to benefit others in a humanitarian sense. There is a genuine sincerity in this dimension to help others, give of one's time, resources and energy, in aid of others.

General Traits:

- A high sincerity-factor and helping attitude is demonstrated in the things you do.
- Openly shares Altruistic love or appreciation for others.
- Finds value in work, beyond just a paycheck, especially when it aids others.
- Enjoys connecting with others on a personal level rather than just a professional one.
- High need to help and support others on their own pathway to success.

Key Strengths:

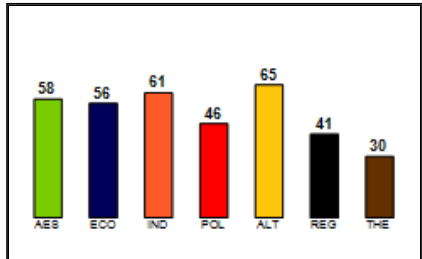
- Is a social person more than solitary, and likes networking.
- Likely to go beyond the call to support or service others.
- Often very aware of what others need, even when not stated by them.
- Always willing to share time, talent, and energy to help the organization or the cause.
- Treats others with high personal regard and respect.

Motivational Insights:

- Could be more easily taken advantage of by others because of your sincerity and desire to be helpful.
- Support the innate willingness to share time and talent with others in the organization.
- Provide flexibility to allow for helping others on the team.
- Allow ample personal time for whatever giving activities exist outside of work.
- Provide an environment in which there is opportunity to help others achieve and grow professionally.



Your Altruistic Drive (Cont.)



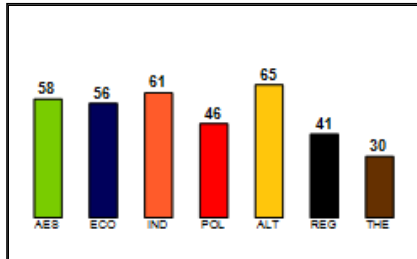
The Altruistic Dimension: This drive is an expression of the need or drive to benefit others in a humanitarian sense. There is a genuine sincerity in this dimension to help others, give of one's time, resources and energy, in aid of others.

Training/Learning Insight :

- Learning and development should be linked to the potential to help others.
- Link courses and training to the knowledge gained that may potentially be shared with others on the team, or externally.
- Training and professional development will assist in personal growth and development, and in being better at any job role.

Continual Improvement Insights:

- May need to say "no" more often.
- Could benefit from resisting the urge to go into teaching mode unless clearly desired by others.
- Can lose focus on personal work in favor of helping others with theirs.
- Watch to ensure that your giving nature is not abused or taken advantage of.
- Can give away too much time, talent and energy.



The Regulatory Dimension: The Regulatory drive indicates one's drive to establish order, routine and structure. This motivation is to promote rules and policies, a traditional approach and security through standards and protocols.

General Traits:

- Strikes a good balance between respecting individual needs, and those of the group.
- Moves freely and effectively between the rebels and the rule-follower's in a group.
- Accepting of authority, but not bound by it blindly.
- Good at seeing the details, but not likely to get lost in them.
- Appreciates some structure, but not too much.

Key Strengths:

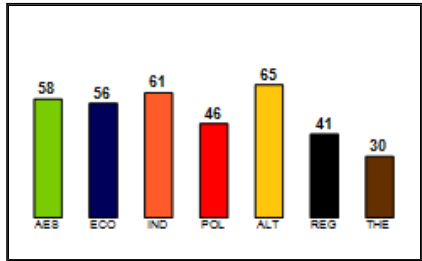
- Is very flexible when it comes to dealing with very little or too much structure.
- Not overly rigid in the need for order and structure.
- Situationally aware of when rules must be followed and when they should not be.
- Good at providing order and structure where it is required.
- Can challenge protocol and be creative if the situation demands it enough.

Motivational Insights:

- Utilize Sample to help bring order out of chaos without going overboard.
- Put Sample to use as the mediator between those who support the old guard and those who want revolution.
- Sample can provide a balanced view for creating new policies, procedures and protocols that are effective.
- Sample will be good at helping maintain a stable environment.
- Sample can be a valuable asset when it comes to working in routine environments.



Your Regulatory Drive (Cont.)



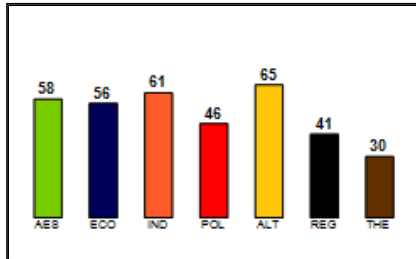
The Regulatory Dimension: The Regulatory drive indicates one's drive to establish order, routine and structure. This motivation is to promote rules and policies, a traditional approach and security through standards and protocols.

Training/Learning Insight :

- Is open to creativity or flexibility.
- Prefers to learn in the accepted way through the existing curriculum.
- Becomes a supportive team member who gets behind the initiative.

Continual Improvement Insights:

- Might benefit from exerting opinions freely in discussions of direction and planning.
- Could take a firmer stand on team issues involving dissenting opinions.



The Theoretical Dimension: The drive to understand, gain knowledge, or discover the "truth". This motivation can often be to gain knowledge for knowledge sake. Rational thinking, reasoning and problem solving are important to this dimension.

General Traits:

- Sample may provide a balance between the very high theoretical approaches, and the very low approaches, and be able to communicate with each side.
- Sample typically won't get bogged down in minutia, nor will he ignore the details when decision-making.
- Be able to understand the needs of the big picture issues, and appreciate the needs of the minutia issues without being an extremist.
- Scores in this range are near the typical businessperson's score.
- A score near the mean indicates the Theoretical need is not unimportant, yet not a primary driving factor in the motivational behavior.

Key Strengths:

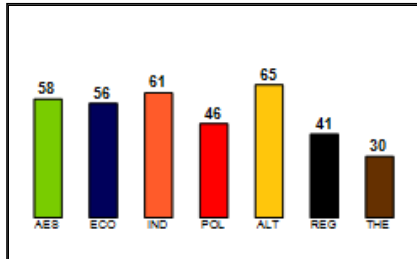
- Sample would demonstrate awareness of the necessary technical features, and an appropriate on-the-job response as needed.
- Brings flexibility to the team, that is, being detail-oriented when necessary, and being practically-oriented other times.
- A stabilizing force on the team.
- Able to appreciate the needs of both the high and lower Theoreticals.
- Shows curiosity about technical details without getting bogged down.

Motivational Insights:

- Remember that Sample has the ability to be a balancing and stabilizing agent on high knowledge-driven issues, without being an extremist toward either side.
- Sample brings a knowledge-drive typical of many business professionals, i.e., near the national mean.
- Include the perspective Sample brings in order to gain a middle-ground understanding.
- Check for other values drives that may be higher or lower than this one in order to gain a more robust picture of specific keys to managing and motivating.



Your Theoretical Drive (Cont.)



The Theoretical Dimension: The drive to understand, gain knowledge, or discover the "truth". This motivation can often be to gain knowledge for knowledge sake. Rational thinking, reasoning and problem solving are important to this dimension.

Training/Learning Insight :

- Rather flexible and accepting of most training programs offered in the organization.
- Able to see the need for training, and also realize the importance of practical information.
- Understands the needs of the high Theoreticals who want more information, and the lower Theoreticals who want only the necessary information.
- Because this score range is near the national mean, please check other areas of higher or lower values drive for additional insight into professional development needs.

Continual Improvement Insights:

- May need to be a bit more demonstrative on some complex theoretical issues.
- May be asked to take a firmer stand or position on team initiatives.
- May need to examine other values drives to determine the importance of this Theoretical drive factor.



Relevance Section

Use this sheet to help you track which motivators are well aligned and which are not, and what you can do about it.

Action Step: Looking at your Values Index report, find which motivators are the most powerful for you (i.e., which ones are highest and farthest above the norm). Write down the top two in the space below, and record how well your current roles align with these motivators (i.e., how well what you do satisfies what you are passionate about).

Motivator #1: _____
 Motivator #2: _____

Alignment				
Poorly				Highly
1	2	3	4	5
1	2	3	4	5

Legend:	
2-4 = Poor	8-9 = Excellent
4-5 = Below Average	10 = Genius
6-7 = Average	

Tally Your Score Here

To reach Genius levels of passion, you must increase alignment of your environment with your passions.

Motivator #1: what aspects of your company or role can you get involved in that would satisfy this motivator?

Motivator #2: what aspects of your company or role can you get involved in that would satisfy this motivator?
