



How to Start a Small Business

Self Motivation Inventory

Find out whether you are naturally self-motivated and disciplined

People often wonder what makes it hard for them to begin or complete activities and tasks. There are many factors which may play a role or serve to explain these difficulties. One of these factors is self-motivation. Self motivation is the ability and desire to reach goals and succeed which is fueled by your own hopes or dreams, rather than those of somebody else.

Completing this assessment will help you to find out whether you have this quality of self-motivation and if it is present, how strongly you possess it. The results will let you know if you are likely to be someone who does better with internal or external motivators and rewards.

Please complete all items. Rate each item on a scale of 1-5. Please choose one number and do not write a decimal, such as 3.5. Select the answer that best represents your feelings, thoughts, and behaviors as they relate to your self-motivation. Try to answer as openly and honestly as possible. Choose how true each statement is for you.

1 _____ 2 _____ 3 _____ 4 _____ 5 _____
Less True More True

Statement	Response
1. have always been someone who has a very strong drive to achieve.	_____
2. I frequently think about how good I will feel when I accomplish what I have set out to do.	_____
3. Most of the time, my biggest reward is the sense of accomplishment that comes with a job well done.	_____
4. If asked about what motivates me to succeed, I would say that the number one factor is a sense of personal fulfillment, that I gave my all and did my best.	_____
5. I am someone who begins a task with little prompting from others.	_____
6. While it may feel good to get praise from others and make them feel proud, what is most important to me is how I feel I did.	_____

Statement	Response
7. I rarely require a lot of outside assistance to complete a project or activity.	_____
8. Others have used words such as “independent, self-starter, entrepreneurial, and go-getter” to describe me.	_____
9. I have always really enjoyed solving challenges or problems or embarking on new journeys.	_____
10. I believe that one of my strongest attributes is my ability to push myself to achieve.	_____
11. When I think about the reward for doing something, the first thing I think about is the sense of accomplishment or achievement.	_____
12. Feedback from teachers, bosses, and supervisors has often described my internal drive and dedication.	_____
13. I feel great when I look back over some things that I have successfully done. I use this to get ready to do other things in the future.	_____
14. I do <i>not</i> find difficulty with setting clear goals and timelines for myself.	_____
15. One of the areas I pride myself on is my ability to get things done when they need to be done without being reminded by others.	_____
16. When faced with a difficult or unclear situation, I often look at it like a challenge.	_____
17. I can pump myself up to do something pretty easily.	_____
18. I do <i>not</i> find it hard to describe to people my greatest dreams and aspirations.	_____
19. Others have told me that my drive to push myself to do my best has resulted in my successes.	_____
20. On a typical day, I do <i>not</i> need someone to go over my schedule or tasks with me, I know what needs to get done and when.	_____
21. I typically approach new things with the attitude of “try it first and if you need help, ask second.”	_____
22. On several occasions, I have given myself a consequence for making a poor or less optimal decision. For instance, if I chose to eat an extra helping of dessert, I tell myself to work out an extra 10 minutes at the gym.	_____

Statement	Response
23. I do <i>not</i> often seem to benefit much from external rules, regulations, timelines, and deadlines.	_____
24. There are some things I have done that I would feel good about even if no one else ever knew about them.	_____
25. I do <i>not</i> frequently worry about how I am going to get myself to do something since I know I will get it done.	_____
26. I seem to be less motivated by external rewards such as money or praise and more motivated by my own evaluation of my performance.	_____
27. My family members or friends have told me that they are impressed by how I have a tendency to pursue what I am passionate about.	_____
28. When I was young, I did <i>not</i> often need to be told by my parents what to do, when to do it, and how to do it.	_____
29. I consider myself to be someone who wants to succeed for myself, more so than for the recognition from others.	_____
30. Even if something makes me feel slightly nervous or uncomfortable, I typically do not have too much trouble getting myself to do it.	_____

Score Interpretations

Total Score 113-150

This score indicates a strong likelihood that you are highly self-motivated. It is likely that you are naturally someone who pushes yourself and that throughout much of your life you have done so. You are responsive to rewards that are internal in nature, such as a sense of pride, accomplishment, or achievement. You do not appear to be someone who heavily relies on others to get going or to complete something; rather the drive seems to come from within. You also appear to be someone who takes initiative and enjoys independent work. You may get frustrated by having to answer to somebody or having people check up on you.

Total Score 75-112

Your score indicates that you are self-motivated overall. You have a tendency to recognize when you want or need to do something and get it done. You typically do not need to be told several times by others when a project must be completed. You may be independent minded and ambitious. While you are self-motivated in general, you are also likely someone who values other's opinions and who enjoys getting positive feedback from others. You can be motivated by external rewards, such as money or praise, but in general your primary motivator is a sense of accomplishment.

Total Score 38-74

This score indicates that you may be self-motivated at times and at times be more motivated by external factors. You are not likely to be the person who can easily get himself or herself going on a difficult or unpleasant task, rather it can take a couple times to get the ball rolling. You have several qualities of a self-motivated person, such as ambition and drive, however, you are also sensitive to external motivators, such as directives from others, reward or recognition, and money or compensation. You may struggle at times with creating goals and rewards for yourself, but overall, you are well able to accomplish that which you set your mind to.

Total Score 0-37

The assessment results indicate that you are likely to currently be primarily motivated by external rather than internal factors. You may try to become more self-motivated, but your natural tendency is in the other direction. You naturally have a hard time setting structure, timelines, and

reward systems for yourself, and may look to others to provide these factors. This does not mean that you are not motivated, it simply means that what motivates you is more external than internal in nature. Things such as recognition by others, providing for others, compensation by others, or praise from others are likely to feel very motivating for you.

Disclaimer: This assessment is not intended to provide a psychological or psychiatric diagnosis and your completion of the test does not indicate a professional counseling or coaching relationship with the creators or administrators of the test.

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