

## Motivation

Our first class discussion will be on the subject of **motivation**, and not mine - yours. When we return to class you are going to discuss, with me and each other, your vocational motivations. To some extent we are tailoring this to those of you who are seriously considering entrepreneurship - but not entirely.

I want you to ask yourself, "Do I think I have what it takes?" - no matter what you plan to do.

To help you think about this, I have a couple of little exercises you might do. This is merely to help you prepare your *oral* response. I will not collect this nor ask you to reveal your answers.

### Motivation Ranking

Below are listed twelve "motivations." Try to rank them in ascending order of their importance to you. Keep in mind that some of these options will be *mutually exclusive* as you make life's choices. For example, you must have a reason for being here. How much personal freedom do you have *now*?

- \_\_\_\_\_ personal freedom
- \_\_\_\_\_ personal (family) security
- \_\_\_\_\_ comfortable middle-class financial security
- \_\_\_\_\_ riches (lucre)
- \_\_\_\_\_ the **Jazz** - fighting off boredom
- \_\_\_\_\_ fame (being known and recognized by strangers)
- \_\_\_\_\_ power (control over others)
- \_\_\_\_\_ success at overcoming a difficult challenge
- \_\_\_\_\_ spiritual strength (however you define that)
- \_\_\_\_\_ the opportunity to do hard, traditional work
- \_\_\_\_\_ the opportunity to do creative work
- \_\_\_\_\_ the need to live up to someone *else's* expectations

## Questions about Yourself

Check the box if more true than not:

- ☐ 1. I'm easily bored.
- ☐ 2. I'd prefer a secure job with an upper-middle-class salary to the opportunity to do creative work at high risk to my income.
- ☐ 3. I don't like it when other people tell me what to do.
- ☐ 4. I like being in charge and am willing to accept attendant responsibilities.
- ☐ 5. I'd prefer to have at least one other person in charge of me.
- ☐ 6. If given the order to do so, I could personally fire someone on the job.
- ☐ 7. I am more fearful and anxious than someone should be at my age.
- ☐ 8. I try to do what others expect of me.
- ☐ 9. I try to do what others expect of me, even when it makes me unhappy.
- ☐ 10. I have a lot of confidence in myself.
- ☐ 11. I fear public speaking.
- ☐ 12. I am aware of my most significant deficiencies.
- ☐ 13. I am aware of my strengths.
- ☐ 14. I am aware of my most significant deficiencies, and I am afraid to do anything to erase them.
- ☐ 15. I have courage.
- ☐ 16. I am easily manipulated.
- ☐ 17. Even when angry, I often fail to stand up for what I believe.
- ☐ 18. I am very sensitive to what others think of me (not just friends - everyone).
- ☐ 19. I never want to make a bad impression.
- ☐ 20. When asked to do something that I don't want to do or don't have time to do, I often say "yes" and then get angry at myself because I did.
- ☐ 21. I have no enemies.