

MOTIVATION: PERSON

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?

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?

WHY DID THIS PERSON INFLUENCE THE CHARACTER IN THE WAY THEY DID?

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 SORT OF ENVIRONMENT MIGHT CREATE 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)*