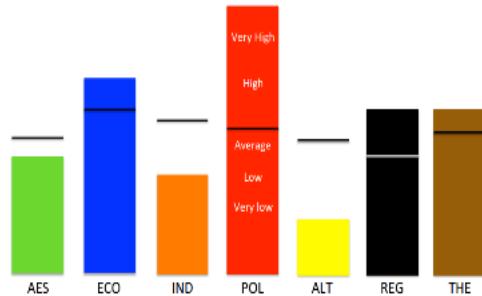


Motivators: The Political Attractor

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 Political Attractor - the drive to be in control or have influence

This is about being a leader, and to have influence and control over one's environment or success.

Competitiveness and **control** are often associated with a high score in this motivation. This is the need to be **seen as a leader and be in charge** and have **authority greater or equal to responsibility**.



**Self-Important
Forceful
Authoritarian
Controlling
Directive
Influential
Supportive
Yielding
Passive
Anonymous**

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: Passive people score between 10-19, Directive people score between 50-59 in this dimension).

Strengths and Limitations

Political - High

Strengths

- Determined and competitive
- Driven toward success
- Good at leading others
- Implement projects and plans

Limitations

- Controlling
- Use relationships to advance position
- Appears selfish
- Values self over others

Political - Low

Strengths

- Mission-driven
- Helper, doesn't expect credit
- Will notice/point out other's efforts
- Don't need recognition and power

Limitations

- Want to avoid conflict, problems
- May settle for less, not fight for wants
- May not feel confident in own ideas/self
- May wait for opportunity, rather than seek it

- 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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