

(C)

Ranking of Terminal and Instrumental Values

This exercise is intended to develop an understanding of your value system. The presented framework is adapted from the work of Rokeach. The values are divided into two sections: 'Terminal Values', which are end state ideals (the 'what'), and 'Instrumental Values', which represent the manner of achieving end state ideals (the 'how').

Directions: In looking at the list of Terminal and Instrumental Values in the boxes below, select and rank 10 values of most importance to you in each box. If the listed values don't describe your actual set of values, feel free to substitute your own within your 'top ten list'.

Note: This work will not be collected or shared.

Values are abstract ideals, not tied to any specific object or situation, representing a person's beliefs about modes of conduct and ideal terminal goals. (Rokeach, 1968).

Terminal Values

1. A comfortable life (a prosperous life)
2. An exciting life (a stimulating, active life)
3. A sense of accomplishment (lasting contribution)
4. A world at peace (free of war and conflict)
5. A world of beauty (beauty of nature and the arts)
6. Equality (brotherhood)
7. Family security (taking care of loved ones)
8. Freedom (independence, free choice)
9. Happiness (contentedness)
10. Inner harmony (freedom from inner conflict)
11. Mature love (sexual and spiritual intimacy)
12. National security (protection from attack)
13. Pleasure (an enjoyable, leisurely life)
14. Salvation (saved, eternal life)
15. Self-respect (self-esteem)
16. Social recognition (respect, admiration)
17. True friendship (close companionship)
18. Wisdom (a mature understanding of life)

Instrumental Values

1. Ambitious (hard-working, aspiring)
2. Broadminded (open-minded)
3. Capable (competent, effectively)
4. Cheerful (lighthearted, joyful)
5. Clean (neat, tidy)
6. Courageous (standing up for your beliefs)
7. Forgiving (willing to pardon others)
8. Helpful (working for the welfare of others)
9. Honest (sincere, truthful)
10. Imaginative (daring creative)
11. Independent (self-reliant, self-sufficient)
12. Intellectual (intelligent, reflective)
13. Logical (consistent, rational)
14. Loving (affectionate, tender)
15. Obedient (dutiful, respectful)
16. Polite (courteous, well-mannered)
17. Responsible (dependable, reliable)
18. Self-controlled (restrained, self-disciplined)