

## Self-Assessment: **WHAT DRIVES YOU?**

### 1. How do you go about social media?

- a) You first look at your own posts and get a rush when you see the number of likes on your own post going up.
- b) You mostly look at other people's posts and would spend most of your time commenting on others versus promoting yourself.
- c) You look at other people's post and compare yours with theirs, secretly competing (keeping score) with their number of 'shares', 'views' or 'likes' with your own.

### 2. Your friend invited you to the gym to try a spinning class. What was your experience like?

- a) While it was your first class, you found it easy to keep up and excel. You looked like a pro and even others commented about your level of skill.
- b) You enjoyed the group fitness experience because of the new friends you made in the class and look forward to seeing them along with your girlfriend again.
- c) You felt an adrenalin rush especially from the competitiveness of the class and can't wait to experience that winning feeling again.

### 3. Your boss tells you that he needs you to take on a difficult project with a tight deadline, what do you do?

- a) You feel empowered and immediately take action on your own, take responsibility to lead the project and influence others to help you.
- b) You consider who you would like to reach out to, to help accomplish this project and seek others input and creative ideas.
- c) You look forward to the challenge, knowing that while it won't be easy you are determined make it happen.

### 4. You decide to go on vacation with your two best friends. How will you go about choosing a destination?

- a) You know in your mind where you and your friends should go and you take initiative to find the 'perfect' destination and use your influence to convince them.
- b) You are happy to go where your friends decide because you are just happy to be vacationing with them.
- c) You suggest a "friendly" competition in which the winner gets to choose the destination.

5. You are on the social committee at the office.

- a) You have a brilliant idea about what the next social event should be. You bring everyone on board with your suggestion and work hard at making it absolutely amazing so that others will look up to you.
- b) You make sure that everyone else's opinion is heard and you help in allowing your co-workers to all pitch in with their ideas. Ultimately, you will lean towards what the majority likes so that as many people as possible will be happy with the final choice.
- c) You get a rush from preparing a proposal before the meeting so that you will be the first one with concrete suggestions.

6. You are watching your child's team play soccer. Which player do you notice the most, or who do you want your child to be.

- a) The 'alpha' player who plays their position well, and can tell the other players how to play theirs as well.
- b) The child who congratulates another player for a great play, or encourages them when they make a mistake.
- c) The striker who gets a hat-trick in many of the games.

7. You have planned a personal shopping day.

- a) You plan to go shopping and then out to lunch on your own; you prefer it that way so that you can 'power shop' and keep to your own schedule and shop only the stores and eat at the restaurant you like. You are on a mission to find a great new outfit for an upcoming event at work and you want to stand out wearing something spectacular (and that no one else is wearing).
- b) You have invited your friends along so that together you can shop, have lunch and talk about your upcoming event. You enjoy and seek out the opinions of your friends when it comes to buying clothes for yourself.
- c) You wait until the week before your event to shop for the perfect outfit. You are confident you will find something amazing and you enjoy the challenge of shopping last minute. In fact you set it as a goal to find the best outfit in the least amount of time.



Total up each: a) \_\_\_ b) \_\_\_ c) \_\_\_ Your Primary Motive is: