

Values Theory

Values Theory includes the following:

- I. Explicit (Obvious) Values
 1. Manner of speaking
 2. Dress
 3. Physical environment (of office, home, etc)
 4. Possessions
 5. Reaction to people
 6. Other
- II. Implicit (Hidden) Values
 1. Professional background
 2. Special Interests
 3. Idiosyncrasies
 4. Basic personality traits
 5. Temperament
 6. Biases
 7. Goals
 8. Religious affiliation or lack of it
 9. Other
- III. Verbalized Values
 1. Something you want done and how you want it done
 2. "One thing I really can't tolerate is..."
- IV. Nonverbalized Values
 1. Body language

(Please note: some things are very important to one person and not to another depending on their values)