

The Motivational Matrix

Very High	Eccentric Impractical	Self-Interested Maximized	Unrestricted Independent	Domineering Forceful	Pushover Sacrificial	Black & White Fixed	Scholarly Fact-Finder
	Unconventional Divergent	Competitive Incentivized	Self-Reliant Creative	Authoritative Controlling	Over-Accommodating Obliging	Systemic Orderly	Studious Investigative
Average	Imaginative	Practical	Balanced	Directive	Supportive	Disciplined	Inquisitive
	Sensible Realistic	Judicious Relaxed	Cooperative Accommodating	Influential Supportive	Helpful Self-Protective	Open-Minded Flexible	Reflective Street-Smart
Low	Practical Real-World	Aloof Apathetic	Supportive Apprehensive	Yielding Passive	Suspicious Distrusting	Independent Spontaneous	Intuitive Surface Analyzer
	Grounded	Satisfied	Secure	Anonymous	Self-Focused	Defiant	Disinterested
Very Low							
	AES	ECO	IND	POW	ALT	REG	THE

*Shading indicates over and under extended scores = needs/risks