



# BUSINESS MOTIVATORS

## Personal Motivators in Business Environment

Suggested fields of application:



- Selection and job role analysis
- Integration
- Individual development
- Team development
- Performance management
- Career and succession planning

### IDENTIFYING PERSONAL MOTIVATION

The Business Motivators helps individuals gain insight into how and why they make the decisions they do. Motivators influence our actions and behaviors. They are the "why" behind an individual's choices and actions. Individuals who understand their motivators can become more aware of others who have different motivators.

Publisher: Maximum Potential / Essential Insights

### BM IS USED FOR

- Identifying motivations
- Supporting the selection
- Career planning
- Handling conflicts
- Team building
- Increasing work satisfaction
- Developing self-awareness

### BENEFITS

- Immediate testing evaluation and reporting
- Easy to administer and score
- Automated assessment system
- Licensed
- Internet based

### STATS

- 15 questions
- 10 minutes duration
- Online/paper-pen version

### THE REPORT INCLUDES

- Written explanation
- Comparison of motivators
- Graphic illustration of the attitudes

### AUDIENCE

- All levels

### TRAINING

- 3 day long training together with DISC questionnaire

### AVAILABLE LANGUAGES

Hungarian, English

### BUSINESS MOTIVATORS MEASURES

Key motivators providing insights into "why we do what we do":

#### • Conceptual

A person like this passionately searches the solution of problems, gaining the knowledge and investigating the reality. The main motivation is to collect all information.

#### • Aesthetic

It is important for a person like this to experience and enjoy the beauty, the harmony, the subjective feelings and the impressions. The main motivation is self-expression and self-realization.

#### • Economic

A person like this keeps an eye on economic aspect. He/she expects maximal return for his/her investment. He/she uses time, talent and resources effectively.

#### • Power and Authority

The main motives for this person is self-promotion, high position. He/she wants to lead, control and influence. He/she is determined to win.

#### • Social

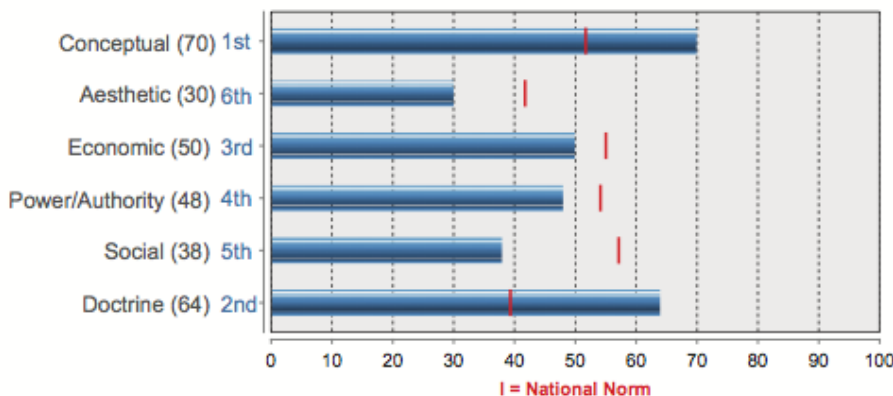
The main value to this person is to support others. He/she does not expect return for the spent time, energy. Altruist.

#### • Doctrine

A person with this attitude is looking for the system of living. He/she is driven by clearly determined rules, principles and traditions. Main features are conservatism, consistency.

The system ranks the relative passion for the attitudes and compares the individual values to the national norm. Team-level results can be illustrated as well.

### Business Motivators Graphic Overview



Schenker és Társai Bt.  
1988 óta