



Motivation

Why do you work or do what you do? For many corporate athletes, motivation is an understated aspect of their overall performance. Many people work because that's just what they do. They've been doing what they do for years and they're good at it so they just keep performing without much thought as to why.

However, when you have a more purpose-driven motivation, you can bring far more intensity to your day and your performance. This will help you improve more and reach loftier goals throughout your career.

Part 1

In order to tap into your purpose and motivation for the work you do, consider the following questions and answer them in a notebook. In your responses, refer to the ethical and individual character skills (p. 2) that you believe are important to your performance. Also consider the following 4 needs that we all have when it comes to doing something important in our lives:

Mastery (becoming a master of what you do; freedom to pursue competence), **Autonomy** (you have a level of ownership; you are in control), **Relatedness** (how your work helps you connect with other people), **Meaning** (how does this add meaning to your life).

1. If you have an idea of what you would like to do with your life, how does your work help you in fulfilling that vision? Why did you choose it as your career?
2. Who are you becoming because of the work you do?
3. At the end of your career, how do you want people to describe you and your contributions?
4. What do you really love about the work you do? Why is it important to you to excel in your career?
5. How would you define real success?
6. What goal or accomplishment would make you feel that all of your hard work has been worth it?

Part 2

Using the answers to the above questions as reference, write a paragraph on "Why I work?" Make it specific to your chosen profession and include the four needs from above: Mastery, Autonomy, Relatedness, and Meaning.



Character Skills

There are specific baseline behaviors that are important to being a contributing member to society. These behaviors represent our character and they define how we relate to other people (Ethical) and how we perform (Individual).

Below is a list of Ethical and Individual Character Skills. Use these lists to help you answer the questions in Part 1 of this motivation exercise.

Ethical

- Truthfulness
- Integrity
- Love for others
- Humility
- Gratitude
- Kindness
- Fairness
- Generosity
- Loyalty
- Teamwork
- Honor
- Patience with others
- Respect for others
- Compassion
- Empathy
- Leadership

Individual - Mental

- Concentration / Focus
- Best Effort
- Wisdom
- Critical Thinking
- Seeking Challenges
- Creativity
- Self Control
- Decisiveness
- Punctuality
- Adaptability
- Diligence
- Love of Learning
- Open mindedness
- Curiosity

Individual - Emotional

- Optimism
- Confidence
- Ambition
- Positivity
- Determination
- Courage
- Humor
- Patience with self
- Self compassion
- Resiliency
- Persistence
- Perspective
- Social Intelligence
- Appreciation of Beauty and Excellence