professional
user's chart

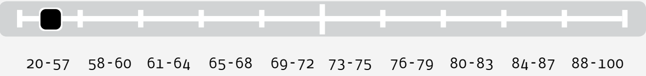
intrinsic™
Measuring motivation

name: Sample Person

date: 06/Aug/2020

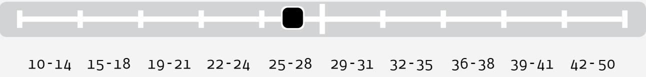
areas of work

49 Less concerned about personal expertise and 'hands-on' involvement



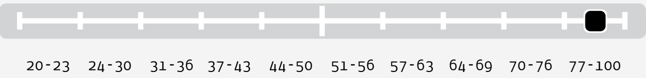
ACHIEVEMENT: Controlling own specialist area and advising others

27 Prefer to interact with colleagues and/or staff



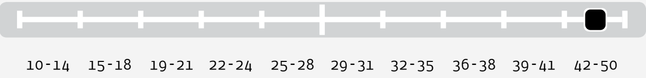
Independence: Working alone, finding own best way of doing things

82 Prefer to work without imposed structure



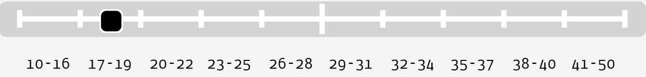
STRUCTURE: Having a framework within which to operate

43 Less inclined to get involved in team situations



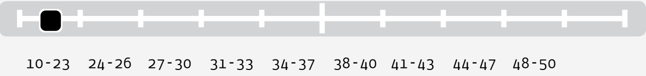
Affiliation: Being able to gain other people's views

19 Prefer to avoid high risk, unpredictable situations



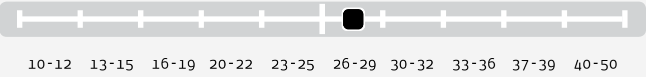
SYSTEMS POWER: Getting involved in the broader activities of the business

23 Less attracted to line management responsibilities



PEOPLE POWER: Working through other people's expertise

27 Less concerned about personal impact

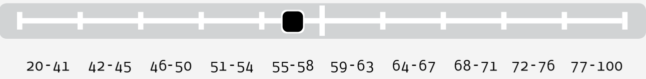


Personal Power: Having a position of authority and influence

career striving

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

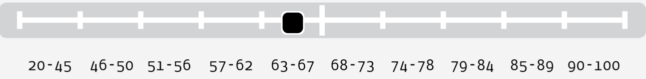
57 **Operational focus:** Achieve objectives quickly and efficiently, consolidators



Personal focus: Seek out new challenges, do the best job possible

MEDIUM-TERM STRIVING: Driving projects through to completion

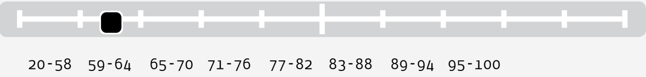
64 Cautious, keen to ensure that on the right track



Goal-focused, less likely to consider alternatives

SHORT-TERM STRIVING: Getting started on new tasks

61 Slow-starting, careful to consider nature of task



Confident, keen to 'have a go'

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