



WHAT DRIVES YOU?

BY PATRICK BET-DAVID

Everyone has a different driver. Whether you are a leader or work with one. It is important to understand what drives you. Here are the notes from the episode and a fun exercise to determine your driver.



ADVANCEMENT

1. Next promotion
2. Completing a task
3. Meeting a deadline
4. Reaching a goal as a team



INDIVIDUAL

5. Lifestyle
6. Recognition
7. Security



MADNESS

8. Opposition
9. Competition
10. Control
11. Power & fame
12. Proving others wrong
13. The need to avoid embarrassment
14. Mastery
15. Desire to be the best / Break records



PURPOSE

16. History
17. Helping others
18. Change
19. Impact
20. Enlightenment



I. ADVANCEMENT

1. Next promotion	1	2	3	4	5	6	7	8	9	10	_____
2. Completing a task	1	2	3	4	5	6	7	8	9	10	_____
3. Meeting a deadline	1	2	3	4	5	6	7	8	9	10	_____
4. Reaching a goal as a team	1	2	3	4	5	6	7	8	9	10	_____

II. INDIVIDUAL

5. Lifestyle	1	2	3	4	5	6	7	8	9	10	_____
6. Recognition	1	2	3	4	5	6	7	8	9	10	_____
7. Security	1	2	3	4	5	6	7	8	9	10	_____
8. Opposition	1	2	3	4	5	6	7	8	9	10	_____

III. MADNESS

9. Competition	1	2	3	4	5	6	7	8	9	10	_____
10. Control	1	2	3	4	5	6	7	8	9	10	_____
11. Power & fame	1	2	3	4	5	6	7	8	9	10	_____
12. Proving others wrong	1	2	3	4	5	6	7	8	9	10	_____
13. The need to avoid embarrassment	1	2	3	4	5	6	7	8	9	10	_____
14. Mastery	1	2	3	4	5	6	7	8	9	10	_____
15. Desire to be the best	1	2	3	4	5	6	7	8	9	10	_____

IV. PURPOSE

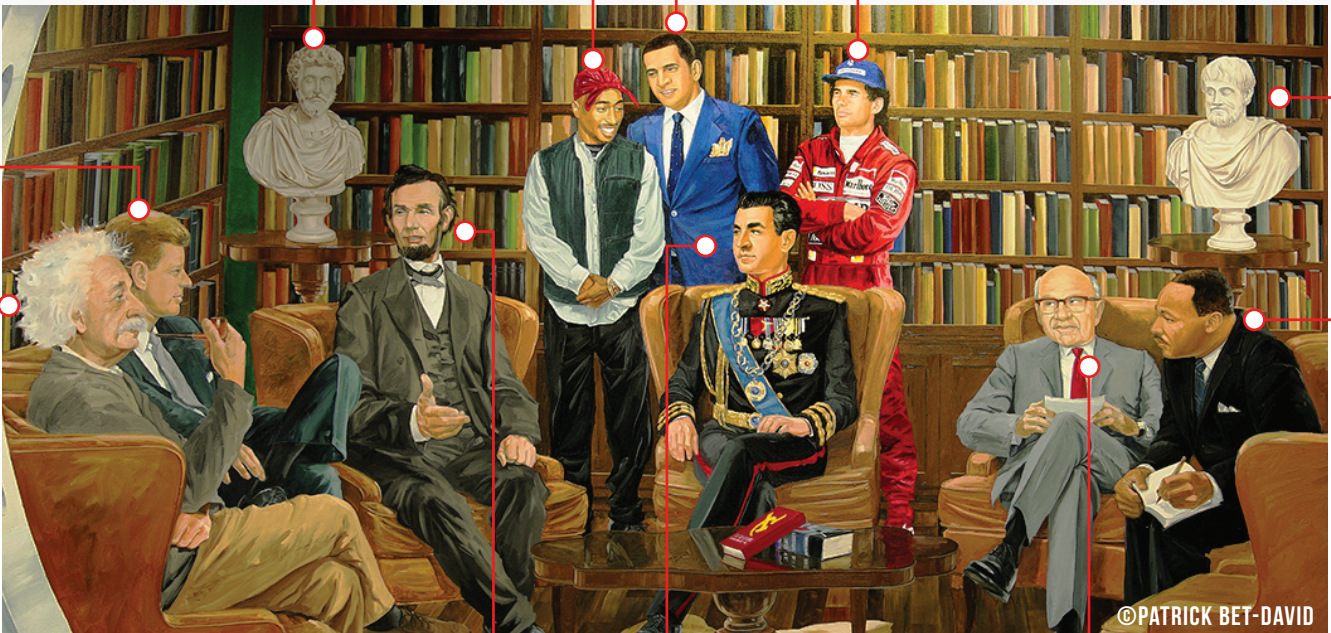
16. History	1	2	3	4	5	6	7	8	9	10	_____
17. Helping others	1	2	3	4	5	6	7	8	9	10	_____
18. Change	1	2	3	4	5	6	7	8	9	10	_____
19. Impact	1	2	3	4	5	6	7	8	9	10	_____
20. Enlightenment	1	2	3	4	5	6	7	8	9	10	_____



FUN EXERCISE:



USING THE 4 DRIVERS, ADD YOUR THOUGHTS ON WHAT YOU THINK DROVE OR DRIVES EACH INDIVIDUAL IN THE PAINTING & TWEET ME @PATRICKBETDAVID



ANSWERS TO CHOOSE FROM:

1. ADVANCEMENT
2. INDIVIDUAL
3. MADNESS
4. PURPOSE