

### Motivation Awareness Inventory

The key to more effective performance is motivation. If people are not sufficiently motivated, it will result in barely adequate performance, a greater number of interpersonal problems, poor quality, and low productivity. However, highly motivated people are eager to get to work, give above and beyond what is required of them, create a cheerful working environment, and produce high quality. Effective leaders must know how to motivate their people. The following inventory is designed to evaluate your awareness of what motivates people. It can help point out areas of thinking that might not be the most accurate or effective.

	Strongly Agree	Agree	Disagree	Strongly Disagree
1. People work better with fewer rules.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2. People are better motivated when they have a part in setting their work goals.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3. Giving people the opportunity to grow in knowledge and skills is a great help in motivating them.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4. Low-stress conditions allow people to perform better.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5. People will do a better job if encouraged to act like an entrepreneur within the organization.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6. People perform better when given a job and left alone.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7. Bonuses motivate best when given on a team basis.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8. The more responsibility for the finished job they bear, the more motivated a worker will be.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9. Excellence should be praised and rewarded appropriately.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10. People are different. External rewards motivate some people better than others.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Thank you for your participation.