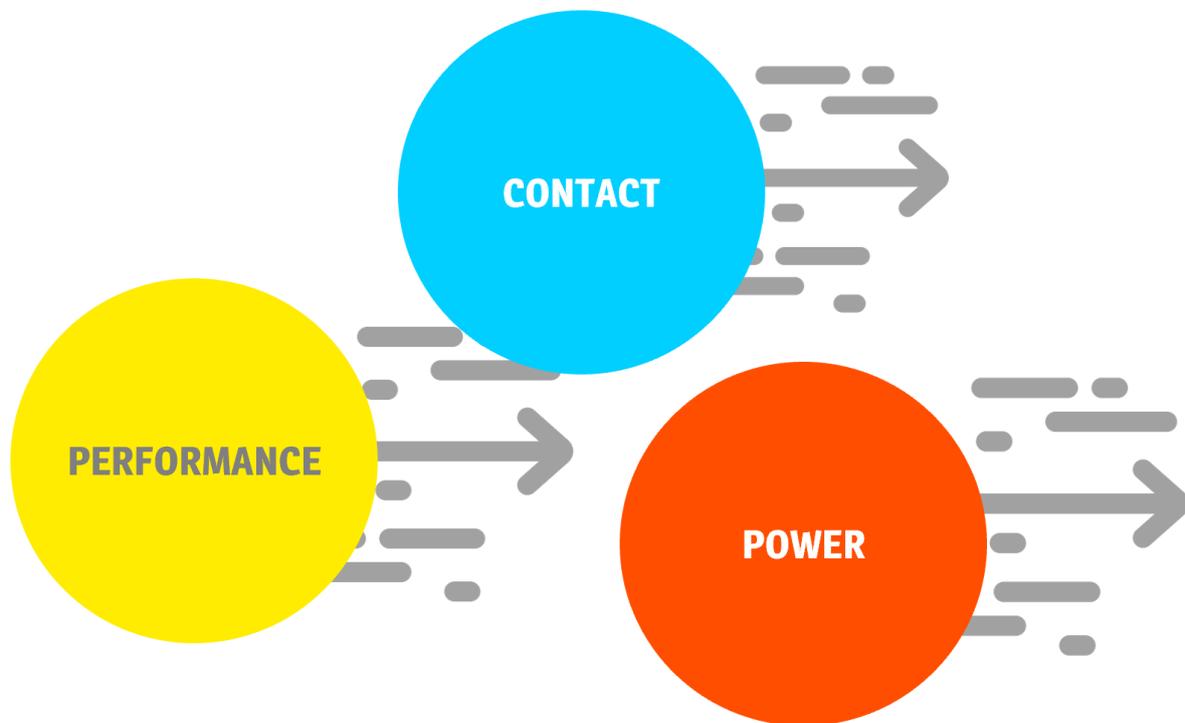


SUCCESS: MODULE 2

**AWARENESS**

## INNER DRIVERS



### Contact:

If you are motivated by Contact you want to be connected with other people. Being connected and recognized is important, strengthening and rewarding.

### Performance:

Ambitious learning, personal development and constant demand is important for this person.

### Power:

To be able to speak and shape, to gain status and to enjoy high esteem, all this drives people with this basic inner driver.

## IDENTIFYING YOUR INNER DRIVERS

### School:

Was it important for you to be the class representative (power) or was it more important to be very popular and liked by your classmates (contact)? Or did you mostly focus on getting good grades (performance)?

### Studies/University:

Were your grades the most important thing (performance) or did you rather invest your time in building up your network (power), maybe you got engaged in charity activities or focused on spending as much fun time as possible with other students (contact)?

### Work:

What is more important: Being in a leading role or being appreciated by your colleagues? Or making yourself happy because you know you are doing a good job?

### Family:

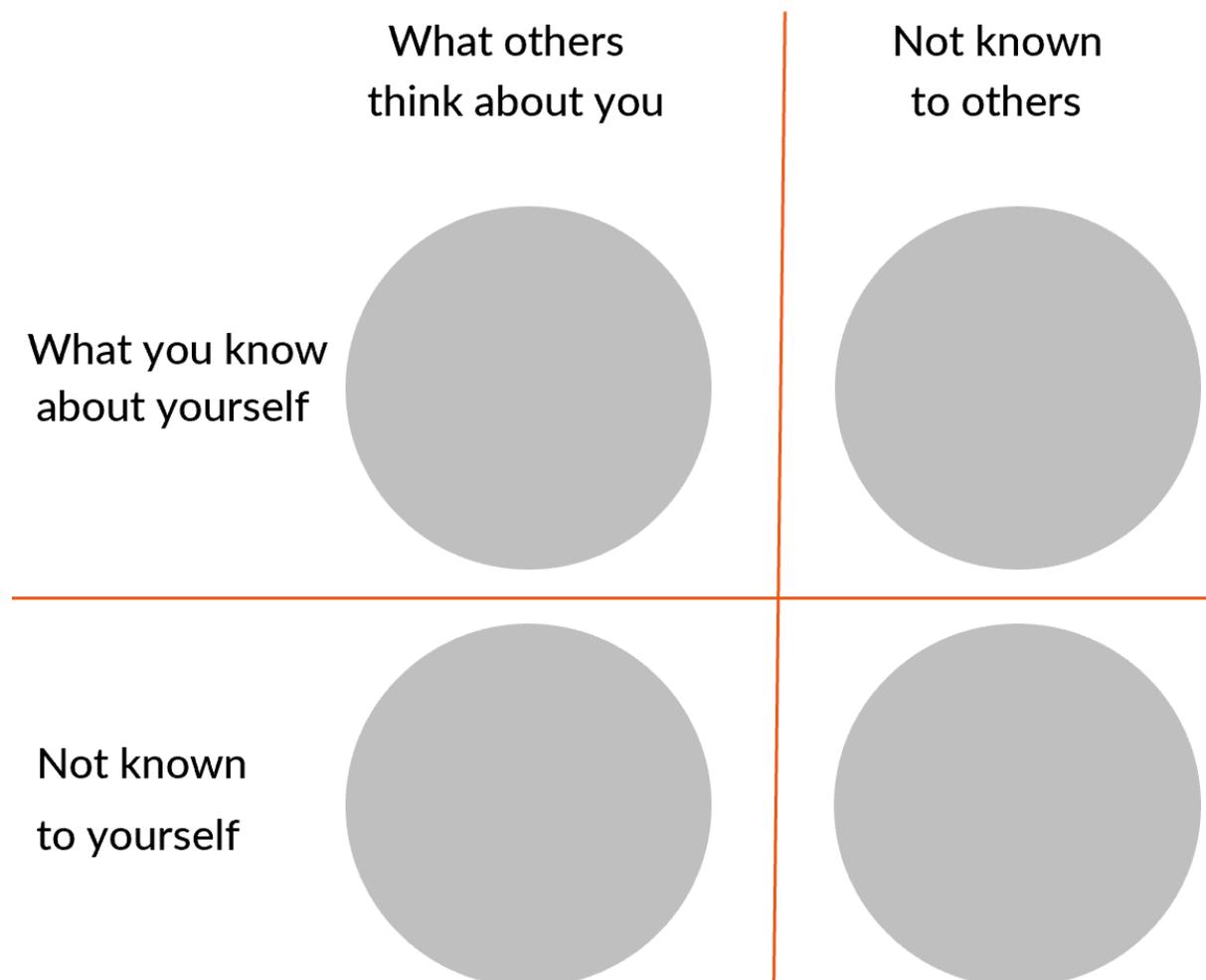
In relationships contact is obviously always important. However, ask yourself if this contact is always or at least most of the time something that is feeling good to you. Or are there other motives that are important, maybe to be the one who decides what will be done or is self-growth for you a very important topic?

<i>Tick the boxes!</i>	School	Studies	Work	Family
<b>CONTACT</b>				
<b>PERFORMANCE</b>				
<b>POWER</b>				

## STRENGTHS & BLIND SPOTS

Record your findings in according to what you've learned while doing the exercise.

Don't forget to ask for external feedback as well!



## INNER TEAM

**Dreamer** - moves toward goals and dreams. He works out of a positive belief system that encourages, supports and helps him. The dreamer asks "WHAT", tends to be visually inclined, looks into the future and likes to move within himself.

**Thinker** - plans, structures, analyzes, tests, weighs, compares and is also called realistic and represents logic. The thinker has a counterpart in him, the so-called critic, who rejects, judges, is anxious, sometimes confused, risk-averse and acts out of a strained belief system.

**Doer** - is the performer, he does, makes, implements, brings into motion, changes, designs, shapes and acts. He likes to make moves towards something, is at home in the present and focused on his environment.

	<b>DREAMER</b>	<b>THINKER</b>	<b>DOER</b>
In which situation are you taking on this role?			
What are you particular strong at in this role?			
What would you need most to be able to fulfill this role better?			