

MOTIVATION INSIGHTS™ WORKPLACE MOTIVATORS

Internal Motivators That Drive Workplace Success!

WHY WE DO WHAT WE DO:

Have you ever wondered WHY Bill Gates, Chairman of Microsoft can turn a 24 hour day into billions of dollars when we all work off the same clock? WHY does one salesperson outsell the others even though they all have the same training, skills, knowledge and experience? WHY does a job seeker target the perfect job, land it and truly say they love what they do? It's values...the key to WHY we do the things we do.

Whether you are on the quest for the perfect job, nourishing healthy professional and personal relationships or just discovering your own special character...each one of us are motivated by our personal values. They stimulate our drives, ambitions and in a large part, our purpose.

Values have been termed the hidden motivator. They are the spark that drives the behavior that isn't always obvious. However, through the use of a simple and carefully designed instrument, you can learn and understand what your own hidden motivators are.

THE WORKPLACE MOTIVATOR:

Using six critically different categories, The Workplace Motivator is a validated and scientifically designed tool that detects your own personal values. For a job seeker, these six motivators will provide the essential elements you'll need to strengthen your communication with hiring managers and provide the verbiage that distinguishes your unique talents.

THE SIX VALUE CATEGORIES ARE:

Utilitarian/Economic – a characteristic interest in money/utility and return on investments.

Theoretical – an interest in the discovery of knowledge and an appetite for learning.

Aesthetic – a relative interest in form, balance and harmony.

Individualistic/Political – an interest in exerting power and influence.

Social/Altruistic – a keen interest in helping others.

Traditional/Regulatory – a focused interest in following a specific system for living.

REPORT CONTENTS:

Your personalized report will uncover a statistical analysis with clear and concise summaries using the six value categories in priority order. The information cited in the report has been validated through real-time and virtual focus group input and a database of tens of thousands of people. The personalized report includes:

- An individual section explaining your rankings in:
 - ✓ General Characteristics
 - ✓ Value to the Organization
 - ✓ Keys to Managing and Motivating
 - ✓ Training
 - ✓ Professional Development
 - ✓ Learning Insights
 - ✓ Continuous Quality Improvement
- A Norms and Comparisons section (your ranking vs. the national mean)
- A Values Graph and a Values Wheel (visual representations of results)
- A worksheet to enhance your understanding, learning and practical application in personal and professional growth through your values

RESULTS AND BENEFITS:

Getting in touch with your values and how it affects your behavior can very well change your whole perspective. What may take a life-time to understand, can immediately be obtained within 20 minutes. For the career-minded job seeker, you can eliminate hours of finding the perfect fit. Once you've identified your values, you can now match them with the company's culture and be the person that truly loves their job. It's a fact; people hire people with similar values.

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