

Motivational Questions

- A. How do you react to criticism and/or failure?
- B. How do you react to positive reinforcement?
- C. After the second midterm and before the drop date you are told that you are going to fail the class unless you really put in a great effort and then the best you can hope for is a C. Do you... (Circle One)
- 1) drop the class and look for another instructor
 - 2) drop the class and retake with the same instructor so you can get an A
 - 3) put in a great effort and accept a C.
- D. You are asked to sign a 1-week contract with clear performance goals. It is explained to you that if you do not reach these goals you will be fired. Do you...(Circle One)
- 1) refuse to sign the contract and look for a job at a company where you can succeed
 - 2) refuse to sign the contract and look for a job in a similar company
 - 3) sign the contract and hope for the best
- E. What motivates you? (Circle Three)
1. Economic reward,
 2. Derive satisfaction from a job well done.
 3. Praise of others.
 4. Own pleasure in seeing goals met.
 5. Parental pressure.
 6. Desire to help society or improve meaning of life.
 7. Peer Pressure.
- F. How would you characterize yourself? (Circle Three)
1. Motivated by my success in a similar task
 2. Self starter,
 3. Try and avoid situations where I have failed
 4. I take initiative without need for reward or punishment.
 5. Avoid challenges
 6. Entrepreneurial Personality
- G. When you fail are you more likely to say 1. "I can't do it ever." or 2. "I will try harder next time."
- H. Do you believe we are 1. born with a fixed amount of intelligence 2. have the ability to increase intelligence as one learns and has new experiences.
- I. You are attending a high school in Georgia and have a C+ average. All students with a B average or better can attend any public or technical institute in the state for free. Do you...
1. Apply for a Microsoft college scholarship for financially needy minority students or
 2. Join the Coca-Cola Valued Youth Program where you will receive tutoring to improve your reading and math skills.
 3. I am happy with a C+ average
- Notes: a) Microsoft and Bill Gates have pledged 1 Billion dollars over 20 years for this program. b) You may assume that you are a financially needy minority student.
- J. You have been working for the General Automics for the past 5 weeks. General Automics has openings in the following five(2) departments. Place in order the departments you would like to be transferred to...
- QA
 - Tech Support/Customer Relations
 - Product Repair>Returns
 - R&D
 - Management