

My Founder Profile

INTERNAL & EXTERNAL

Score each of the below statements between 1 and 5 using the following scale:

- 1 = Strongly Disagree
- 2 = Disagree
- 3 = Neither Agree nor Disagree
- 4 = Agree
- 5 = Strongly Agree

| | | Score |
|-----|---|-------|
| Q1 | Artificial deadlines (arbitrary deadlines I set myself) are enough for me to complete more significant tasks. | |
| Q2 | I am more likely to complete something if others are relying on me. | |
| Q3 | I find it easy to set myself challenges and follow through on them. | |
| Q4 | I am more likely to succeed if there is someone else to hold me accountable. | |
| Q5 | I find it easy to be proud of myself when I've completed a difficult task. | |
| Q6 | I need someone or something else to set deadlines for me in order to get more significant tasks done. | |
| Q7 | I find it easy to hold myself accountable. | |
| Q8 | I am more likely to complete a challenge if someone else has set it for me. | |
| Q9 | If I set myself a goal or a challenge, I am self-motivated to achieve it. | |
| Q10 | I need someone to tell me I've done a good job in order to feel a sense of achievement. | |
| Q11 | If I set myself a task, I am motivated to complete it so that I do not let myself down. | |
| Q12 | I often worry about letting others down. | |

Map your score for each question into the table below, then total each row to see whether you are predominantly internally or externally motivated.

| | Total Score | | | | | | |
|-----------------------------|-------------|-----|-----|-----|------|------|--|
| INTERNALLY MOTIVATED | Q1= | Q3= | Q5= | Q7= | Q9= | Q11= | |
| EXTERNALLY MOTIVATED | Q2= | Q4= | Q6= | Q8= | Q10= | Q12= | |

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INTERNALLY MOTIVATED

If you scored higher on INTERNALLY MOTIVATED, this is great. It means that you are often able to self-motivate, set yourself goals and deadlines, and hold yourself accountable to meet them. Your sense of worth most likely comes from your own perception of yourself and you don't necessarily need others to drive you forwards.

So What? If this is you, congratulations! You already have a productivity superpower locked inside yourself. It's about learning to access this intentionally by setting solid goals and aligning activities and deadlines to this.

EXTERNALLY MOTIVATED

If you scored higher on EXTERNALLY MOTIVATED, this likely means that you struggle to keep yourself on track and motivated without support and accountability structures in place. You do much better when faced with external deadlines, and the potential to let others down is a key driver for you.

So What? Don't panic – this is very common for people with ADHD! It may help explain why being a solo-founder can be so difficult. But there are lots of ways to create those external drivers and accountability systems so that you and your business can thrive.