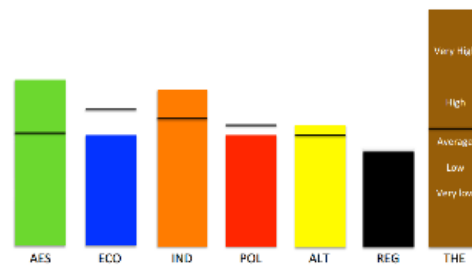


Motivators: The Theoretical Attractor

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 Theoretical Attractor – the drive for knowledge, learning and understanding

The desire to **uncover, discover and recover the truth**, this motivation needs to **gain knowledge for knowledge sake**. They have a **need to know**. **Rational thinking, reasoning, and problem solving** are important to those high in this motivation.

Those who score high in this motivator like **complex problems**, want to **learn as much as they can** to help them be successful, and like being **the expert**. They are **investigators**. Those low in this motivator only need to know enough to be successful in a particular situation. They are trial and error learners, situationally learning only what they need to know, and have very specialized knowledge in areas that are relevant to their current needs.



Complicated
Cerebral
Structured Thinking
Analytical
Logical
Reflective
Street-Smart
Creative-Intuition
Surface-Analyzer
Ill Considered

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: Creative people score between 20-29, Analytical people score between 60-69 in this dimension).

Strengths and Limitations

Theoretical - High

Strengths

Gaining expertise, learning
Being objective
Problem solving
Developing solutions

Limitations

Getting bogged down in details
Too slow to act
Impractical pursuits
Wasting time and resources

Theoretical - Low

Strengths

Quick decision maker
Practical, hands-on learner
Will always find a way
Trail and error learning

Limitations

May not pay attention to instructions
May rush through projects, miss details
May quickly reach information overload
May struggle to connect the dots

- 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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