

Management Team Interest and Motivation Questionnaire

Management Team: _____

INSTRUCTIONS FOR COMPLETION

1. Work as a team.
2. Complete the Response Key.
3. Deal with one statement at a time.
4. Transfer the responses from the Individual Interest and Motivation Questionnaire to the ManagementTeam Questionnaire.
5. Verbally respond to the Discussion Questions.
6. Respond to the Conclusion Statements.

RESPONSE KEY	
SYMBOL	NAME
○	_____
△	_____

DISCUSSION QUESTIONS
Why did partner ○ respond the way he/she did?
Why did partner △ respond the way he/she did?
What are the team's reactions to the responses?

1. I'm glad to be living and working on a farm. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

2. On most days I look forward to doing whatever farm work needs to be done. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

3. I'm satisfied with farming as my occupation. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

4. I enjoy farming for the variety of challenges that it presents. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

5. I think that farming is the best occupation for me. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

6. I think that being on a farm is the best situation we could have
even if our income may be less than it would be elsewhere. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

7. I like our home and our style of living. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

8. It's important to me that the entire family work together in
the farming activities. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

9. It's important to me that the family members share in the household responsibilities.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

10. During busy seasons, farm work comes before family responsibilities.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

11. It's not uncommon for me to delay work that really needs to be done so family members can be taken to their high priority activities.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

12. Whenever money is short, basic family needs for food, clothing, shelter and health care should be met first. Then farm operations must have first claim on remaining funds.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

13. I place a higher priority on spending for farm expenses and machinery than on spending for higher education for family members.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

14. I like to raise and care for livestock.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

15. I like to work with machinery and equipment.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

16. I like to raise and harvest grain and hay crops.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

17. I like to keep the machinery, equipment and vehicles in good, well maintained condition.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

18. I like to keep the buildings and farmstead neat and well maintained.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

19. I enjoy the office work (keeping records, paying bills, etc.)
that's required in farming.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

20. I like to buy and sell livestock.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

21. I like to buy and sell grains and hay.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

22. I enjoy trying to keep costs down when purchasing supplies,
small equipment and other inputs.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

23. I enjoy the business dealings required when purchasing or
selling vehicles and equipment, or negotiating with lenders
and dealers.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

24. I enjoy looking ahead and planning for long-range management decisions.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

25. I'm satisfied with our crop yields and/or our level of livestock production.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

26. I'm satisfied with our net farm income.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

27. I'm comfortable with the present debt level on our farm.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

28. I'm able to recruit and retain capable employees.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

29. I could enjoy working in an occupation other than farming. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

30. I could enjoy working on a farm operated by someone other than ourselves. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

31. Having at least one member of the family working off the farm would be a good situation for my family. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

32. I would encourage my partner to be employed off the farm if he/she wanted to do so. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

33. I would encourage my partner to be employed off the farm only if we badly needed additional income. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

34. Before making decisions, I discuss farm financial management issues with family members and/or business associates. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

35. Before making decision, I discuss family financial management issues with family members. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

36. I enjoy developing a step by step plan for responding to the financial management needs of our farm and home. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

37. I'm involved with my partner and/or other family members in planning for retirement. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

38. When financial management decisions have been made, I find it relatively easy to stay within the intended pattern of spending, borrowing and repayment. SA A U D SD

This suggests a goal setting area to be considered. YES NO

The goal setting area to be considered is: _____

39. I'm satisfied with the educational opportunities that are available for the persons in our household.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

40. I'm satisfied with my level of involvement in community activities and organizations.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

41. I'm satisfied with my level of contact and interaction with friends and family members who do not live with me.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

42. I'm satisfied with my opportunities for work, recreation, self-improvement and service to others.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

43. I'm satisfied with our family's opportunities for recreation.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

44. I'm satisfied with the vacation opportunities available to our family.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

45. I'm satisfied with the amount of time devoted to family activities.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

46. I'm satisfied with our family's opportunities for individual interests.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

47. I'm satisfied with the level of claims on my time and energy that I've experienced in recent years.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

48. I enjoy the office work needed (keeping records, paying bills, etc.) to keep the household operating in good shape throughout the year.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

49. I enjoy managing to keep costs down when purchasing groceries, clothing, supplies, appliances and all other things needed to keep the household operating.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

50. I find it satisfying to do the cooking, cleaning, organizing and managing of time and effort required to run a household.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

51. Farm work is so important that I don't mind changing my day to day activities to ensure that the work is done when it is needed.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____

52. I enjoy being the farm "gofer" during busy seasons as it is important to the smooth operation of our farm.

SA A U D SD

This suggests a goal setting area to be considered.

YES NO

The goal setting area to be considered is: _____
