

THE SEVEN MOTIVATIONS OF LIFE *by Mark Oliver*

YOUR NAME:

Step 1: How do you prefer to gather information and ideas? **Choose:**

- a) Physical (**P**) if you focus more on details, practicality, scrutinizing and factual aspects, *(using your 5 senses)* **OR**
- b) Spiritual (**S**) if you focus more on the big picture, creativity, strategizing and feeling aspects *(using your 6th sense)*.

| | |
|----------|-----------|
| P | S |
| Physical | Spiritual |

Step 2: How do you prefer to rationally evaluate (with head or heart)? **Choose:**

- c) Intellectual (**I**) if you focus more on analyzing, principles, justice and logical thought *(head)*, **OR**
- d) Emotional (**E**) if you focus more on sympathizing, values, mercy and helpful sentiments *(heart)*.

| | |
|--------------|-----------|
| I | E |
| Intellectual | Emotional |



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