


# SDI – Four Premises

- We all do what we do because we want to feel good about ourselves
- We tend to take two different approaches to life:
  1. *when we feel that things are going well.*
  2. *when we feel that we are faced with opposition or conflict*



- A “personal weakness” is no more or no less than the overdoing or misapplying of a personal strength.

- We naturally tend to perceive the behaviors of others through our own Motivational Value System.<sup>™</sup>*

# Motivational Value System (MVS)

The basis for which a person expects to feel valued

- By self
- By Others
- In all life situations

# The Universal Goal

## Two Components

- Self Respect

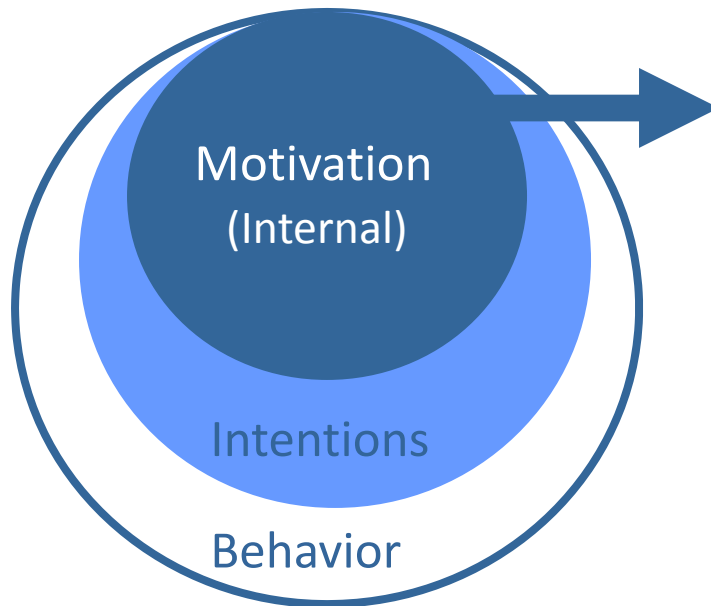
Being Valued by self for the things you want to be valued for

- Self Esteem

Being Valued by others for the things you want to be valued for

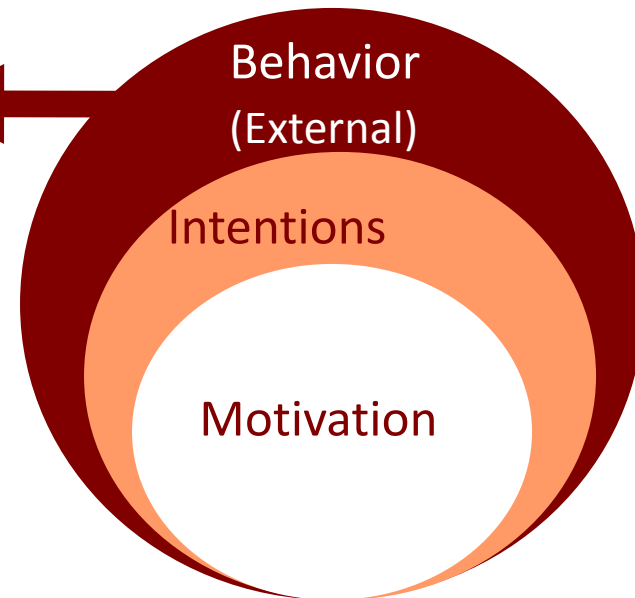
# Motivation, Intention & Behaviour

Your self-perception is based on...



what you are trying to do!

Their perception of you is based on...



what they are seeing you do!

# Motivations Vs Behaviour

