

# MOTIVATION BREAKTHROUGH SURVEY

## The Motivation Breakthrough

By Richard Lavoie

**If the comment describes you very accurately, score that item a ten; if the comment does not describe you at all, score that item a one; if the comment is somewhat descriptive, score the item four, five, or six. Once all the comments are rated in a specific category, add up the scores. Compare scores to determine which motivational drives are more significant to you personally.**

### Section 1

**Total Number of Points:\_\_\_\_\_**

\_\_\_ Highly verbal

\_\_\_ Good sense of humor

\_\_\_ Self-Confident

\_\_\_ Popular

\_\_\_ Dislikes being alone

\_\_\_ Enjoys group work, teams, and committees

\_\_\_ Peer-oriented

\_\_\_ Generally positive attitude

\_\_\_ Outgoing; friendly

\_\_\_ Stylish

**Section 2****Total Number of Points:\_\_\_\_\_** Masters new material rapidly Very Productive Good Memory Highly Verbal Very curious Enjoys independent work Extensive vocabulary Large fund of background information Self-motivated Decisive**Section 3****Total Number of Points:\_\_\_\_\_** Fears imperfection, failure Highly sensitive to criticism, reprimands Peer-oriented Judgmental Fashionable Needs praise Self-critical Generally compliant Enjoys the spotlight Embarrasses easily

**Section 4**

**Total Number of Points:\_\_\_\_\_**

- \_\_\_Has passionate interests
- \_\_\_Avid, independent reader
- \_\_\_Large fund of background information
- \_\_\_Strong memory
- \_\_\_Enjoys experiments
- \_\_\_Asks questions
- \_\_\_Gives unique, creative responses
- \_\_\_Enjoys problem solving
- \_\_\_Gossips
- \_\_\_Volunteers

**Section 5**

**Total Number of Points:\_\_\_\_\_**

- \_\_\_Has strong opinions
- \_\_\_Wants/likes responsibility
- \_\_\_Argumentative
- \_\_\_Questions authority
- \_\_\_Complains
- \_\_\_Very persuasive
- \_\_\_Quick Temper
- \_\_\_Unique sense of style
- \_\_\_Outspoken
- \_\_\_Vindictive

**Section 6**

**Total Number of Points: \_\_\_\_\_**

- \_\_\_ Enjoys being in charge
- \_\_\_ Often involved in power struggles, debate
- \_\_\_ Has leadership qualities
- \_\_\_ Self-confident
- \_\_\_ Courageous
- \_\_\_ Decisive
- \_\_\_ Independent
- \_\_\_ Bears grudges
- \_\_\_ Competitive
- \_\_\_ Persistent

**Section 7**

**Total Number of Points: \_\_\_\_\_**

- \_\_\_ Optimistic
- \_\_\_ Self-assured
- \_\_\_ Industrious
- \_\_\_ Goal-driven
- \_\_\_ Efficient
- \_\_\_ Highly competitive
- \_\_\_ Vain, self-promoting
- \_\_\_ Enjoys spotlight
- \_\_\_ Enjoys performing
- \_\_\_ Sensitive, easily disappointed

**Section 8**

**Total Number of Points: \_\_\_\_\_**

\_\_\_ Seeks and displays group identity

\_\_\_ Sensitive to the needs of others

\_\_\_ Skilled motivator

\_\_\_ Fears rejection

\_\_\_ Seeks adult attention

\_\_\_ Admires role models

\_\_\_ Cooperative

\_\_\_ Sensitive to disapproval

\_\_\_ Conformist

\_\_\_ Volunteers often

**LIST MOTIVATIONAL DRIVES FROM GREATEST TO LEAST (see next page)**

<u>Totals</u>	<u>Motivational Drive</u>
Section 1. _____	_____
Section 2. _____	_____
Section 3. _____	_____
Section 4. _____	_____
Section 5. _____	_____
Section 6. _____	_____
Section 7. _____	_____
Section 8. _____	_____

# THE EIGHT FORCES OF MOTIVATION

## **Section 1: GREGARIOUSNESS: THE NEED TO BELONG**

The gregarious person is never happier than when he is in a crowd. He/she has many friends and enjoys these relationships.

## **Section 2: AUTONOMY: THE NEED FOR INDEPENDENCE**

The autonomous person relishes opportunities to work independently on projects. He/she is most inspired by solitary projects. These people invest significant energy in making decisions work.

## **Section 3: STATUS: THE NEED TO BE IMPORTANT**

Self-esteem is tied to the opinions of others. This person is eager to please others and can be extremely sensitive to criticism.

## **Section 4: INQUISITIVENESS: THE NEED TO KNOW**

This person has a need to learn and know. He/she is extremely curious and hungry for new information.

## **Section 5: AGGRESSION: THE NEED TO ASSERT**

Aggression can be channeled into positive activities, i.e. leadership. These people are willing to confront perceived injustice or unfairness.

## **Section 6: POWER: THE NEED FOR CONTROL**

The person with power needs is concerned with control and influence. This is not necessarily a negative trait. These people relish responsibility and authority.

## **Section 7: RECOGNITION: THE NEED FOR ACKNOWLEDGMENT**

Most people are driven by a need to be recognized and acknowledged for efforts and accomplishments.

## **Section 8: AFFILIATION: THE NEED TO ASSOCIATE AND BELONG**

This type of person has a strong need to be connected with others and with organizations, movements, and institutions.