# Test TWO

**Name:** **Date:**

1. What is a Value, in the context you’ve just learnt them in?
2. Why is it essential to know your clients Values?
3. How do you get to your clients Values? (in other words what do you have to ask them, to get Values to literally drop out to you?
4. How would you find ‘toward’ or ‘away from’ in the Values Hierarchy?
5. If someone was lacking in motivation with money, how would this model (using Values) be useful for you in coaching?