



## How Each Motivator Reacts to Crisis

During periods of crisis or uncertainty about the future, professionals in all industries will find themselves in increasingly stressful and confusing situations. In times like these, **it makes sense to turn to what you can control: Yourself.**

While the science of self is explored through all of our assessments, you should focus on your Motivators/Drivers right now, which come from the Workplace Motivators assessment. These Motivators/Drivers tell you what's important to you, and explain why you do what you do.

**Think about your 1st, 2nd and 6th Motivators, and take a look at how those Interests react to crisis.**

# THEORETICAL/KNOWLEDGE

## MY #1 OR #2 – MOST INTERESTED

**Pain Point – Burnout from constant information seeking.**

DO: Pivot from information gathering to information sharing.

DON'T: Try to learn everything at once.

## MY #6 – LEAST INTERESTED

**Pain Point – Sorting through constant influx of information to find out what is relevant to you.**

DO: Find a trusted and reliable source of information, and gather a daily snapshot.

DON'T: Overextend and stress yourself out to stay current.



# UTILITARIAN/ECONOMIC

## MY #1 OR #2 – MOST INTERESTED

**Pain Point – Frustrated at the slow pace you've had to adopt, in business and personal lives.**

DO: Help others maximize productivity and resources.

DON'T: Be impatient with others who are less reactive than you.

## MY #6 – LEAST INTERESTED

**Pain Point – Not sure where to focus in chaotic situations.**

DO: Ask for the clarity that you need.

DON'T: Be inflexible.



# AESTHETIC

## MY #1 OR #2 – MOST INTERESTED

**Pain Point** – Struggling with the shifts in your social and physical environments, especially when your current ‘experience’ is one of panic.

DO: Make your environment as comfortable and productive as possible.

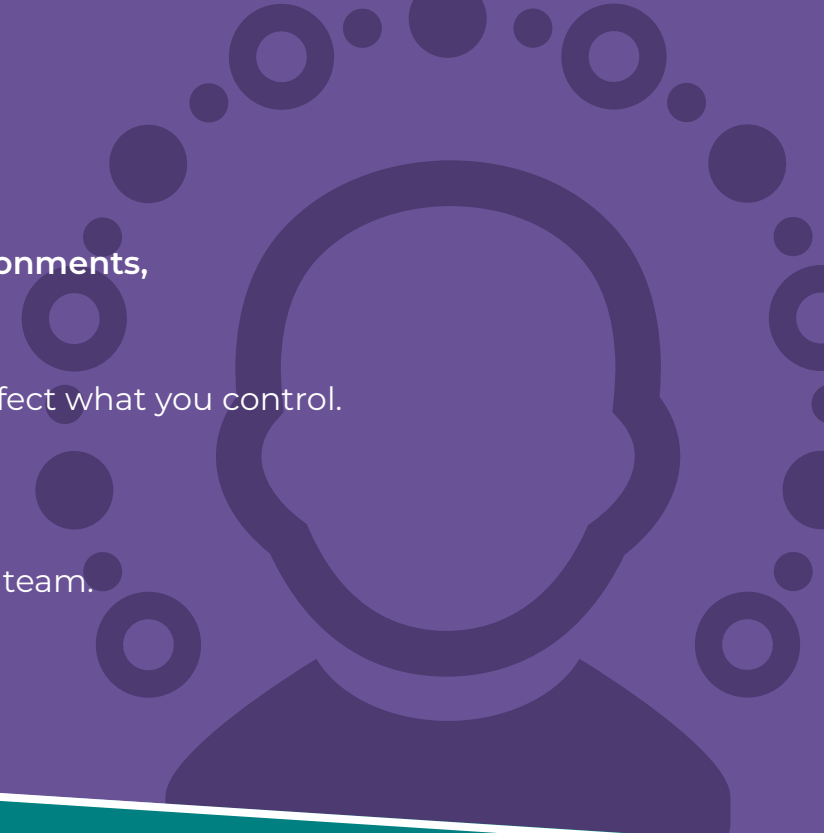
DON'T: Try to focus on a large scale picture right now. Understand and effect what you control.

## MY #6 – LEAST INTERESTED

**Pain Point** – Frustrated at lack of adaptability from others.

DO: Try to feel connected with everything going on around you and your team.

DON'T: Isolate yourself and shut off from emotions.



# SOCIAL/ALTRUISTIC

## MY #1 OR #2 – MOST INTERESTED

**Pain Point** – Likely extremely worried about all the other people who have it worse off than you do. This can lead to spiraling anxiety.

DO: Identify reasonable ways you can help.

DON'T: Overextend your giving ability.

## MY #6 – LEAST INTERESTED

**Pain Point** – Concerned about ‘your circle’, while worrying about the overreactions and actions of others.

DO: Reach out to others and protect your people by preparing and sharing.

DON'T: Be insensitive of the plight of others.



# INDIVIDUALISTIC/POLITICAL

## MY #1 OR #2 – MOST INTERESTED

**Pain Point – Overextending to help the team transition.**

DO: Use your power to lead and inspire others.

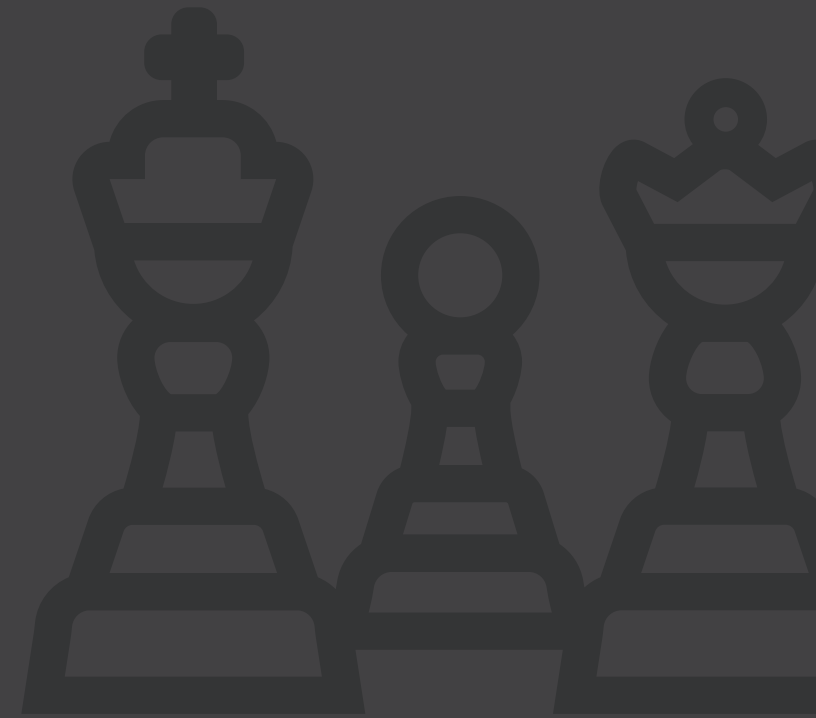
DON'T: Run over people with your opinions.

## MY #6 – LEAST INTERESTED

**Pain Point – Missing in-person collaboration as the crisis continues.**

DO: Reach out to others to collaborate and work together.

DON'T: Underestimate yourself and your own ability.



# TRADITIONAL/REGULATORY

## MY #1 OR #2 – MOST INTERESTED

**Pain Point – Struggling to accept that ritual and habit are disrupted.**

DO: Help others with the new protocols.

DON'T: Get bogged down in old ideas.

## MY #6 – LEAST INTERESTED

**Pain Point – Others aren't adjusting as quickly as you to changes.**

DO: Embrace the change and help others adapt.

DON'T: Try to push change too quickly/ move too fast.



# What's Your Next Step?

Now you know how to immediately react to crisis situations, according to your Motivators and Interests. But, what's your next step? How can you continue to develop your awareness and understanding?

- ▶ Consider your Motivators and the Motivators of your peers while communicating in close quarters.
- ▶ Follow us on social media for more updates and communication tips.
- ▶ Become an expert in Motivators and facilitate teams and individuals by getting certified as Professional Motivators Analyst.
- ▶ Contact Suzie Price to learn more about other assessments and possibilities for increasing your understanding of yourself and others.

To learn more about Workplace Motivators, and how they can impact your future, contact Priceless Professional Development at 770-578-6976 or visit [www.pricelessprofessional.com](http://www.pricelessprofessional.com).