professional user's chart

intrinsic™
Measuring motivation

name:	Sample Person
date:	06/Aug/2020

areas of work

				ACHIEVEMENT:
49	Less concerned about personal expertise and 'hands-on' involvement		20-57 58-60 61-64 65-68 69-72 73-75 76-79 80-83 84-87 88-100	**ACHIEVEMENT:** Controlling own specialist area and advising others
27	Prefer to interact with colleagues and/or staff		10-14 15-18 19-21 22-24 25-28 29-31 32-35 36-38 39-41 42-50	**Independence:** Working alone, finding own best way of doing things
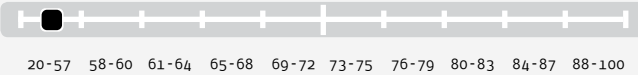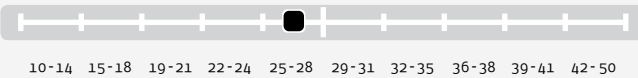
82	Prefer to work without imposed structure		20-23 24-30 31-36 37-43 44-50 51-56 57-63 64-69 70-76 77-100	**STRUCTURE:** Having a framework within which to operate
43	Less inclined to get involved in team situations		10-14 15-18 19-21 22-24 25-28 29-31 32-35 36-38 39-41 42-50	**Affiliation:** Being able to gain other people's views
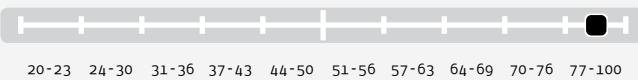
19	Prefer to avoid high risk, unpredictable situations		10-16 17-19 20-22 23-25 26-28 29-31 32-34 35-37 38-40 41-50	**SYSTEMS POWER:** Getting involved in the broader activities of the business
23	Less attracted to line management responsibilities		10-23 24-26 27-30 31-33 34-37 38-40 41-43 44-47 48-50	**PEOPLE POWER:** Working through other people's expertise
27	Less concerned about personal impact		10-12 13-15 16-19 20-22 23-25 26-29 30-32 33-36 37-39 40-50	**Personal Power:** Having a position of authority and influence
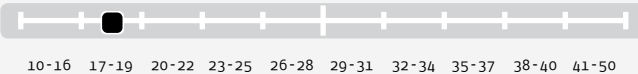
career striving

GENERAL ORIENTATION: Getting on with the job vs delving into other areas

57	**Operational focus:** Achieve objectives quickly and efficiently, consolidators	20-41 42-45 46-50 51-54 55-58 59-63 64-67 68-71 72-76 77-100	**Personal focus:** Seek out new challenges, do the best job possible

MEDIUM-TERM STRIVING: Driving projects through to completion

64	Cautious, keen to ensure that on the right track	20-45 46-50 51-56 57-62 63-67 68-73 74-78 79-84 85-89 90-100	Goal-focused, less likely to consider alternatives

SHORT-TERM STRIVING: Getting started on new tasks

61	Slow-starting, careful to consider nature of task	20-58 59-64 65-70 71-76 77-82 83-88 89-94 95-100	Confident, keen to 'have a go'

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