

Exercise 8

Setting Life/Work Values

This exercise will help place your life/work values in their order of importance. Although this process may take longer than some of the other exercises, the time invested tends to produce accurate, satisfying results. This system can also be used whenever you have a long list of items that need to be prioritized.

On the next page we have listed 13 life/work values (factors important to you in a job and in life). Look them over and then go to Column A on this page. The first pair of numbers under Column A (1,2) refer to the first two values, Recognition (1) and Leadership (2). Ask yourself, "If I could only have one of these two, which one would I choose?" Circle the appropriate number in Column A and go on to the next pair (1,3): these also refer to the values listed on the next page, Recognition (1) and Social Service (3). Again, circle the number of the value you would choose if you could only have one of the two. Continue in the same way with the rest of Column A. Do the same for Columns B through L.

A	B	C	D	E	F	G	H	I	J	K	L
1 2											
1 3	2 3										
1 4	2 4	3 4									
1 5	2 5	3 5	4 5								
1 6	2 6	3 6	4 6	5 6							
1 7	2 7	3 7	4 7	5 7	6 7						
1 8	2 8	3 8	4 8	5 8	6 8	7 8					
1 9	2 9	3 9	4 9	5 9	6 9	7 9	8 9				
1 10	2 10	3 10	4 10	5 10	6 10	7 10	8 10	9 10			
1 11	2 11	3 11	4 11	5 11	6 11	7 11	8 11	9 11	10 11		
1 12	2 12	3 12	4 12	5 12	6 12	7 12	8 12	9 12	10 12	11 12	
1 13	2 13	3 13	4 13	5 13	6 13	7 13	8 13	9 13	10 13	11 13	12 13

1. _____ Recognition: receiving respect and/or appreciation from others; being well-known.
2. _____ Leadership: influencing others, making decisions.
3. _____ Social Service: working for the benefit of others or society.
4. _____ Financial Income: high income, having discretionary money.
5. _____ Independent: self-starting, freedom to change procedures, self-sufficient.
6. _____ Creative: initiating a new idea, program or product.
7. _____ Adventure: being in new or uncertain situations, excitement, competition.
8. _____ Intellectual: solving complex problems requiring application of knowledge and concepts.
9. _____ Physical Performance: being able to do physical tasks requiring precision and coordination.
10. _____ Productive: doing work resulting in something useable, making things.
11. _____ Artistic: producing something aesthetically pleasing to the senses or emotions.
12. _____ Orderliness: following logical or set procedures, being well-organized.
13. _____ Variety: engaged in many different activities or problems.

Now total up the number of times you circled each number on page 30 and write the totals next to each work value listed above. Circle your TOP 5 WORK VALUES — the 5 with the highest totals — and write them below in order of descending priority:

	Value	Total times circled
1.	_____	_____
2.	_____	_____
3.	_____	_____
4.	_____	_____
5.	_____	_____

If you find that one or more values have "tied" (by having the same totals), go back to the pair of numbers that compare those two values and find which one you chose previously as the highest. (For example: If Social Service (3) and Financial Income (4) have tied in the final totals, go back to column C where you had to choose between the two (3,4). Which one did you circle? List this value first.)