



Value Pyramid Exercise

Circle the ten most important values to you from the list on the next page.

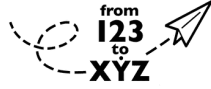
Note that these words can mean different things to different people. All that matters here is what they mean to you. If you want, you can change or add a word or two to the definitions, for example, “Service” might mean your ability to serve a cause dear to your heart or it might refer to the ways in which you receive service from others.

After selecting your ten values, we will prioritise them as described on the next page.

Values are at the heart of our personality. They change only slowly as we mature and develop - perhaps faster during adolescence! Individual values are neither good nor bad and I will not judge you on your choices.

The reason for this exercise is not to change or even question your values, but to explore what matters to you. We might discuss whether your values are all aligned or whether they are in conflict with each other. How do your values relate to the culture of your work and home environments?

Discussions about this exercise with me will help you find futures for yourself that will be rewarding to you. Our conversations will also help you to question your own life narrative in ways that free you to move on from limiting beliefs that may be holding you back.



TRAJECTORY COACHING

Helping Others	Respect	Personal Growth
Community	Risk Taking	Kindness
Service	Authenticity	Curiosity
Personal Power	Adventure	Learning
Contribution	Joy	Change
Freedom of Choice	Beauty	Security
Excellence	Accuracy	Excitement
Feeling Connected	Nurturing	Being Active
Fun	Humour	Fairness
Acknowledgement	Honesty	Success
Comradeship	Participation	Love
Self Realisation	Partnership	Trust
Appreciation of Beauty	Performance	Fame
Romance	Collaboration	Elegance
Making a Difference	Productivity	Orderliness
Peace	Harmony	Integrity
Reputation	Empowerment	Creativity
Lightness	Simplicity	Independence
Focus	Accomplishment	Recognition
Leadership	Self-Expression	Spirituality

List your ten values below (the order is not significant)

Value	tally marks	Score

Begin the value assessment by working down the list of values and asking yourself, “which matters most to you.... X or Y?” Whichever you respond, mark a tally next to that value and proceed to the next.

Assess each value against every other, working your way down the list until all values have been assessed. For example if the first listed value is 'Love' and the second is “Making a Difference” you would ask, “Which means more, Love or Making a Difference? Mark the tally. Then perhaps it will be, “Which means more, Love or Freedom?” Mark the tally...

Work your way down the whole list to the last value. Then begin with the second one on the list repeating the same exercise with those vales below it. (you have already done the one(s) above)

When you have finished the tally marks for every line, then list their scores in the right hand column.

Enter the top six scoring values in the following diagram

First Level			
Second Level			
Third Level			

We can discuss this in our next conversation.