

BOX 3.2 Instrumental and Terminal Values

Instructions

Rank the values on each list from 1 (most important) to 18 (least important) to you. Rate the instrumental values first and then rank order the terminal values. You will end up with two lists. A low ranking doesn't mean that a value is insignificant; it means only that the item is less important to you than other, more highly rated values.

Terminal Values

- Freedom* (independence, free choice)
- Self-respect* (self-esteem)
- A sense of accomplishment* (lasting contribution)
- Mature love* (sexual and spiritual intimacy)
- An exciting life* (activity)
- A comfortable life* (prosperity)
- Family security* (taking care of loved ones)
- True friendship* (close companionship)
- Social recognition* (respect, admiration)
- Wisdom* (an understanding of life)
- Happiness* (contentedness)
- Inner harmony* (freedom from inner conflict)
- Equality* (brotherhood, equal opportunity for all)
- A world at peace* (free of war and conflict)
- A world of beauty* (beauty of nature and art)
- Pleasure* (an enjoyable, leisurely life)
- National security* (protection from attack)
- Salvation* (saved, eternal life)

Instrumental Values

- Loving* (affection, tenderness)
- Independent* (self-reliant, self-sufficient)
- Capable* (competent, effective)
- Broad-minded* (open-minded)
- Intellectual* (intelligent, reflective)
- Honest* (sincere, truthful)
- Responsible* (dependable, reliable)
- Ambitious* (hard-working, aspiring)
- Imaginative* (daring, creative)
- Helpful* (working for the welfare of others)
- Forgiving* (willing to pardon others)
- Self-controlled* (restrained, self-disciplined)
- Logical* (consistent, rational)
- Courageous* (standing up for your own beliefs)
- Cheerful* (light-hearted, joyful)
- Polite* (courteous, well-mannered)
- Obedient* (dutiful, respectful)
- Clean* (neat, tidy)

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