MOTIVATIONAL QUESTIONNAIRE

The following assessment will determine if the individual is motivated by achievement, power or affiliation. The participant should choose the statement in each set that best describes him. The questionnaire is followed by an answer key to determine which best describes how the individual is motivated.

1. ___ a. When doing a job, I need feedback.  
   ___ b. I prefer to work alone and be my own boss.  
   ___ c. I am uncomfortable when forced to work alone.
2. ___ a. I go out of my way to make friends with new people.  
   ___ b. I enjoy a good argument.  
   ___ c. After starting a task, I am uncomfortable until it is finished.
3. ___ a. Status symbols are important to me.  
   ___ b. I am always getting involved with group projects.  
   ___ c. I work better when there is a deadline.
4. ___ a. I work best when there is some challenge involved.  
   ___ b. I would rather give orders than take them.  
   ___ c. I am sensitive to others, especially when they are angry.
5. ___ a. I am eager to be my own boss.  
   ___ b. I accept responsibility eagerly.  
   ___ c. I get personally involved with my superiors.
6. ___ a. I include others in what I am doing.  
   ___ b. I prefer to be in charge of events.  
   ___ c. When given responsibility, I set measurable standards of high performance.
7. ___ a. I am concerned about my reputation or position.  
   ___ b. I desire to out-perform others.  
   ___ c. I am concerned about being liked and accepted.
8. ___ a. I enjoy and seek warm, friendly relationships.  
   ___ b. I get completely involved in a project.  
   ___ c. I want my ideas to be used.
   ___ b. I don’t like being left out of things.  
   ___ c. I enjoy influencing the direction of things.
10. ___ a. I think about consoling and helping others.  
    ___ b. I am verbally fluent.  
    ___ c. I am restless and innovative.
11. ___ a. I think about my goals and how to attain them.  
    ___ b. I think about ways to change people.  
    ___ c. I think about my feelings and the feelings of others.

MOTIVATIONAL ANALYSIS KEY

Circle your response for each of the eleven questions from the Motivational Questionnaire.
1. a. Achievement    b. Power    c. Affiliation

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2. a. Affiliation  b. Power  c. Achievement
3. a. Power  b. Affiliation  c. Achievement
4. a. Achievement  b. Power  c. Affiliation
5. a. Power  b. Achievement  c. Affiliation
7. a. Power  b. Achievement  c. Affiliation
11. a. Achievement  b. Power  c. Affiliation

Count the number you have in each category and record below. Your highest response will indicate which personality type you are.

TOTAL:  _____ Achievement
         _____ Affiliation
         _____ Power / Control