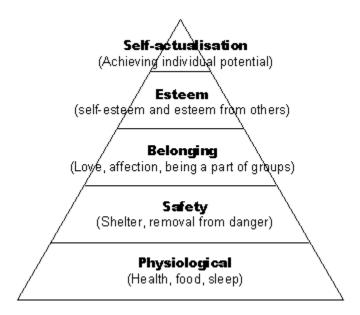
## Maslow's Heirarchy

## The hierarchical effect

A key aspect of the model is the hierarchical nature of the needs. The lower the needs in the hierarchy, the more fundamental they are and the more a person will tend to abandon the higher needs in order to pay attention to sufficiently meeting the lower needs. For example, when we are ill, we care little for what others think about us: all we want is to get better.



## The five needs

- Physiological needs are to do with the maintenance of the human body. If we are unwell, then little else matters until we recover.
- <u>Safety needs</u> are about putting a roof over our heads and keeping us from harm. If we are rich, strong and powerful, or have good friends, we can make ourselves safe.
- <u>Belonging needs</u> introduce our tribal nature. If we are helpful and kind to others they will want us as friends.
- <u>Esteem needs</u> are for a higher position within a group. If people respect us, we have greater power.
- <u>Self-actualization needs</u> are to 'become what we are capable of becoming', which would our greatest achievement.

## Three more needs

These are the needs that are most commonly discussed and used. In fact Maslow later added three more needs by splitting two of the above five needs.

Between esteem and self-actualization needs was added:

- Need to know and understand, which explains the cognitive need of the academic.
- The need for aesthetic beauty, which is the emotional need of the artist.

Self-actualization was divided into:

- Self-actualization, which is realizing one's own potential, as above.
- Transcendence, which is helping others to achieve their potential.

Credit: www.changingminds.org