

Values & Needs Exercise

Instructions

The first set of cards (in italics) shows *Needs*. These tend to be personal Priorities and Principles that make functioning sustainable. Until your *Needs* are handled, life doesn't "work."

The second set of cards (in the non-script, sans-serif font) represents *Values*. These tend to be personal Qualities or Passions. *Values* are what you stand for – **Who you are**.

It's very difficult to express your *Values* until you learn to meet your *Needs* as they keep interrupting. Goals and decisions that are based on *Values* tend to be the more satisfying to accomplish.

1. Print the document and then cut the cards apart keeping *Needs* in one stack and *Values* in another.
2. The blank cards at the end are there in case a *Need* or *Value* that is important to you is missing. If one occurs to you during the sorting process, write it in and add it to the mix.
3. Sort the *Needs* cards first each – try to narrow it down until you have your top three.
4. Then sort the *Values* card set – again keep sorting until you have your top three.
5. Adjust the final number of words up or down a bit (2 or 4 instead of 3) if useful in making the results reflect you.

<i>Achievement</i>	<i>Adventure</i>	<i>Aesthetic</i>
<i>Community</i>	<i>Equality</i>	<i>Fame</i>

<i>Freedom</i>	<i>Fellowship</i>	<i>Happiness</i>
<i>Health</i>	<i>Love</i>	<i>Nature</i>
<i>Peace</i>	<i>Pleasure</i>	<i>Power</i>
<i>Self-Worth</i>	<i>Service</i>	<i>Spirituality</i>
<i>Wealth</i>	<i>Wisdom</i>	<i>Family</i>

Accountability	Affection	Autonomy
Competency	Courage	Courtesy
Creative	Discipline	Drive
Fairness	Flexibility	Forgiveness
Honesty	Humor	Knowledge

Loyalty	Obedience	Order
Reason	Service	Tolerance
