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\_\_\_**Help Society:** Do something to contribute to making the world a better place in which to live.

\_\_\_**Help others:** Be involved in helping other people in a direct way, with individuals or small groups.

\_\_\_**Public Contact:** Have a lot of day-to-day contact with people.

\_\_\_**Work with Others:** Have close working relationships with a group; work as a team toward common goals.

\_\_\_**Competition:** Engage in activities that put my abilities against others in a situation where there are clear win-lose outcomes.

\_\_\_**Make Decisions:** Have the power to decide courses of action, policies, etc.

\_\_\_**Work Under Pressure:** Work in situations where time pressure is prevalent and/or the quality of my work is judged critically by supervisors.

\_\_\_**Power and Authority:** Control the work activities or (partially) the destinies of other people.

\_\_\_**Work Alone:** Do projects by myself, without any significant amount of contact with others.

\_\_\_**Intellectual Status:** Be regarded as a person of high intellectual prowess or as one who is an acknowledged "Expert" in a given field.

\_\_\_\_**Creativity (general):** Create new ideas, programs or systems not following a format previously developed by others.

\_\_\_**Supervision:** Have a job in which I am directly responsible for the work done by others.

\_\_\_**Change and Variety:** Have work responsibilities that frequently change in their content and setting.

\_\_\_**Precision Work:** Work in situations where there is very little tolerance for error.

\_\_\_**Security:** Be assured of keeping my job and a reasonable financial reward.

\_\_\_**Recognition:** Be recognized for the quality of my work in some visible or public way.

\_\_\_**Excitement:** Experience a high degree of (or frequent) excitement in the course of my work.

\_\_\_**Profit, Gain:** Have a strong likelihood of accumulating large amounts of money or other material gain.

\_\_\_**Independence:** Be able to determine the nature of my work without significant direction from others; be my own boss.

\_\_\_**Moral Fulfillment:** Feel that my work is contributing significantly to a set of moral standards that I feel are very important.

\_\_\_**Location:** Find a place to live (town, geographical area) which is conducive to my lifestyle and allows me the opportunity to do the things I enjoy most.

\_\_\_**Community:** Live in a town or city where I can get involved in community affairs.

\_\_\_**Time/Freedom:** Have work responsibilities that I can work at according to my own time schedule.

**EXERCISE 4:** In the final exercise, you are asked to list the top five cultural, personal and work values you have determined from the previous exercises. You may wish to note which principles or standards you want to fulfil through your career and which you may fulfil through outside activities as mentioned above.

**Cultural**

1. I want to help Society with all my abilities.

2. I want to engage more and more people in the good activities through Public Contact.

3. I want to help others as per my capacity to offer the help.

4. I would like to take decisions for the well being if given that Authority and Power.

5. I would to like to supervise others for the betterment of the society.

**Personal**

1. I want to engage myself in the competition that too against me.

2. I want to myself sufficient time to live the life.

3. I want to engage myself to work alone.

4. I want to train myself such that I can ace when it comes to work under Pressure.

5. I want to do my work and I do not want to have recognition.

**Work**

1. I want to develop the work environment where there is healthy competition.

2. I want to prepare myself such that I can maturely handle the power and authority.

3. I want to enhance my work with creativity.

4. I want to train myself in such a way that I can happily work with others.

5. I want to work with Excitement.