

****Exercise 2: Values Clarification**

For this exercise, we will be focusing on instrumental values (human qualities and dispositions which serve as a means of describing how we are or how we want to be in terms of our relationship with life) and terminal values (describe a sense of purpose and are reflected through human involvement and experiencing). Look at the following lists and circle 10 instrumental values and 10 terminal values that you feel the strongest about in your life. If there are values that you feel are important, but are not listed, please feel free to add these to your list.

Instrumental Values

| | | | |
|---------------|---------------|--------------|---------------------|
| Aesthetics | Education | Integrity | Politeness |
| Ambitiousness | Efficiency | Intelligence | Popularity |
| Authority | Experiencing | Justice | Practicality |
| Capability | Forgiving | Kindness | Religion |
| Caring | Freedom | Leisure | Respect |
| Cheerfulness | Giving | Logical | Responsibility |
| Cleanliness | Helpfulness | Loving | Self-Worth |
| Common Sense | Honesty | Loyalty | Service (to others) |
| Cooperative | Honor | Membership | Spiritual Belief |
| Courage | Hope | Morality | Trust |
| Creativity | Humor | Obedience | Volunteering |
| Curiosity | Imagination | Patience | Wellness |
| Decency | Independence | Patriotism | Wonderment |
| Duty | Individuality | Playfulness | Worthwhile |

Terminal Values

| | | | |
|------------------|--------------------|---------------------|--------------------|
| Accomplishment | Friendship (close) | National Security | Serenity |
| Achievement | Fulfillment | Nature | Social Recognition |
| Adventure | Fun | Pleasure | Stability |
| Appearance | Growth | Position | Status |
| Career | Happiness | Power | Success |
| Celebration | Joy | Prestige | Truth |
| Comfortable Life | Justice | Profession | Understanding |
| Contentedness | Knowledge | Progress | Variety |
| Country | Leadership | Quality of Life | Wellness |
| Culture | Learning | Recognition, Social | Winning |
| Discovery | Leisure | Salvation | Wisdom |
| Education | Life | Satisfaction | World at Peace |
| Family | Mature Love | Security | World of Beauty |
| Freedom | Money | Self-Respect | Work |

*This exercise was taken from Finch, William J., "Recreation and Leisure Studies 122: Perspectives on Leisure, Course Packet." Sacramento, CA: CSUS Hornet Bookstore, 2000, pp. 7-11.

After you have circled the ten most important values (both instrumental and terminal), write them in any order on the lines below. You will be using a sorter to assist you in defining your most important values.

Instrumental Values

- | | |
|----------|-----------|
| 1. _____ | 6. _____ |
| 2. _____ | 7. _____ |
| 3. _____ | 8. _____ |
| 4. _____ | 9. _____ |
| 5. _____ | 10. _____ |

Terminal Values

- | | |
|----------|-----------|
| 1. _____ | 6. _____ |
| 2. _____ | 7. _____ |
| 3. _____ | 8. _____ |
| 4. _____ | 9. _____ |
| 5. _____ | 10. _____ |

Think about what each of these values means to you. These are the values you have chosen to lead the direction you want your life to go. What does each value mean to you personally. How do you define each of these values?

Values Ranking by Importance

On the next page is the **Values Sorter by Importance**. You are going to look down each column of the sorter. Start with the instrumental values and look at your list above. Ask yourself: Is one more important than two? Is one more important than three, etc., down the entire column and circle the one that is more important, and so forth for each column.

Values Sorter by Importance

Instrumental Values

| Columns: | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|--------------|------|------|------|------|------|------|------|------|------|----|
| Row 2 | 1 2 | | | | | | | | | |
| Row 3 | 1 3 | 2 3 | | | | | | | | |
| Row 4 | 1 4 | 2 4 | 3 4 | | | | | | | |
| Row 5 | 1 5 | 2 5 | 3 5 | 4 5 | | | | | | |
| Row 6 | 1 6 | 2 6 | 3 6 | 4 6 | 5 6 | | | | | |
| Row 7 | 1 7 | 2 7 | 3 7 | 4 7 | 5 7 | 6 7 | | | | |
| Row 8 | 1 8 | 2 8 | 3 8 | 4 8 | 5 8 | 6 8 | 7 8 | | | |
| Row 9 | 1 9 | 2 9 | 3 9 | 4 9 | 5 9 | 6 9 | 7 9 | 8 9 | | |
| Row 10 | 1 10 | 2 10 | 3 10 | 4 10 | 5 10 | 6 10 | 7 10 | 8 10 | 9 10 | |
| Total Items: | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |

Terminal Values

| Columns: | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|--------------|------|------|------|------|------|------|------|------|------|----|
| Row 1 | 1 2 | | | | | | | | | |
| Row 3 | 1 3 | 2 3 | | | | | | | | |
| Row 4 | 1 4 | 2 4 | 3 4 | | | | | | | |
| Row 5 | 1 5 | 2 5 | 3 5 | 4 5 | | | | | | |
| Row 6 | 1 6 | 2 6 | 3 6 | 4 6 | 5 6 | | | | | |
| Row 7 | 1 7 | 2 7 | 3 7 | 4 7 | 5 7 | 6 7 | | | | |
| Row 8 | 1 8 | 2 8 | 3 8 | 4 8 | 5 8 | 6 8 | 7 8 | | | |
| Row 9 | 1 9 | 2 9 | 3 9 | 4 9 | 5 9 | 6 9 | 7 9 | 8 9 | | |
| Row 10 | 1 10 | 2 10 | 3 10 | 4 10 | 5 10 | 6 10 | 7 10 | 8 10 | 9 10 | |
| Total Items: | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |

Totaling Items: This can be tricky. What you want to do is total each column and row for that number. For number one there is only a column to total and for number ten there is only a row to total. Example, for number two you would total the number of two's you circled in row two and column two. Do the same thing for three's, total the number of three's you have circled in row three and column three. Mark the total number circled under each number.

Ranking Items: Now, look at the numbers totals. The number you circled the most is obviously the value you feel the strongest about and is ranked as your most important value. The number you circled the second most is ranked number two of importance and so forth.

Deciding on a Tie: If two of your numbers totals are equal, you will have to do a tie-breaker. Do this by asking yourself, Out of these two values, which is the most important? If there is a three-way tie, you will have to do a three way tie-breaker. For example, let's say there is a tie between numbers 2, 6, and 9. You would ask yourself: Is two more important than six, is two more important than nine? Is nine more important six? Circle the one that is more important after each of these questions. Total the one that was circled the most and rank this one first out of the three, etc.

Look at both your lists and the ranking order. You have chosen these ten instrumental and ten terminal values as the most important values in your life. You have chosen these as your guiding force for how you want to live your daily life, and the direction you want your life to go. What do these values mean to you? Are they the same values that your friends hold? How are you going to incorporate these values into your career, family, and leisure choices? Take a moment and think about how you perceive each one of these values.

Defining Your Values:

List each value on a separate sheet of paper and write a definition of what that value means to you. What is your own personal definition of this value? Why did you choose this value? The definition should only be one to two sentences long.