

D SAMPLE BASKETBALL

SUMMARY

STRENGTHS *(i.e., potential positive qualities and/or mental skills)*

He is likely to be an extremely confident athlete who possesses high levels of self-discipline when it comes to training. He may embrace the idea of being a role model to others or leading by example through doing things 'the right way.' He may be motivated by pressure and likely can play through physical pain and/or come through in clutch situations. He may be capable of being highly competitive without losing his cool. Also, he is likely to be a team-oriented player who will embrace any role if it is explained to him in detail and should give consistently strong effort regardless of circumstances.

STRUGGLES *(i.e., potential negative qualities and/or areas for improvement)*

He may not gravitate toward vocal leadership, but likely is capable of leading if asked. He may also need help directing his efforts or identifying specific goals for his development. His capacity for playing through discomfort could mean that he may push himself too hard at times or fail to engage in proper recovery. His strong sense of belief and need to do things 'the right way' could make him susceptible to failing to adjust at times and/or struggling to zoom out and look at the big picture. He may be especially hard on himself if he feels like he let his team down.

STRATEGIES *(i.e., potential considerations for development/integration)*

He may benefit from assistance in establishing specific routines to prepare for competition, manage focus within competition, and reflect and move on post-competition. This might help him turn his capacity for clutch performances into consistent high-level play. He may also find value in identifying specific behaviors that relate to 'leading by example' so he can influence the play of teammates and help others benefit from his ability to stay calm under pressure. He may also benefit from establishing simple cues to return to for those times when he may not be playing to his expectations; this practice might help prevent him from being too hard on himself or failing to adjust as quickly as needed.

DEVELOPMENT & SUPPORT



DO

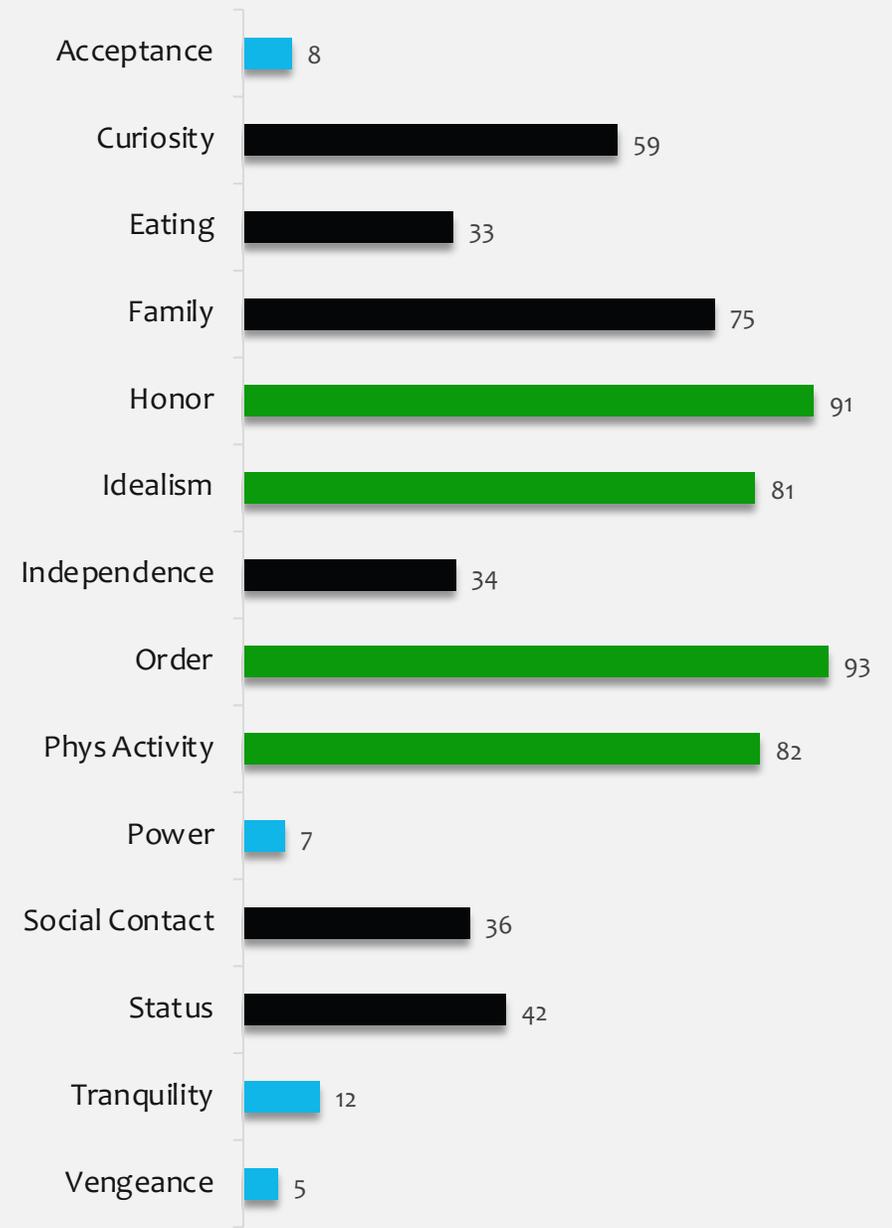
- Appeal to his sense of playing the right way or being a role model
- Give him honest, direct feedback about his progress toward goals
- Help him set specific goals for development and recovery



DON'T

- Try to motivate him by focusing on opponents or his performance relative to others
- Misread a lack of specific goals for lack of motivation or desire
- Make promises you cannot keep

MOTIVATIONAL SNAPSHOT*



High Need

Low Need

* Motivation is about uniqueness; high percentile scores are not necessarily better, and no score is 'bad'

SAMPLE BASKETBALL | MOTIVATION PROFILE RESULTS

SCORE	DESIRE	DESCRIPTION	LOWER SCORES MAY INDICATE	HIGHER SCORES MAY INDICATE
8	ACCEPTANCE	<i>desire to avoid failure and criticism</i>	CONFIDENT Strong sense of self-confidence and/or self-worth; motivated to try new things; optimism and effort despite setbacks	INSECURE Strong sensitivity to failure/criticism; motivated to avoid evaluation; prefer to try things with high chance of success
59	CURIOSITY	<i>desire to learn and understand</i>	PRACTICAL Practical; value action over words; prefer common sense or 'street smarts' over book learning; see self as a 'doer'	INTELLECTUAL Strong desire to pursue intellectual interests; motivated to think deeply, ask questions & analyze experiences
33	EATING	<i>desire for food variety and quantity</i>	SMALL APPETITE Little interest in food quantity or variety beyond basic nutritional needs; eat less when stressed	BIG APPETITE Strong appetite; enjoy eating variety & quantity; motivated to try new foods; prefer high-quality ingredients
75	FAMILY	<i>desire for children and time with siblings</i>	UNATTACHED Strong desire to pursue goals that are incompatible with family life; do not want children; find parenting to be boring	FAMILY-ORIENTED Strong devotion to family; arrange schedule to prioritize time with family; dislike extended time away
91	HONOR	<i>desire for upright character</i>	OPPORTUNISTIC Strong desire to act out of self-interest; motivated by personal gain; willing to bend the rules if needed	PRINCIPLED Motivated by character or sense of honor; highly self-disciplined; willing to live by a code even when difficult
81	IDEALISM	<i>desire for fairness and to improve society</i>	REALISTIC Strong belief that injustice and unfairness are part of life; prefer to accept things as they are rather than attempt change	IDEALISTIC Motivated by social justice; highly tuned in to welfare of others; high value on helping others & treating people fairly
34	INDEPENDENCE	<i>desire for self-reliance and individuality</i>	TEAM-ORIENTED Motivated by working with others; seek consensus as leader; dislike displays of individuality; flow seeking	INDIVIDUALISTIC Strong desire for personal freedom & self-reliance; slow to seek help; high value on individuality; analytical
93	ORDER	<i>desire for order, stability, and preparation</i>	FLEXIBLE Motivated to avoid a highly organized or scheduled life; dislike having to conform behavior to detailed rules; value flexibility	RIGID Motivated to impose order on chaotic environments; seek stability & routine; value precision, preparation & consistency
82	PHYS ACTIVITY	<i>desire for physical activity</i>	SEDENTARY Dislike vigorous exercise, physical exertion, or motion; struggle to maintain exercise routines	ACTIVE Motivated by opportunities to exert self physically; restless if inactive for long periods; use exercise to manage stress
7	POWER	<i>desire for influence or leadership</i>	LAI-D-BACK Little desire to influence, lead, or advise others; prefer supportive roles or being guided by others; prefer work/life balance	DRIVEN Motivated to assert will on people & situations; seek leadership roles & enjoy being the decision-maker; goal-oriented
36	SOCIAL CONTACT	<i>desire to interact with peers</i>	INTROVERTED Value privacy & solitude; prefer few close friends over many casual acquaintances; seen as serious, quiet, or reserved	EXTROVERTED High priority on socializing; seen as friendly, outgoing or gregarious; energized by social situations
42	STATUS	<i>desire for respect and social standing</i>	HUMBLE Strong sense of social equality; motivated by egalitarian ideals; informal behaviors and/or common appearance	PROUD Strong desire for prestige; motivated to pay attention to what other people think; value appearance, titles, or formality
12	TRANQUILITY	<i>desire to be free of anxiety and pain</i>	FEARLESS Little fear; calm under pressure; motivated to take risks or seek adventure & excitement; tolerate intense pain	FEARFUL Strong desire to avoid physical pain & mental stress; prefer to avoid risks; respond to stress with increased worry
5	VENGEANCE	<i>desire to confront those who offend</i>	COOPERATIVE Motivated to seek common ground & compromise; slow to anger; skilled at negotiating resolutions to disputes	COMBATIVE Highly competitive & motivated by comparison with others; combative or confrontational in times of great stress

LOW NEED
0-20

MODERATE NEED
21-79

HIGH NEED
80-100