

## Terminal and Instrumental Values

On the following two pages are two lists of values, each in alphabetical order. Each value is accompanied by a short description and a blank space. Your goal is to rank each value in its order of importance to you for each of the two lists. Study each list and think of how much each value may act as a guiding principle in your life.

To begin, select the value that is of most importance to you. Write the number 1 in the blank space next to that value. Next, choose the value that is of second in importance to you and write the number 2 in the blank next to it. Work your way through the list until you have ranked all 18 values on this page. The value that is of least importance to you should have the number 18.

When you have finished ranking all 18 values, turn the page and rank the next 18 values in the same way. **Please do each page separately.**

When ranking, take your time and think carefully. Feel free to go back and change your order should you have second thoughts about any of your answers. When you have completed the ranking of both sets of values, the result should represent an accurate picture of how you really feel about what's important in your life.

- A Comfortable Life** \_\_\_\_\_  
a prosperous life
- Equality** \_\_\_\_\_  
brotherhood and equal opportunity for all
- An Exciting Life** \_\_\_\_\_  
a stimulating, active life
- Family Security** \_\_\_\_\_  
taking care of loved ones
- Freedom** \_\_\_\_\_  
independence and free choice
- Health** \_\_\_\_\_  
physical and mental well-being
- Inner Harmony** \_\_\_\_\_  
freedom from inner conflict
- Mature Love** \_\_\_\_\_  
sexual and spiritual intimacy
- National Security** \_\_\_\_\_  
protection from attack
- Pleasure** \_\_\_\_\_  
an enjoyable, leisurely life
- Salvation** \_\_\_\_\_  
saved; eternal life
- Self-Respect** \_\_\_\_\_  
self-esteem
- A Sense of Accomplishment** \_\_\_\_\_  
a lasting contribution
- Social Recognition** \_\_\_\_\_  
respect and admiration
- True Friendship** \_\_\_\_\_  
close companionship
- Wisdom** \_\_\_\_\_  
a mature understanding of life
- A World at Peace** \_\_\_\_\_  
a world free of war and conflict
- A World of Beauty** \_\_\_\_\_  
beauty of nature and the arts

**Terminal Values**

- Ambitious**  
hardworking and aspiring \_\_\_\_\_
- Broad-minded**  
open-minded \_\_\_\_\_
- Capable**  
competent; effective \_\_\_\_\_
- Clean**  
neat and tidy \_\_\_\_\_
- Courageous**  
standing up for your beliefs \_\_\_\_\_
- Forgiving**  
willing to pardon others \_\_\_\_\_
- Helpful**  
working for the welfare of others \_\_\_\_\_
- Honest**  
sincere and truthful \_\_\_\_\_
- Imaginative**  
daring and creative \_\_\_\_\_
- Independent**  
self-reliant; self-sufficient \_\_\_\_\_
- Intellectual**  
intelligent and reflective \_\_\_\_\_
- Logical**  
consistent; rational \_\_\_\_\_
- Loving**  
affectionate and tender \_\_\_\_\_
- Loyal**  
faithful to friends or the group \_\_\_\_\_
- Obedient**  
dutiful; respectful \_\_\_\_\_
- Polite**  
courteous and well-mannered \_\_\_\_\_
- Responsible**  
dependable and reliable \_\_\_\_\_
- Self-controlled**  
restrained; self-disciplined \_\_\_\_\_

**Instrumental Values**