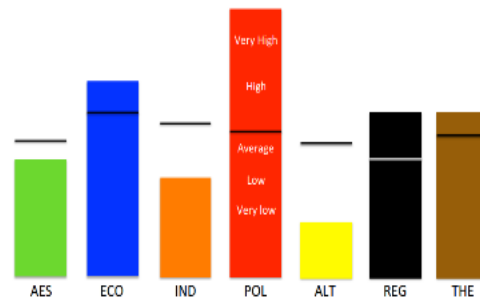


Motivators: **The Political Attractor**

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**.

Very High

High

Average

Low

Very low

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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