

To be successful and self-motivated, William needs most of the following items in his environment:

- \_\_(a) To have daily challenges.
- \_\_(b) To produce tangible results.
- \_\_(c) To have a position with power and prestige.
- \_\_(d) Direct answers and candor in all communications.
- \_\_(e) To have the respect of the leadership.
- \_\_(f) A generous amount of freedom from controls, constant supervision and details.
- \_\_(g) To be able to measure results on a regular basis in monetary terms (keep score).
- \_\_(h) Opportunities to be in charge, make decisions and be responsible for the results achieved.
- \_\_(i) Opportunities for people interaction.
- \_\_(j) To meet new people and make friends.
- \_\_(k) The team approach to getting things done.
- \_\_(l) Opportunities for success and status.
- \_\_(m) A fast pace with a lot of variety.
- \_\_(n) Freedom from routine.
- \_\_(o) New environments in which to work and/or play.
- \_\_(p) Assignments that require quick action.
- \_\_(q) Freedom from rules, details and reports.
- \_\_(r) A generous amount of independence and unusual assignments.
- \_\_(s) To find new ways of doing things away from tradition.

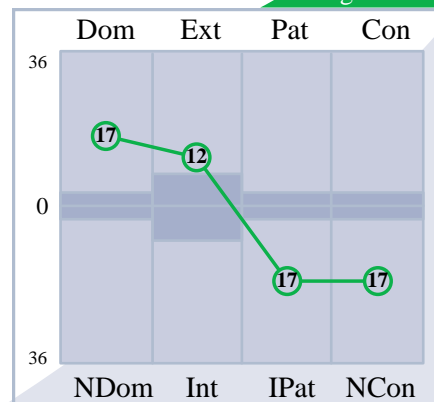
In contrast, he will be demotivated if:

- \_\_(a) There is a lack of challenge.
- \_\_(b) He has too much close supervision.
- \_\_(c) He receives nebulous answers to questions.
- \_\_(d) There is vacillating leadership.
- \_\_(e) There is a lack of significant goals.

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**Primary Profile**

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*Special Note: The self-motivators are in no special order. The alphabetical letters to the left of each statement are used to help rank-order the self-motivators in Forté Performance Coaching.*