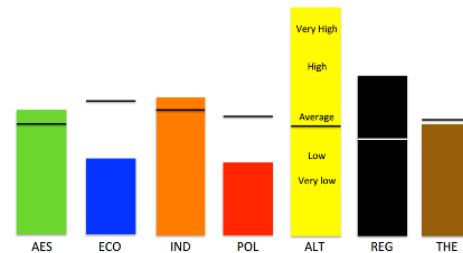


Motivators: **The Altruistic Attractor**

Knowing our specific level of motivation can be crucial to helping us understand what drives our beliefs and actions so we can bring them into alignment.



Remember that although we can explore each motivation individually, they cannot be separated. They can only be distinguished; however, all motivators integrate to influence us.

The Altruistic Attractor - *the drive to benefit others at the expense of self*

This motivation is an expression of the need or energy to **benefit others at the expense of self**. **Personal sacrifice** is key to high scores in this dimension. At times there is a **genuine sincerity** to help others, but not always; this can be a sign of **low self-worth**.

Scores high in this motivator have **empathy**; they associate easily with the feelings of others and may feel them too. Those high in this motivation will **help and accommodate anyone** and everyone, while those lower in this motivation will be more discerning about who deserves their support.

Very High	Pushover
High	Sacrifice to win
Average	Over-Accommodating
Low	Obliging
Very low	Supportive
	Helpful
	Self-Protective
	Suspicious
	Distrusting
	Self-Interested

Using this descriptor scale, you can identify a key component to each person's score in this motivation, as well as see how the scores range from *Very Low* to *Very High*. Each word represents 10 points of 100 on the scale (example: Suspicious people score between 20-29, Supportive people score between 50-59 in this dimension).

Strengths and Limitations

Altruistic - High

Strengths

Generous with time and resources
Focusing on others
Selfless support of causes
Genuine concern for others

Limitations

Values others over self
Impractical with own resources
Hard to say no
May be taken advantage of

Altruistic- Low

Strengths

Can make hard people decisions
Can separate emotions from actions
Face difficult decisions head on
Difficult to take advantage of

Limitations

May forget that helping others helps self
May appear selfish and self-absorbed
May seem closed off and reserved
May have little patience

- 1. What drives you in this motivation?*
- 2. How can that be helpful and productive for you?*
- 3. How can that limit you?*



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