

The Seven Motivators Self-Assessment

A key to motivating anyone is understanding what he or she wants (which, in turn, leads to the motivating factors). This includes yourself. In the boxes beside each motivation, place the numbers 1 – 7 using each number only once. The number 1 is your primary motivator and the number 7 is what motivates you the least. Be sure to use all seven numbers

After you've ranked yourself, write some ideas that would motivate each of the seven motivators.

Motivation	Need	Ideas for Success
Achievement	<div><input type="text"/></div> Employees with this need want the satisfaction of accomplishing projects successfully. They want to exercise their talents to attain success. They are self-motivated if the job is challenging enough, so provide them with the right work assignments and they will consistently produce	
Authority	<div><input type="text"/></div> These employees get satisfaction from influencing and sometimes even controlling others. They like to lead	
Removed for sample		
Security	<div><input type="text"/></div> Salary and... them.	
Equity	<div><input type="text"/></div> These employees want to be treated fairly. They probably compare work hours, job duties, salary, and privileges to those of other employees. They will become discouraged if they perceive inequities.	

Adapted from The Manager's Desk Reference, Cynthia Berryman-Fink and Charles B. Fink