

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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