

Self-Assessment

Which Values Are Most Important to You?

Chapter Resource

Please refer to section [Section 6.1 Values](#) of *Conflict Management*.

Instructions

People are influenced by a wide variety of personal values. In fact, it has been argued that values represent a major influence on how we process information, how we feel about issues, and how we behave. In this exercise, you are given an opportunity to consider your own personal values. Below are listed two sets of statements. The first list presents several instrumental values, while the second list presents several terminal values. For each list you are asked to rank the statements according to how important each is to you personally. In the list of instrumental values, place a “1” next to the value that is most important to you, a “2” next to the second most important, and so forth. Clearly, you will have to make some difficult decisions concerning your priorities. When you have completed the list for instrumental values, follow the same procedure for the terminal values. Please remember that this is not a test—there are no right or wrong answers—so be completely honest with yourself.

Instrumental Values

- _____ Assertiveness; standing up for yourself
- _____ Being helpful or caring toward others
- _____ Dependability; being counted upon by others
- _____ Education and intellectual pursuits
- _____ Hard work and achievement
- _____ Obedience; following the wishes of others
- _____ Open-mindedness; receptivity to new ideas
- _____ Self-sufficiency; independence
- _____ Truthfulness; honesty
- _____ Being well-mannered and courteous toward others



Terminal Values

- _____ Happiness; satisfaction in life
- _____ Knowledge and wisdom
- _____ Peace and harmony in the world
- _____ Pride in accomplishment
- _____ Prosperity; wealth
- _____ Lasting friendships
- _____ Recognition from peers
- _____ Salvation; finding eternal life
- _____ Security; freedom from threat
- _____ Self-esteem; self-respect

Scoring Key

This instrument is intended as an informal measure of instrumental and terminal values. There are no right or wrong answers here. This is simply a way for you to see what your value structure looks like. Simply examine the pattern of responses you made for both sets of values. What did you learn about yourself? Which values are most important to you?

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