

Awakening The Genie Within (Chapter 6)

HANDOUT #2 VALUE GROUPINGS AND DEFINITIONS

The following definitions and groupings will help in completing worksheet #1.

- A. **ACHIEVING (Green):** These values focus on outcomes or results. Often, these outcomes are tangible and can be measured in some way. These values are usually related to *what you do*.
1. **Achievement:** To experience a sense of accomplishment or to be successful in attaining a goal or completing a project.
 2. **Challenge:** To deal with situations or problems requiring effort or creative, intellectual, or innovative solutions rather than with a continual routine; to enjoy a challenge.
 3. **Change and Variety:** To engage in activities that change in context and setting instead of always staying the same.
 4. **Competition:** To engage in activities that pit your abilities against others, where there are clear win-or-lose outcomes.
 5. **Creative Expression:** The opportunity to express abilities, ideas, and feelings creatively (e.g., writing, art, music). To be involved in creative work.
 6. **Excitement:** To experience a high degree of eagerness or enthusiasm; to take risks; live on the edge.
 7. **Personal Development/Knowledge:** To grow and learn as an individual; to pursue knowledge and understanding (i.e., personal growth).
 8. **Pursuit of Excellence:** To engage in whatever you do to the best of your ability; to strive to be the best you can be.
 9. **Quality:** To have high standards for the integrity and effectiveness of your (and others') outputs.
 10. **Recognition:** To be recognized for your efforts in some visible or public way; to have your achievements acknowledged by others.
- B. **BEING (White):** These values arise from the depths of your being or soul. Satisfaction comes from the inner feeling of well-being that these values create. These values are related to *who you are*. They are states of being which do not have an opposite. If your value has an opposite, like love and hate, or happy or sad they are ego-driven feelings that exist on a range between the two extremes. States of being are all or nothing. Being pregnant is a state of being. You are either pregnant or you are not. You cannot be partially pregnant. Emotions like joy well up spontaneously inside you, it is a state of being. If, however, it is a mental judgment (e.g., "Are we happy yet?"), it is not a state of being.

11. Joy: To experience delight or gladness; a sense of inner well-being.

12. Love: To love and be loved by others; to have a strong sense of tenderness, affection, or compassion. This value (word) is misused in many cultures. People might say they *love* an item of clothing or a product when they actually mean that they *like* or prefer it. The ancient Greeks have four words for love: *storge* (loyalty or family love), *agape* (unconditional love), *eros* (romantic love or sex), and *phileo* (fondness, friendship, or brotherly love). The City of Philadelphia is known as the City of Brotherly Love. The value referred to for this exercise is agape or unconditional love.

13. Peace: An inner sense of tranquillity or calmness, not to be confused with the peace that is the opposite of war.

14. Spirituality: To grow spiritually; to develop and be in touch with the spiritual side of your being; not to be confused with faith or religion. We are born with a spirit, but faith and religion are learned.

15. Life: To honour and respect the sanctity of life in self and others, including the right of all living things to live in their natural state. To feel alive and vibrant. To be aware of the life force within us.

C. ACQUIRING (Red): Satisfaction with these values comes from possessions and status. These values are related to *what you have*.

16. Possessions: To accumulate or own items of value and prestige; to collect things that satisfy you.

17. Power and Authority: To control, or partially control, the work, activities, or destinies of other people; to have power over others.

18. Profit/Gain: To receive or be rewarded material gain for what you do; to exchange effort or investment for a net profit or gain.

19. Reputation: To attain notoriety or fame in the greater community, or the world, because of your actions, behaviours, or output. To be concerned about your image or how others see you. To be well known.

20. Status: To place importance on your (or another person's) relative standing among friends, coworkers, and community (e.g., social status or relative position in the pecking order).

D. AFFILIATING (Orange): Satisfaction in this group comes from relationships, interacting with people, or being part of a group. These values come from our need to *belong* and be accepted.

21. Acceptance: To be accepted for who you are. To be liked by others and to accept others for who they are, regardless of culture, beliefs, etc. To value diversity.

- 22. Community:** To be part of a community (e.g., town, neighbourhood, church) where you can get involved in collective activities.
- 23. Family:** To cherish those close to you—not necessarily blood-related family. Sometimes people have a more intimate connection to the groups they belong to.
- 24. Fellowship:** Comradeship, companionship, and sharing with others of like sentiments and interests.
- 25. Friendship:** To have close personal relationships with people.
- 26. Help Others:** To be involved in helping others, individually or in small groups; to serve others unselfishly.
- 27. Respect:** A feeling of deep admiration for someone or something. Due regard for the feelings, wishes, rights or traditions of others. To respect people, animals, nature, and the world and have others afford you the same respect.
- 28. Teamwork:** To have close working relationships with a group; to work as a team toward common goals.
- 29. Pets:** Bonding or having a close relationship with an animal.
- E. ENTERPRISING (Yellow):** In this group of values, satisfaction comes from *independence*, self-direction, self-sufficiency, and self-confidence.
- 30. Accountability:** Be responsible and answerable for one's actions; not blaming others.
- 31. Assertiveness:** To have the ability to speak one's mind. Stand up for what you think and feel without putting others down (win-win). Assertiveness should not be confused with aggressiveness (which operates on a win-lose paradigm).
- 32. Competence:** To be involved in groups or activities where you feel you have talents above the average person. To be good at what you do (e.g., sport, hobby, work, etc.).
- 33. Freedom:** To have control over your destiny. To be free to make your own life choices. To be free from persecution, harassment, or control.
- 34. Independence:** To determine the nature and direction of your endeavours without significant guidance from others.
- 35. Influence People:** To be able to change other people's attitudes, opinions, and behaviours; to be a leader.
- 36. Privacy:** To have the right to keep your thoughts, feelings, and activities to yourself if you wish. To allow others to do the same. Do not confuse privacy with secrecy (to keep from others).
- 37. Work Alone:** To complete projects or work alone without significant contact with others.

F. **STABILIZING (Blue)**: Satisfaction in this group comes from *balance*, harmony, and continuity.

- 38. **Aesthetics**: To be involved in studying or appreciating the beauty of things.
- 39. **Equality**: To believe that people are equal, regardless of race, religion, or sex, and that we should all be treated equally.
- 40. **Fairness**: To treat people with justice and impartiality; not favouring one over another because of personal feelings, prejudice, or interests.
- 41. **Faith**: To believe in something or someone without necessarily requiring proof; for example, to trust in a system of religious beliefs.
- 42. **Fun**: To have the ability to laugh, have fun, and enjoy life.
- 43. **Harmony**: To have a sense of unanimity, oneness, and agreement: To value peace and the absence of conflict or discord.
- 44. **Health**: To get the proper exercise, eat the right foods, and feel good, vibrant, and alive. To be free of illness or injury, both physically and mentally.
- 45. **Integrity**: To have a high degree of honesty; to make and keep agreements. To be consistent or congruent. To be whole or complete.
- 46. **Security**: To have adequate means to ensure the safety, protection, and continuity of a lifestyle that is reasonable to you; to have freedom from fear, desire, or anxiety.
- 47. **Stability**: To have activities or routines that are largely predictable and unlikely to change over time.
- 48. **Tradition**: To believe in ancestors' customs, rituals, and ways. To honour cultural behaviours and expressions, whether your own or those of other cultures.