

The Motivational Matrix

Very High	Eccentric Impractical	Self-Interested Maximized	Unrestricted Independent	Domineering Forceful	Pushover Sacrificial	Black & White Fixed	Scholarly Fact-Finder
High	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	Judicious	Cooperative	Influential	Helpful	Open-Minded	Reflective
Low	Realistic	Relaxed	Accommodating	Supportive	Self-Protective	Flexible	Street-Smart
	Practical	Aloof	Supportive	Yielding	Suspicious	Independent	Intuitive
Very Low	Real-World Grounded	Apathetic Satisfied	Apprehensive Secure	Passive Anonymous	Distrusting Self-Focused	Spontaneous Defiant	Surface Analyzer Disinterested

AES

ECO

IND

POW

ALT

REG

THE