

## When it get's tough - the Art of International Negotiations Friedhelm Wachs

### Define your value - system

- 1 Choose from the following 150 values your 50 most important values.
- 2 Underline your top 5 most important values within your chosen 50.

honesty (E), peace (8), competition (7), mindfulness (E), esteem (E), recognition (7), prestige (7), education (8), culture (2), health (5), security (3), decency (E), sincerity (E), perseverance (E), authenticity (E), children (3), purposefulness (7), optimism (E), appreciation (E), courage (E), wisdom (E), art (2), safety (6), modesty (E), sobriety (E), stability (E), character/personality (E), power (7), harmony (3), vitality (5), love (3), authority (7), profit (6), mind (8), pleasure (5), humility (E), honour (E), ambition (7), empathy (4), leisure (2), richness (6), thought (8), sense (1), individuality (E), self-respect (E), status/position (6), discipline (E), income (6), engagement (E), involvement (8), liberty/freedom (E), creativity (8), ethics (1), glory (7), activity (5), friends (4), delight (2), hospitality (4), patience (E), fun (2), willpower (E), assiduity (E), relaxation (2), helpfulness (4), money (6), peace of mind (2), responsibility (1), frugality (E), society (4), belief (1), goodness (E), loyalty (4), career (7), fitness (5), zest for life (2), pension funds (6), order (E), sexuality (3), family (3), intuition (1), competence (8), conscience (1), cheerfulness (E), geniality (3), hope (E), politeness (E), gratitude (E), spirituality (1), reliability (E), collecting (2), confidence (E), integrity (4), punctuality (E), knowledge (8), humour (2), idealism (E), camaraderie (4), ability (8), property (6), tenderness (3), beauty (5), level-headedness (5), power (5), learning (8), teaching (8), luxury (6), religion (1), philosophy (1), charisma (E), socialness (4), moderation (E), sympathy (4), motivation (7), charity (E), fairness (E), wealth (6), calmness (E), truth (8), nature (5), duty/obligation (E), fantasy (E), self-awareness (E), thriftiness (6), travelling (2), community (3), self-confidence (E), self-realization (E), solidarity (4), steadfastness (E), quietness (1), change (2), respect (4), care (3), energy (5), strength (5), balancing (3), independency (6), enthusiasm (E), braveness (E), tolerance (E), faithfulness (3), rationality (E), achievement (7), influence (7), adventure (5), trustworthiness (E), truthfulness (E), moral courage (E), heritage: to leave back something good and making sense to posterity (1)

- 3 Give yourself an answer to the following question for each of these 5 values:  
What do I mean with the value?

**Value 1:**

**Value 2:**

**Value 3:**

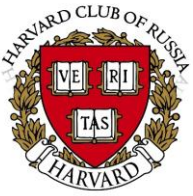
**Value 4:**

**Value 5:**

- 4 Count the amount of each number behind the values (1 – 8) you have chosen in task 1.  
Transfer the amount you found into the model of LifeBalance like into a spider graph.

**The value with the letter (E) is a basis of your ethical attitude, the value with a number the basis of your vision.**

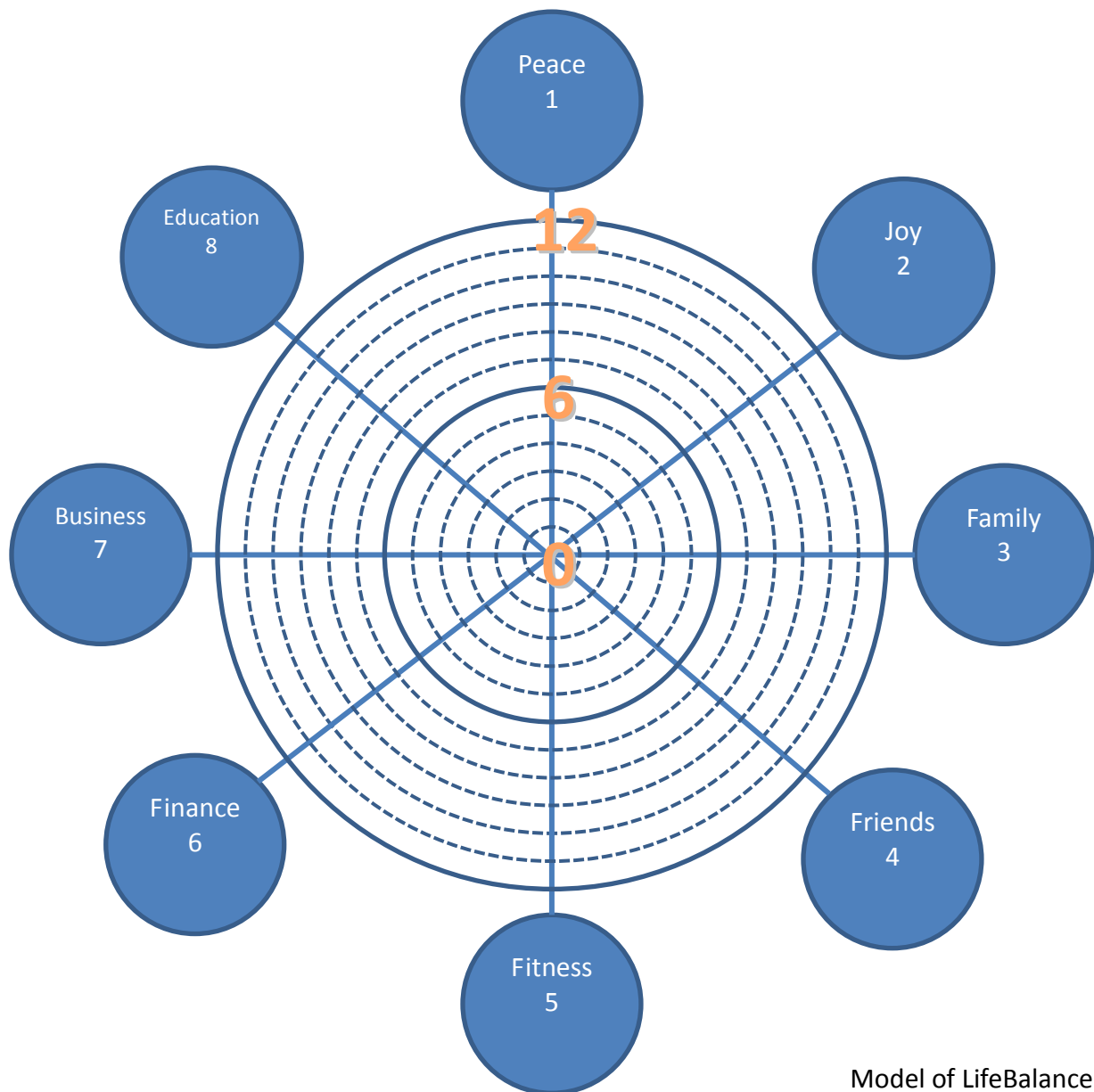
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### Model of LifeBalance



Model of LifeBalance  
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