

MOTIVATION SURVEY

TRUE NORTH BUSINESS

MOTIVATION SURVEY



Remember, this is a survey, not a test. There are no right or wrong answers! As you read each statement, please mark it with a “Y” for yes, agree, or probably true or an “N” for no, disagree, or unlikely.

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1. I would rather be living in 1850, and I wish that I were an indentured servant.

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2. I enjoy achieving goals and receiving recognition for my achievements.

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3. I would rather be asked to do something instead of being ordered to do it.

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4. I enjoy having someone ask me for my opinion or advice, and I feel good when others listen to me. I also appreciate not being interrupted.

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5. I can get frustrated trying to explain something to someone who has already made up his mind, and who won't even try to understand the additional information or point of view I am presenting.

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6. I am likely to feel better (more interested, less frustrated, etc.) if I have at least some input and influence about matters concerning me.

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7. Time goes faster for me when I am busy, and I tend to get turned on by a sense of achievement or recognition for achievement.

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8. I would prefer to have 10% more income even if, to receive it, I had to work on a different job where the work was of no apparent value or importance.

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9. When I make a mistake, it helps me become more motivated and effective if people point out how stupid or ineffective I am – particularly in front of others.

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10. If I ask my subordinates for their ideas or advice, they most certainly will think I am weak, and as a consequence, respect me less as a manager.

BONUS QUESTION: How do you suppose the people who work for you would answer this Motivation Survey?

Well, how did you do? Did you learn something about yourself while taking this survey? What observations can you make as you review your answers?