

IF YOU WILL LEAD® – VALUES EXPOSER

Values Exercise Instructions

Purpose:

The purpose of this exercise is to help you gain a better understanding of the values that are most important in your life. The root cause of most interpersonal conflict is the feeling that one's values have been violated. Understanding our values helps us better deal with conflict.

As you are completing this exercise, consider your values in term of your whole life (not in terms of personal or professional life). This exercise should be done over several days. Take some time throughout the process to step away and think about what you are finding.

Step 1: Review the list of values on the following pages. Consider about how important (or unimportant) each value is to you.

Step 2: Identify those values that are no important to you, and put an 'X' in the "Not Important" column.

Step 3: Review "Not Important" values and consider if any of these values are important to others with whom you have a relationship. If so, make a note of this fact in the Notes section.

Step 4: Review remaining values, and categorize each as High, Medium or Low Importance relative to one another. Try to limit the number of high importance values to between 10 and 15.

Step 5: Rank order high importance values.

Step 6: Once you have completed this exercise, capture your top ten list of values using the final page of this document.

Step 7: Take some time to contemplate the top ten list – noting what's on it and what isn't. What patterns do you see? Does anything strike you as inconsistent with how you act?

Step 8: Pick up a copy of *If You Will Lead: Enduring Wisdom for 21st-Century Leaders* to learn more about the role of self-awareness and leadership.

For More Information Contact:

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IF YOU WILL LEAD® – VALUES EXPOSER

VALUE	Importance					NOTES
	Not Important	High	Medium	Low	Top 10 Ranking	
ACCOUNTABILITY						
ADVENTURE						
ALTRUISM						
AMBIITION						
APPEARANCE						
APPROVAL						
AUTHENTICITY						
AUTHORITY						
AUTONOMY						
AWARENESS						
BEAUTY						
BOLDNESS						
CAREER						
CHALLENGE						
CHARACTER						
CHOICE						
CLARITY						
COLLABORATION						
COMFORT						
COMMITMENT						
COMMUNICATION						
COMMUNITY						
COMPETENCE						
COMPETITION						
COMPOSURE						
CONNECTEDNESS						
CONTENTMENT						
CONTRIBUTION						
CONTROL						
COURAGE						
CREATIVITY						
CURIOSITY						
DEPENDABILITY						
DISCIPLINE						
DIVERSITY						
EMPATHY						

IF YOU WILL LEAD® – VALUES EXPOSER

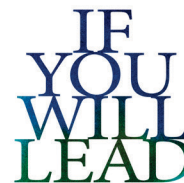
VALUE	Importance					NOTES
	Not Important	High	Medium	Low	Top 10 Ranking	
EMPOWERMENT						
ENTHUSIASM						
ENVIRONMENT						
EQUALITY						
EXCELLENCE						
EXPERTISE						
EXPLORATION						
FAIRNESS						
FAITH						
FAME						
FAMILY						
FINANCIAL SECURITY						
FLEXIBILITY						
FOCUS						
FREEDOM						
FRIENDSHIP						
FULFILLMENT						
FUN						
GENEROSITY						
GRATITUDE						
GROWTH						
HAPPINESS						
HARMONY						
HEALTH						
HONESTY						
HOPE						
HUMILITY						
HUMOR						
INDEPENDENCE						
INNOVATION						
INSPIRATION						
INTEGRITY						
INTELLIGENCE						
INTIMACY						
JOY						
KNOWLEDGE SHARING						

IF YOU WILL LEAD® – VALUES EXPOSER

VALUE	Importance					NOTES
	Not Important	High	Medium	Low	Top 10 Ranking	
LEADERSHIP						
LEADING						
LEARNING						
LEGACY						
LEISURE						
LOVE						
LOYALTY						
MAKING A DIFFERENCE						
MEANING						
NATURE						
NURTURING						
OPENNESS						
ORDERLINESS						
PARTICIPATION						
PARTNERSHIP						
PATIENCE						
PEACE						
PERFORMANCE						
PLEASURE						
POPULARITY						
POWER						
PRIVACY						
PRODUCTIVITY						
PROFESSIONALISM						
PROSPERITY						
QUALITY						
RECOGNITION						
RELATIONSHIPS						
RELIGION						
REPUTATION						
RESILIENCE						
RESPECT						
ROMANCE						
SECURITY						
SELF-AWARENESS						
SELF-EFFICACY						

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VALUE	Importance					NOTES
	Not Important	High	Medium	Low	Top 10 Ranking	
SELFLESSNESS						
SELF-LOVE						
SENSUALITY						
SERVICE						
SIMPLICITY						
SPIRITUALITY						
STAMINA/ENERGY						
STATUS						
STRENGTH						
SUCCESS						
TEACHING						
TEAMWORK						
TRADITION						
TRUST						
TRUTH						
VARIETY						
VISION						
WEALTH						
WISDOM						
[OTHER VALUES NOT LISTED]						



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TOP TEN VALUES:

Dates: _____

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Noteworthy Patterns/Observations:

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