

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. | ☐ 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. |
| ☐ 2. I enjoy achieving goals and receiving recognition for my achievements. | ☐ 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. |
| ☐ 3. I would rather be asked to do something instead of being ordered to do it. | ☐ 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. |
| ☐ 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. | ☐ 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. |
| ☐ 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. | |
| ☐ 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. | |

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?