

27 MOTIVATIONS

Achieve Potential

You are motivated to identify and bring to fruition undeveloped resources and possibilities.

Advance

You love the experience of making progress as you accomplish a series of goals.

Be Central

You are motivated to be a key person who holds things together and gives them meaning and/or direction.

Be Unique

You seek to distinguish yourself by displaying some talent, quality or aspect that is distinctive and special.

Bring Control

You are motivated to be in charge of your own destiny, areas and activities.

Collaborate

You enjoy being closely involved with others in contributing to common goals and vision.

Comprehend and Express

You are motivated to understand, define, and then communicate your insights.

Demonstrate Learning

You are motivated to learn how to do something new and show that you can do it.

Develop

You are motivated by the process of building and developing from start to finish.

Do It Right

You consistently set up or follow certain standards, procedures and principles.

Establish

You are motivated to lay secure foundations and to be foundational.

Evoke Recognition

You are motivated to capture the attention and interest of others.

Excel

You are motivated to give your absolute best as you exceed performance and expectation.

Experience the Ideal

You are motivated to give concrete expression to certain concepts, visions, or values that are important to you.

Explore

You are motivated to press beyond the existing limits of your knowledge and experience to discover what is unknown to you.

Finish

You are motivated when you can look at a final or finished product and know that you have met the objective you set out to accomplish.

Gain Ownership

You are motivated to acquire what you want and exercise ownership or control over what is yours.

Improve

You consistently seek to make things better and improve them.

Influence

You are motivated to influence someone's thoughts, feelings or behaviors.

Make An Impact

You seek to shape and make an impact in the world around you.

Make It Work

You are motivated to fix something that is broken or functioning improperly.

Make The Grade

You are motivated to measure up to standards and thereby gain acceptance into a group or team.

Master

You are motivated to gain complete command of a skill, subject, procedure, technique or process.

Meet Needs

You identify and serve needs, requirements and expectations.

Meet The Challenge

Your sense of achievement comes in looking back over challenges you have met.

Organize

You want to set up a smooth-running operation.

Overcome

You focus on persevering through difficulties, oppositions or disadvantages.

WORKING WITH MY MOTIVATIONS

MY MOTIVATION DESCRIPTIONS

Top 5 Motivations

Write your motivation here.

Be Central

EXAMPLE

What Descriptions Resonate?

Review the report sections called 'Characteristics' and 'Ways you Contribute' for each motivation from your report and state which description most resonated with you

I like being the "Go-To" person and key to outcomes.

REFLECTING ON MOTIVATIONS

STORY

EXAMPLE

Creating school invite for end of year banquet.

MOST SATISFYING

I learned graphic design software and make a distinct look for the invites.

MOTIVATIONS

Demonstrate Learning & Be Unique

Think about how these motivations uniquely describe how you like to engage in work or life?

TRUMOTIVATE®

Create a motivational statement

Creating your Motivational Statement:

For each motivation you will use a “formula” to put together a statement that describes the motivation *in action* and *why* your are driven to take action.

You will combine the motivations and the descriptors that you listed that most resonate with you into a motivational statement. Using your three motivations think about what describes you when you are at your best. Use at least one phrase/words from each motivation circle to create a sentence that reflects real-life examples of how you engage and what drives you.

This activity is especially helpful for you when describing yourself to others. You can use these statements on your resume, and you can use these as examples for interviewing, or for adding a statement to your professional profile like LinkedIn.

The formula looks like this:

I am motivated to Problem solve and collaborate with others (Motivations Make it work & Collaborate)
(think of an action(s) you enjoy)

I enjoy contributing in a way that Fix-It Approach (Motivations Make it work)
(think of a motivational value that inspires you)

So that I can Bring a vision into a tangible reality (Motivations Experience the Ideal)
(this is your why, what results bring you the most satisfaction)

Examples of Motivational Statements

Example of statement for top motivations of Make it work, Collaborate, and Experience the Ideal.

I am motivated to problem solve alongside my co-workers and I enjoy contributing in a way that has a fix-it approach so that I can bring a vision into a tangible reality.

Example of statement for top motivations of Be Central, Excel and Make an Impact.

I'm motivated to be that one person that is key to playing a critical role in the project success and I enjoy contributing in a way that goes beyond others expectations so that I can make a distinct impression and impact change.

Create a Motivational Statement

Plan for your motivational statement:

I am motivated to _____
(think of an action(s) you enjoy)

I enjoy contributing in a way that _____
(think of a motivational value that inspires you)

So that I can _____
(this is your why, what results bring you the most satisfaction)

Write your motivational statement: