

# Maslow

## Hierarchy of Needs

-Abraham Maslow's **hierarchy of needs** (often shown as a pyramid) argues that we are motivated to fulfill basic needs before moving on to fulfill our other, more complex needs. We attempt to move up the pyramid (from 1 to 5) to reach our full potential (self-actualization).

### **1. Physiological Needs:**

- Air, food, water, shelter, clothing, sleep, warmth, reproduction
- These are needs for human survival!

### **2. Safety Needs:**

- Security, freedom from fear, stability, law & order, employment, resources, property
- This goes beyond just physical safety. We also need economic & psychological security
  - a. For example, we feel less secure without a job, health insurance, a home, etc.

### **3. Love/Belonging Needs:**

- Intimate relationships, friends, family, trust, sense of community
- A lack of social interaction can lead to depression and feelings of isolation & loneliness
- Our connections with others help us get through life's ups & downs

### **4. Esteem Needs:**

- Achievement, recognition, status, prestige, respect, confidence

### **5. Self-Actualization Needs:**

- Realizing your full potential, self-fulfillment, seeking creativity & personal growth, morality, problem-solving

## **Discussion Questions**

- 1. What do you think human motivation is based on?**
- 2. Maslow believed that only 1 to 2% of the population actually reaches self-actualization (their full potential). Why do you think the number is so low?**
- 3. People try to move up the hierarchy, but progress they make is often interrupted by life experiences. What life experiences might cause someone to fluctuate between levels of the hierarchy?**
  - \*Examples: losing your home, losing your job, going through a divorce, etc.**
- 4. What are some characteristics of people who have reached self-actualization?**
  - \*Examples: creative, ability to look at life objectively, strong morals, acceptance of themselves & others, ability to appreciate basic life experiences, etc.**
- 5. What changes or additions would you make to Maslow's hierarchy of needs?**