



**VALUES ELICITATION  
PROCESS**

# OVERVIEW

While we share similar values to others in life, our set of personal values is unique. When our values are supported and fulfilled, we generally feel inspired, expressed, and energized. When our values are threatened or challenged, we generally feel aggravated, suppressed, and diminished. To align and build relationships with others in our life, we must do two things:

1. Find ways to express our values in terms of how it will fulfill theirs.
2. Ask others to express their values in a way that fulfills our values.

This questionnaire is designed to help you identify your core values. As you complete each section, you will start to notice overlaps in your responses— this is a good sign! So, set aside some time to complete the 6 questions in this process. You can complete the questions in a single sitting, or, you can address them in little time-blocks over the course of 6-days.

## QUESTIONS

### 1) YOUR PHYSICAL SPACE

The things you value most, you surround yourself with. As you audit your personal space, what pattern of objects do you notice? Books? Sporting goods? Movies and electronic entertainment systems? Photographs of your family and friends? Souvenirs from your travels?

Furthermore, you will have a negative response when someone threatens something that is of value to you. As you notice the objects in your personal space, take note of the items that you keep closely guarded.

What are the 3-5 things that fill your space?

- 1.
- 2.
- 3.
- 4.
- 5.

## **2) YOUR TIME**

You always find time for the things that are important to you. For the things that aren't, you never seem to have the time. By auditing how you spend our time, you can discover what you truly value. Furthermore, when you are fulfilling your values, you tend to lose track of time. In contrast, whenever you aren't fulfilling your values, you tend to keep close track of time.

What the top 3-5 ways you fill your time?

- 1.
- 2.
- 3.
- 4.
- 5.

## **3) YOUR FUNDS**

You always have funds for things that are valuable to you. However, beyond basic safety needs, you are unlikely to invest your funds in things that aren't valuable to you. Therefore, the way you delegate your funds tells you a great deal about what you value. If you spend your funds on growing your funds, then investing might be one of your values.

What are the top 3-5 ways you spend your funds?

- 1.
- 2.
- 3.
- 4.
- 5.

## **4) YOUR OUTER THOUGHTS**

Have you ever spoken to someone who is passionate about a specific topic? Notice how they could talk about it all day or night. When you are with others, what conversations energize you? What can you talk about for hours on end without feeling tired? In contrast, what sorts of topics and conversations make you tune out?

What the top 3-5 things you love to talk about or hear about?

- 1.
- 2.
- 3.
- 4.
- 5.

## **5) YOUR INNER THOUGHTS**

Your inner, dominant thoughts reveal our values. You continuously think about the things you value. You consistently delete, ignore, and forget about the things you don't value.

What are your 3-5 main dominant thoughts?

- 1.
- 2.
- 3.
- 4.
- 5.

## 6) YOUR ENERGY

When your values are fulfilled, you will generally feel inspired, expressed, and energized. When you do something that aligned with your values, you typically have more energy at the end of that activity than when you started.

What are the 3-5 activities that energize you?

1.

2.

3.

4.

5.

## EXAMPLES FOR YOUR REFERENCE

Your life is a unique mix of your values. Think about your values as raw ingredients for making unique recipes. Everyone puts their values together in a way that makes their life unique. Here is a list of examples you can use:

- Business
- Money
- Technology
- Travel
- Fashion
- Music
- Design
- Relationships
- Family
- Antiques
- Health
- Real Estate
- Animals
- Food
- Great outdoors
- Writing
- History
- Politics
- Sports
- Comedy