

MOTIVATION: PERSON

CHARACTER: _____ STORY: _____

NAME:

SECTION:

DATE:

SCORE:

- WHAT DOES THE CHARACTER NEED TO BE MOTIVATED TO DO?

- WHAT CHARACTER TRAITS/ KNOWLEDGE / SKILLS DOES THIS ACTION REQUIRE?

- WHAT VALUES / BELIEFS DOES THIS ACTION REQUIRE?

- WHO MIGHT HAVE THESE TRAITS/ KNOWLEDGE/SKILLS/VALUES/BELIEFS?

- WHO MIGHT LACK THESE TRAITS/ KNOWLEDGE/SKILLS/VALUES/BELIEFS?

- HOW / WHERE MIGHT THEY HAVE MET?

- HOW DID THIS PERSON INFLUENCE THE CHARACTER?

- HOW / WHERE MIGHT THEY HAVE MET?

MOTIVATION: EVENT

CHARACTER: _____ STORY: _____

- *WHAT DOES THE CHARACTER NEED TO BE MOTIVATED TO DO?*

- *WHAT CHARACTER TRAITS/ KNOWLEDGE / SKILLS DOES THIS ACTION REQUIRE?*

- *WHAT VALUES / BELIEFS DOES THIS ACTION REQUIRE?*

- *WHAT EVENT WOULD BRING OUT THESE TRAITS / KNOWLEDGE/ SKILLS / VALUES / BELIEFS?*

- *HOW DID THE CHARACTER COME TO BE INVOLVED IN THIS EVENT?*

- *WHY WAS THIS EVENT SO IMPORTANT/ MEMORABLE TO THE CHARACTER?*

- *WHY DID THE CHARACTER INTERPRET THIS EVENT THE WAY THEY DID?*

- *IS THE CHARACTER CONSCIOUSLY AWARE OF THIS MOTIVATION?*

MOTIVATION: ENVIRONMENT

CHARACTER: _____ STORY: _____

- *WHAT DOES THE CHARACTER NEED TO BE MOTIVATED TO DO?*

- *WHAT CHARACTER TRAITS/ KNOWLEDGE / SKILLS DOES THIS ACTION REQUIRE?*

- *WHAT VALUES / BELIEFS DOES THIS ACTION REQUIRE?*

- *WHAT EVENT WOULD BRING OUT THESE TRAITS / KNOWLEDGE/ SKILLS / VALUES / BELIEFS?*

- *WHAT SORT OF ENVIRONMENT MIGHT SUPPRESS THESE TRAITS / KNOWLEDGE/ SKILLS / VALUES / BELIEFS?*

- *WHY WAS THE CHARACTER IN THIS ENVIRONMENT?*

- *WHY DID THIS ENVIRONMENT HAVE AN IMPACT ON THE CHARACTER?*

- *IS THE CHARACTER CONSCIOUSLY AWARE OF THIS MOTIVATION?*

MOTIVATION: BELIEFS

CHARACTER: _____ STORY: _____

- WHAT DOES THE CHARACTER NEED TO BE MOTIVATED TO DO?

- WHAT BELIEFS DOES THIS ACTION REQUIRE?

- WHAT EMPOWERING BELIEFS DOES THIS ACTION REQUIRE?

- HOW DOES THE CHARACTER JUSTIFY THESE BELIEFS TO THEMSELVES & TO OTHERS?

- WHAT DISEMPOWERING BELIEFS DOES THIS ACTION REQUIRE?

- HOW DOES THE CHARACTER JUSTIFY THESE BELIEFS TO THEMSELVES & TO OTHERS?

VALUES

MOVING-TOWARD
VALUES

Love
Success
Freedom
Intimacy
Security
Adventure
Power
Passion
Comfort
Health

MOVING-AWAY-FROM
VALUES

Rejection
Anger
Frustration
Loneliness
Depression
Failure
Humiliation
Guilt

RANK THE CHARACTER'S VALUES:

1. _____
2. _____
3. _____
4. _____
5. _____

(Value lists excerpted from *Awaken the Giant Within* by Anthony Robbins)