

How to Detect Someone's Heart Motive

I. You Must Know Others' Heart Motives Precisely

- A. Perfectionism – Law Idolatry
 - 1. One's desire to improve and live according to his or her laws, standards and principals
- B. Respect – Worship Idolatry
 - 1. One's desire to be respected, to be above others
- C. Popularity – Name Idolatry
 - 1. One's desire to be liked by everyone and ultimately spread his or her name as widely as possible
- D. Love – Love Idolatry
 - 1. One's desire to receive maximum, genuine love from certain chosen individuals or an individual group

II. You Must Know The Areas To Explore

- A. Approval – Everyone cares about those who feed their heart motive. Whose approval do they want?
 - 1. Perfectionism – Oneself/Own principles or standards
 - 2. Respect/Popularity – Everyone/Important People
 - 3. Love – Close/Chosen Ones
- B. Emotions
 - 1. Emotions indicate what someone loves so if you explore his or her emotions and what surrounds those emotions, then you can detect what he or she loves, which is his or her heart motive.
- C. Memory
 - 1. Memory is the function of the mind. The mind reveals what is in the heart; it is the faucet of the heart. Memories are very intentional and selective. Everyone's memories are related to their heart motive. If their heart motive was not met, it is a negative memory. If their heart motive was met, it is a positive memory.
- D. Entertainment/Leisure
 - 1. There is nothing neutral. Even seemingly neutral activities reveal one's heart motive. When someone is frustrated by and tired of working, which means that it does not feed his or her heart motive, then he or she seeks to be exalted through leisure. So by exploring leisure and what aspect of it he or she enjoys you can detect his or her heart motive.
- E. Eating
 - 1. Eating preferences are affected by one's major and minor heart motives. This may be the weakest indication of one's major heart motive, however, it can help.

III. Mentally Categorize his or her Answers and Zero in on a Major Heart Motive. Do this by asking why he or she does the things he or she does.

- A. Process of elimination – keep narrowing it down as you hear his or her responses
 - 1. You must know the essence of all four HMs
 - a) The best way to do it is the process of elimination; otherwise you will have gaps
 - 2. You must distinguish whether they are perfect-me or not
 - a) Self-approval
 - b) Character or purpose- Critical with same standard or goal oriented?
 - 3. You must distinguish love-me with respect-me/like-me
 - a) Time or service
 - 4. You must distinguish respect-me and like-me
 - a) Above or wide
- B. Keep asking questions to get to know his or her major heart motive as you explore why he or she is a certain way. For example:
 - 1. Why do you like to cross-stitch?
 - 2. Why do you play basketball?
 - 3. What about playing do you enjoy?
 - 4. Do you like to improve while you are playing?

5. Are you improving to hear praise from other people, from certain people, from everyone, from your teammates, from friends?

IV. When You See A Consistent Link To His Or Her Responses, Continue To Ask Questions Concerning One Category And Start To Predict His Or Her Responses

V. After You Are Sure, Tell The Person Your Assessment Of His Or Her Heart Motive Using The Data He Or She Gave You

- A. It is important that he or she sees it because only then can he or she repent and redeem his or her heart motive
- B. You are still asking questions at this point though and not declaring his or her heart motive
- C. Invite disagreements. There are possible deficiencies in your data gathering or in his or her understanding of him or herself, so proceed to ask questions and invite questions of his or her own.

VI. Explain the Process of “Repent and Redeem”

- A. 5 Areas – Heart, Mind, Behavior, Faith, Goal of Life
- B. Choose a fruit and discuss immediate repentance
- C. hope of the present – we are not fighting a million sins, but rather one heart
- D. hope of the future – we will overcome our sins on Judgment Day and our reward is based on how we fight our heart motive

VII. Possible Questions To Ask

A. Perfect-Me

1. Approval
 - a) Are you generally unconcerned about what people think of you?
 - b) Which is more important to you, your principles and standards or people’s approval? (One could have a strong minor and still care about what people think of him or her but you must discover what is ultimately more important, the principle or the people?)
2. Emotions
 - a) When do you have negative emotions? Why? Frustrated? Disappointed? Hurt? Bored?
 - b) When do you have positive emotions? When are you happy? Why?
3. Memory
 - a) Tell me three or four childhood memories.
 - b) What is important to you about this memory?
4. Entertainment/Leisure
 - a) What do you do for leisure?
 - b) What aspect do you enjoy of that leisure activity? (Is it the fact that he is trying new things, reading, learning? Or is it because he wants to share what he learns or experiences with others?)
5. Eating
 - a) Do you eat to survive or for pleasure? Do you enjoy eating?
 - b) Do you usually order the same kind of food or do you try different things?
 - c) Are you most joyful when you try something for the first time?

B. Respect-Me/Like-Me

1. Approval
 - a) Do you care about what others think about you?
 - b) Do you get embarrassed?
 - c) If you are giving a speech in a new setting, whose approval are you most concerned with? (Close people? people you respect? Everyone? Or are you only worried about making a mistake in itself.)
 - d) If someone does not like you, does it bother you a lot?
2. Emotions
 - a) When do you have negative emotions? Tell me about the last few times you experienced negative emotions (anger, anxiety, boredom)

- b) Can strangers make you upset? (Can a rude waitress get you upset? If so, why?)
 - c) When do you have positive emotions? What do you get excited about?
- 3. Memories
 - a) Tell me three or four childhood memories.
 - b) What is important to you about this memory?
- 4. Entertainment/Leisure
 - a) What do you do for leisure?
 - b) When you play sports, what are you most concerned about? Is it winning or improving? Practice or playing?
- 5. Eating
 - a) Do you enjoy the aspect of flavor in eating? How about chewing? (e.g., Do you like steaks rare or well-done?) When you eat soup, do you want chewable pieces in it?
 - b) (Remember, major and minor heart motives affect eating.)

C. Love-Me

- 1. Approval
 - a) Whose approval are you concerned about?
 - b) Whose opinion would you most likely listen to? Expert? Authorities? Close ones?
 - c) Whose opinions are you most worried about?
- 2. Emotions
 - a) Tell me the last time that you got upset, hurt, or disappointed.
 - b) Can a stranger or someone who's not close to you get you upset?
 - c) Do your emotions, positive or negative, involve close people (family, close friends)?
- 3. Memory
 - a) Tell me three or four childhood memories.
 - b) What is important to you about this memory?
- 4. Entertainment/Leisure
 - a) What do you do for leisure?
 - b) What aspect do you enjoy of that leisure activity?
 - c) When you play sports, do you play for the eyes of people close to you?
- 5. Eating
 - a) Do you enjoy the feeling of being full?
 - b) Do you always order the same thing? Do you have "chosen" foods?
 - c) If you snack, do you seek the satisfaction of fullness or flavor?