

BASIC DRIVES ASSESSMENT

How do you want people to remember you me? As a person who ...

- 1. Attained a top position with a high salary along with all the various status symbols.
- 2. Received numerous awards and honors from my peers for contributions to my field.
- 3. Was very knowledgeable or skilled in a specific area that is important to me.
- 4. Designed and created masterpieces in my area of endeavor.
- 5. Cast a vision that people responded to eagerly and we accomplished together.
- 6. Persisted at something that I eventually succeeded in doing when others gave up.
- 7. Influenced many people by bringing about needed change that made a difference.
- 8. Advocated for issues that made the world a more just, fair and equitable place.
- 9. Invented or discovered something important and useful.
- 10. Acquired a great many possessions that allowed me to live the good life.
- 11. Received the praise and admiration of the people in my field or business.
- 12. Took something, improved it and made it better than it was before.
- 13. Made the world more beautiful by utilizing my artistic and creative talents.
- 14. Made the tough decisions that needed to be made despite the criticism of others.
- 15. Accomplished something that everyone said was impossible to do.
- 16. Reached out to others who were in need and helped them.
- 17. Convinced people to take the best course of action through my persuasive arguments.
- 18. Was the first to do something that was incredibly hard.
- 19. Achieved a standard of living that allowed me to do what I wanted when I wanted.
- 20. Gained public recognition, popularity and fame by being in the limelight.
- 21. Was known as an expert in my field who others turned to for guidance.
- 22. Repaired something that was broken and restored it to mint condition.

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- 23. Was recognized by others as an effective leader who others could depend on.
- 24. Stood my ground on some issue, cause or trend that was important to me.
- 25. Went above and beyond the call of duty in assisting and serving others.
- 26. Was known for my ability to persuade people to accept my viewpoint on various topics.
- 27. Contributed new ideas or revealed important information to the world.
- 28. Owned a successful business that became increasingly profitable.
- 29. Attained prominence through my hard work and determination.
- 30. Accomplished things in my lifetime that will be remembered long after I'm gone.
- 31. Built products of exceptional quality and lasting value.
- 32. Led a team of people who did some incredible things together.
- 33. Overcame a great deal of adversity in my life by never giving up the struggle.
- 34. Was known as a really good listener who cared deeply about people.
- 35. Promoted important causes by using my reasoning and communication skills.
- 36. Initiated new ways of doing things that were innovative and groundbreaking.

Your Primary Drives

The three items you checked above tell a great deal more than how you wish to be remembered. They also reveal how you probably are living right now.

There are three primary colors - yellow, blue and red. All other colors are derived from various combinations of these three colors. Now imagine that there are only nine primary drives. All other drives are mere shadings of one of these nine primary drives.

In the chart below the nine primary drives are organized along two continuums related to the *type of motivation* and the *focus of motivation*. The motivational type may be *abstract* or *concrete* while the motivational focus could be on *self* or *others*. The words listed under each primary drive are examples of shadings of those drives.

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EXERCISE 4: Rank order the three items you checked on the previous page and write them in the appropriate blank. Then look for these question numbers in the cells below. Write your top three drives in the appropriate blanks.

		More on Self.....		More on Others
TYPE OF MOTIVATION More AbstractMore Concrete	POSSESSIONS <i>Acquire Money Own Status Symbols Things</i> 1 – 10 – 19 - 28	PRODUCTION <i>Build Create Design Made Repair</i> 4 – 13 – 22 - 31	PEOPLE <i>Help Influence Meet Needs Respond Serve</i> 7 – 16 – 25 - 34	
		PRESTIGE <i>Attention Awards and Honors Popularity Prominence Recognition</i> 2 – 11 – 20 - 29	POWER <i>Authority Control Decide Empower Lead</i> 5 – 14 – 23 - 32	PERSUASION <i>Advocate Convince Defend Promote Sell</i> 8 – 17 – 26 - 35	
		PERFORMANCE <i>Accomplish Develop Improve Know Results</i> 3 – 12 – 21 - 30	PERSERVERANCE <i>Challenge Explore Overcome Solve Struggle</i> 6 – 15 – 24 - 33	PIONEERING <i>Discover First New Initiate Invent</i> 9 – 18 – 27 - 36	

Your primary drive is both a curse and a blessing. It pushes you forward toward excellence, but it can also draw your heart away from God. It's like a double-edged sword. One edge of the sword is your cutting edge. It's the part of you that is sharp and cuts through the obstacles of life. You move toward the accomplishment of your purpose.

Unfortunately, there is another edge to the sword. This edge of the blade is the part of you that wants to take credit for your accomplishments. It's the dark side hidden deep within that believes that you can do it yourself and do it your way without God's help or direction.

