



MOTIVATING YOU FOR BEST PERFORMANCE

The following statements are generated from your Birkman Interests scores and your Component Need scores. Carefully read each statement and check the ones that are most significant to you. Remember, a statement appears because it may be significant for you, not because it is significant. Only you can decide which statements are most relevant for you.

- ☐ Respond readily to opportunities to influence others directly
- ☐ Particularly responsive to situations where you can help others
- ☐ Motivated by tasks involving numbers or statistics
- ☐ Prefer direct, no-nonsense instructions and encouragement
- ☐ Are most self-motivated when allowed some time to work alone or with a very small group
- ☐ Most effective when directed by someone you see as a natural authority figure
- ☐ Let you concentrate – others shouldn't interrupt if it's avoidable