Ranking work motivations is an interactive questionnaire with 60 questions that enables students to learn about the six basic needs that explain behaviour, both inside and outside organisations.

The purpose of this questionnaire is to find out how important the five basic needs are for you when explaining behaviour both in and outside organisations, although we will focus on a business environment.

Usually, what is important today may not be so tomorrow or it may not have been so some time ago. Needs change depending on circumstances, so the analysis needs to focus on a specific time and on the overall profile and not on each need independently.

There is no “right” or “wrong” answer to the questions. Therefore, indicate how you would act and not how you believe you should act.

The five basic needs are:

- Physiological balance
- Protection, Safety, Balance
- Identification, Relations, Love
- Recognition and power
- Self-fulfilment, Independence, Creativity
This tool also enables students to compare their results with the rest of the group, and with profiles of other programs and in this way highlights cultural differences.