## SPI<sup>®</sup> (Social Preferences Indicator Tool)

3 Identifies natural **Provides insight** Nurtures the social preferences into the natural individual's which informs working style of preferences by how the the individual and harnessing and individual works how this developing the within teams of preference could natural be utilised in preferences to be people building effective deployed to teams. motivate teams using the combination of varied styles daily operations and critical in forward/strategic planning

Despite much research, a precise definition of social preference has not been agreed upon. In most cases, 'social preference' is defined loosely as a concern for the payoffs allocated to other relevant reference agents in addition to the concern for one's own payoff. A separate branch of research has focused on altruism and warm glow motives for giving to others, especially in the context of public goods provision (*Carpenter*, 2007)

