











Now assign a numerical value to each of your answers. Statements in the "very true" column are worth 9 points. Those you marked "sometimes true" get 6. Allow 3 points for each "not sure," and zero points for every "not true" answer.

In the columns below, write the numerical value of your response next to the statement number. For example, if you answered "very true" to the first statement, you would write a 9 on the line next to the number 1. When you have entered a number on each line, go back and total the columns under each heading.

## ANSWERS

ADVENTURE	FAMILY	POWER	RECOGNITION
4. _____	8. _____	12. _____	11. _____
16. _____	19. _____	29. _____	37. _____
22. _____	27. _____	39. _____	48. _____
38. _____	53. _____	47. _____	79. _____
68. _____	65. _____	55. _____	86. _____
76. _____	77. _____	60. _____	91. _____
88. _____	81. _____	71. _____	101. _____
92. _____	100. _____	90. _____	103. _____
Total _____	Total _____	Total _____	Total _____

PERSONAL INTEGRITY and MORAL COURAGE	MONEY	SECURITY	CREATIVITY
21. _____	18. _____	3. _____	6. _____
33. _____	28. _____	15. _____	9. _____
44. _____	41. _____	17. _____	34. _____
58. _____	45. _____	24. _____	59. _____
63. _____	50. _____	40. _____	66. _____
83. _____	62. _____	49. _____	84. _____
93. _____	74. _____	72. _____	89. _____
97. _____	78. _____	82. _____	98. _____
Total _____	Total _____	Total _____	Total _____



HELPING OTHERS	KNOWLEDGE and TRUTH	FRIENDSHIP and COMPANIONSHIP
1. _____	7. _____	2. _____
26. _____	13. _____	10. _____
36. _____	23. _____	35. _____
43. _____	46. _____	42. _____
52. _____	57. _____	56. _____
85. _____	61. _____	95. _____
96. _____	73. _____	102. _____
99. _____	87. _____	104. _____
Total _____	Total _____	Total _____

BEAUTY and AESTHETICS	INDEPENDENCE and FREEDOM
14. _____	5. _____
20. _____	25. _____
30. _____	31. _____
32. _____	51. _____
54. _____	64. _____
67. _____	70. _____
69. _____	80. _____
75. _____	94. _____
Total _____	Total _____

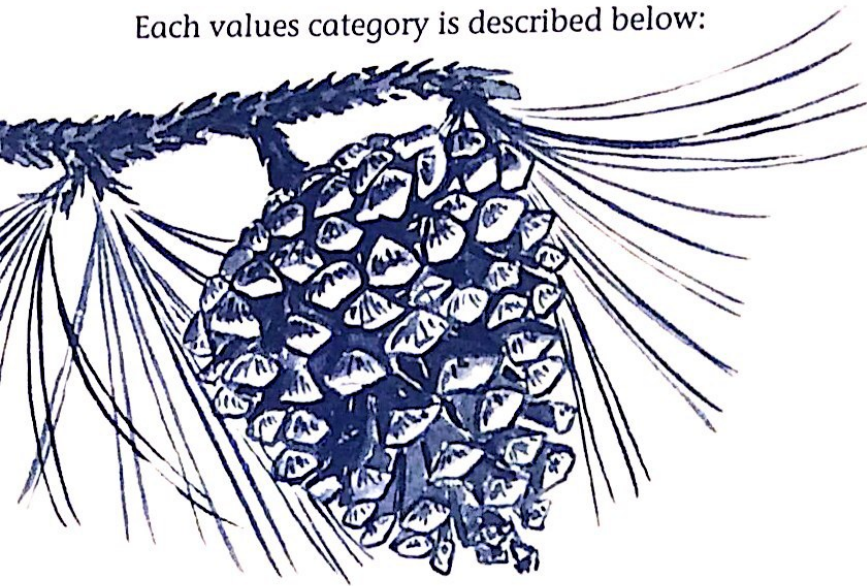


In which category did you have the highest total? Right now, that value is most important to you. Remember, though, that values often change over time. You might want to come back to this survey every few years or when you are considering a change in your plans.

Did you have high scores in more than one category? If so, you might want to try to find a career that satisfies both or all your top values. If you value both beauty and adventure, for example, you might be happier tracking down international jewel thieves than you would be working in an art gallery or museum.



Each values category is described below:



## Adventure

If you value adventure, you would be happiest in a career that offers some degree of variety or unpredictability. You don't necessarily have to be a spy or a soldier of fortune, but you won't want a job with too much structure or routine. Since you are probably willing to take risks, you might make a good entrepreneur.

## Family

Those who value family are usually happiest with careers that don't call for evening or weekend work or a great deal of travel. Flexibility is helpful, as is the opportunity to work at home. A career with a salary high enough to allow you to work part-time might be attractive.

## Knowledge and truth

If you value knowledge and truth, you might find a career that lets you pass on your knowledge — teaching, for example, or being a librarian — rewarding. Or you might prefer a job that keeps teaching you: doing research, investigative reporting, and the like.

## Power

Those who value power need to prepare for leadership. Usually, that means some type of advanced education or years of experience in your trade. Most political leaders, for example, have law degrees. Business leaders quite often have a master's degree in business administration. If you value power, make sure that any job you take offers room for advancement. Or consider starting a business of your own.

## Personal integrity and moral courage

You will be most satisfied in a career that mirrors your sense of purpose if you value personal integrity and moral purpose. Perhaps your *field* of work is less important than what you do *within* that field. For example, if you are a lawyer, you would probably be more satisfied working in legal aid than in corporate law. It is important for you to feel that your work is worthwhile to society.

## Money or wealth

Many career fields have the potential to pay very well. Make sure that the one you choose meshes with your other top values. If you also value security, for example, you might find it more satisfying to be an engineer than an entrepreneur. Remember, too, that you will probably need to spend the majority of your time working. Is there a job you would enjoy so much you wouldn't mind if it also had to be your hobby?





## Friendship and companionship

If this is your highest value, you will want to make sure that your chosen career involves working closely with others. Things to consider: Would you prefer spending your time with co-workers or clients? Do you like to see the same faces every day, or would you like to meet new people on a regular basis? Do you have a circle of friends for whom you want to reserve time?

## Recognition

You may be recognized by more people if you are a TV star than if you are the best caterer in town. But, generally, you can earn recognition in just about any field if you do your job well. Choose something for which you have the necessary skills or talents, and work hard.

## Independence and freedom

If this is your highest value, you may find unstructured sales — real estate or insurance, for example — rewarding. In this type of job, you can set your own hours and work without constant supervision. You might prefer to work part-time, or you might want to be self-employed. Stay away from strict schedules or jobs in which you are constantly accountable to someone else.

## Security

If you value security, you will be most comfortable in a job you know will be around for a while. No new companies or risky ventures for you. You may prefer to have clearly defined duties, rather than a loosely structured job.

## Beauty or aesthetics

If this is your top value, *where* you work may be almost as important a consideration as *what you do*. Your setting must be one that you find visually attractive, whether it's a garden or a cathedral. You might want your work to center around beauty, as well — perhaps you'd be happy as a designer, an architect, or a florist.

## Creativity

Creative people need room to exercise their imaginations, whether they are creating a work of art, inventing a better way to display merchandise, or solving a problem in computer programming. If this is your top value, you should seek a flexible career that lets you put your ideas to work.

## Helping others

If you value helping others, there are many ways for you to accomplish your goal. The service industry, in fact, is one of the fastest growing parts of the economy. *How* do you want to help others? Some possibilities: you could be a paramedic, a physical therapist, a social worker, a nutritionist, a psychologist, a police officer, or a child care worker.