

# THE HARTMAN VALUE PROFILE

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## PART I: PHRASES

*Please read all instructions carefully.*

### *DIRECTIONS*

On the right side of this page you will find 18 words or phrases. Each of these phrases (or words) represents some reality upon which you may place some degree of "value" or importance, depending on your own feelings, thoughts, decisions, or beliefs.

Read all of the phrases carefully, taking a few moments to reflect on their meanings for you personally.

Write the number "1" on the line in front of the phrase which represents the highest value for you, the phrase or word which is most positive or pleasant to you. Then, write a "2" by the phrase or word which is next best or next most positive or pleasant to you, etc.

Number the phrases or words to show the order of their respective value or priority to you. Use a different number for each of the 18 words or phrases. The number "18" should be in front of the word or phrase which has least value or which is most negative or unpleasant to you.

*Again, use each number only one time. Rank the words or phrases with "1" being the most pleasant to "18" being the most unpleasant.*

\_\_\_\_\_ A good meal

\_\_\_\_\_ A technical improvement

\_\_\_\_\_ Nonsense/ Absurdity/ Stupidity

\_\_\_\_\_ A traffic ticket/ A fine

\_\_\_\_\_ A pile of trash/ A rubbish heap

\_\_\_\_\_ A devoted scientist

\_\_\_\_\_ Blow up an airliner in flight/ An act of terror

\_\_\_\_\_ Burn a witch at the stake/ Religious fanaticism

\_\_\_\_\_ An electrical short circuit/ A system breakdown

\_\_\_\_\_ "By this ring, I thee wed"/ Marriage vows

\_\_\_\_\_ A baby

\_\_\_\_\_ Torture a person/ Sadism

\_\_\_\_\_ Love of nature

\_\_\_\_\_ A madman/ A destructively harmful person

\_\_\_\_\_ An assembly line/ Highly routine labor

\_\_\_\_\_ Slavery/ Being a slave/ Being enslaved

\_\_\_\_\_ A mathematical genius

\_\_\_\_\_ A uniform

After you have finished, please CHECK to make sure you have used all the numbers from 1-18.

Cross out numbers used:

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18

Please read all of the directions carefully as they are slightly different from the directions for Part I.

## PART II: QUOTATIONS

### DIRECTIONS

On the right side of this page you will find 18 quotations. Each quotation represents a circumstance upon which you may place some degree of “value” or importance, depending on your own feelings, thoughts, decisions, or beliefs.

Read all of the quotations carefully, taking a few moments to reflect on their meanings for you personally.

The phrase “my work” does not refer to a particular job, but to the vocation or profession which you are following at the present time or what you understand to be the primary “calling” of your life. You may substitute “what I do” for “my work.”

Write the number “1” on the line in front of the quotation which represents what you agree with the most, the quotation which holds the highest value for you and is the most positive to you.

Number the quotations to show the order of their respective value or priority to you. Use a different number for each of the 18 words or phrases. The number “18” should be in front of the quotation you disagree with the most, which holds the least value and is the most negative to you.

***Again, use each number only one time. Rank the quotations with “1” being the quotation you agree with the most to “18” being the quotation you disagree with the most.***

Name: \_\_\_\_\_

- \_\_\_\_\_ “I like my work – it does me good.”
- \_\_\_\_\_ “The universe is a remarkably harmonious system.”
- \_\_\_\_\_ “The world makes little sense to me.”
- \_\_\_\_\_ “No matter how hard I work, I will always feel frustrated.”
- \_\_\_\_\_ “My working conditions are poor and ruin my work.”
- \_\_\_\_\_ “I feel at ‘home’/comfortable in the world.”
- \_\_\_\_\_ “I hate my work.”
- \_\_\_\_\_ “My life is messing up the world.”
- \_\_\_\_\_ “My work contributes nothing to the world.”
- \_\_\_\_\_ “My work brings out the best in me.”
- \_\_\_\_\_ “I enjoy being myself.”
- \_\_\_\_\_ “I curse the day I was born.”
- \_\_\_\_\_ “I love my work.”
- \_\_\_\_\_ “The lack of meaning in the universe disturbs me.”
- \_\_\_\_\_ “The more I understand my place in the world, the better I get at my work.”
- \_\_\_\_\_ “My work makes me unhappy.”
- \_\_\_\_\_ “I love the beauty of the world.”
- \_\_\_\_\_ “My work adds to the beauty and harmony of the world.”

After you have finished, please CHECK to make sure you have used all the numbers from 1-18.

Cross out numbers used:

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18