

What Motivates Me?

Using the table below, assess what motivates you by categorising each as:

- Essential
- Nice to have
- Not important
- Demotivator

Factor	Description	Importance to me
Power	The sense of control that you feel you have over your destiny and the destiny of others. Your feeling of influence to direct others	
Achievement	The feeling that you get from overcoming obstacles to successfully accomplish the goals that you set	
Money	The amount of personal financial income provided by your job	
Prestige	The respect afforded to you by your peers and by business or community associates. How others feel you stack up among peers	
Security	The certainty that you feel of maintaining your role and that tomorrow will be at least as good as today	
Independence	The freedom to run your business activities as you wish, to be independent of superiors and to be your own boss	
Recognition	The tangible rewards you get for doing a good job – not necessarily financial	
Self-esteem	Your feeling of self-worth – how you stack up among peers in your own mind	
Pressure	The constant need to show continual improvement in the performance of your job	
Personal Growth	The feeling of growing as an individual or becoming more competent and efficient in what you do	