

22.

Need/Want/Value Exercise

Need/Want/Value Area	Rank	Needs/Wants/Values	Rank	Needs/Wants/Values
Work/Job		respect, physical		help society, commute
		freedom, promotion		little travel/lot of travel
		money, fringe benefits		short hours/family
		fame, leadership		intellectual
		supervision, power		outside, change
Family (or relationships)		love, help		help, caring
		respect, values		support, dependability
		dependence, fun		challenge, equality
		independence		risk, time
		change, religion		safety, sharing
Learner (student, intellectual)		challenge		together, fun
		risk, multimedia		money, useful
		safety, recognition		unstructured
		stimulation		structured
		alone, practical		respect, time
Physical (athlete, energy)		alone, improvement		competition
		together, fun		non-competition
		money, cost		time, strenuous
		outdoors		variety
		year-round		regularity

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Work/Job				
Family (or relationships)				
Learner (student, intellectual)				
Physical (athlete, energy)				