

1. What motivates you

Studies of successful individuals have found that there tends to be a few motivators that consistently guide their career and job choices.

- ✓ Read through all 11 motivators below
- ✓ Put a line through the 4 motivators that you feel are LEAST important to you
- ✓ Now put a line through the next 4 motivators that are LEAST important to you
- ✓ Now rank the remaining 3 motivators as your 1st, 2nd and 3rd MOST important motivators
- ✓ Once you have completed the exercise, copy your top 3 motivators into your answer page on page 12; positions (3), (4) and (5).

What motivates you at work	Description	Your Top 3
Challenge	You like working on demanding and complex tasks and to be challenged in your work	
Development	To have the opportunity to develop yourself or others in your work	
Independence	To be as free as possible from restrictions & rules in your job and be responsible for your actions	
Interest	You like to do work that is interesting to you	
Lifestyle	To have time for people and activities outside of work	
Money	Money is important, and you want to do a job that will allow you to earn as much money as possible	
Purpose	Having a guiding reason or meaning for doing what you do	
Recognition	You like to be told you are doing a good job and to be respected for your abilities	
Relationships	It's important to get on well with colleagues and to work in a friendly, sociable environment	
Security	To have a reasonable guarantee of a stable future, with continued employment and a regular income	
Variety	You prefer variety rather than repetition in your work	