

Hierarchy of Needs Psychology

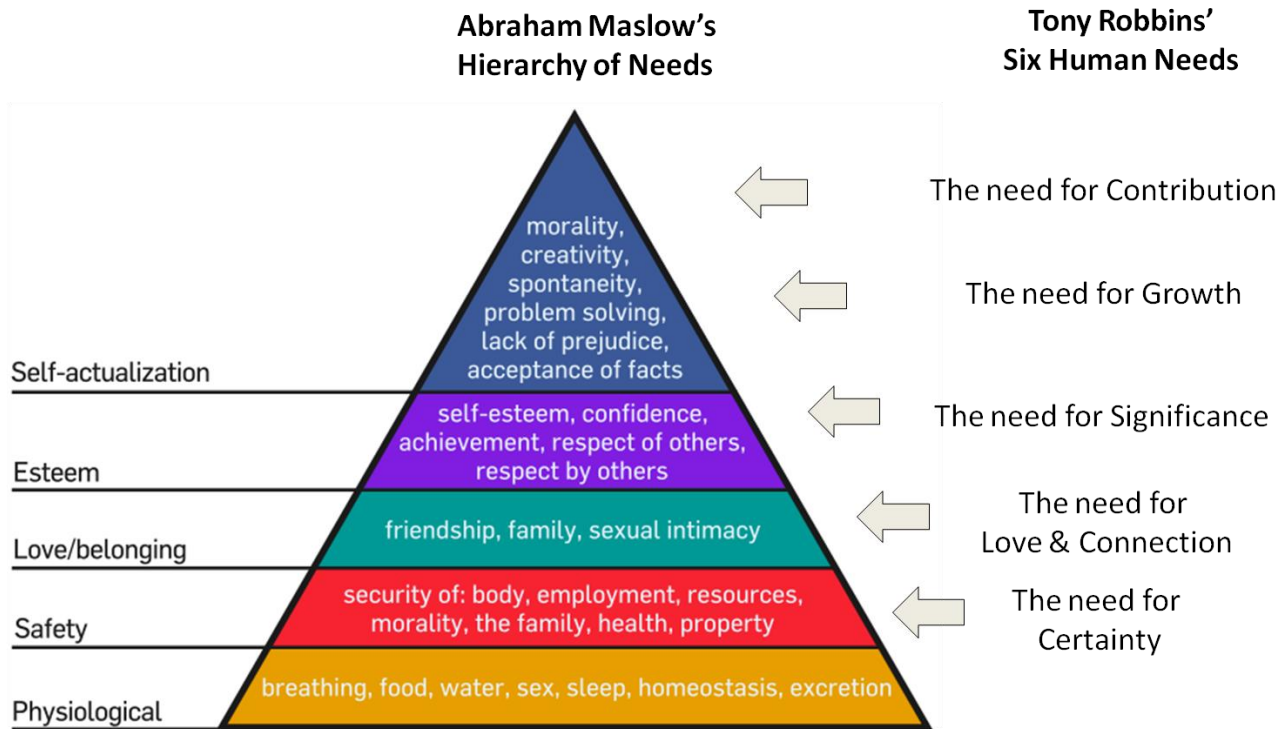


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Class I	Class II	Class III	Class IV
It feels good .	It does not feel good .	It feels good .	It does not feel good .
It is good for you.	It is good for you.	It is not good for you.	It is not good for you.
It is good for others.	It is good for others.	It is not good for others.	It is not good for others.
It serves the greater good .	It serves the greater good .	It does not serve the greater good .	It does not serve the greater good .

All Human Beings Have the Need for:

1. Certainty/Comfort

Everyone wants stability about basic necessities - food, shelter and other material resources therefore, certainty equals survival. Some people try to achieve certainty by trying to control everything around them. When they cannot control physical circumstances, they may seek certainty through a state of mine (such as religious faith or positive outlook). We all need a sense of certainty that we can avoid pain and gain pleasure.

When you're really using your faith, you feel good, what you're doing is good for you, and in a courageous and faith-filled state, you tend also to do things that serve the greater good. Here's the paradox though. When a person becomes totally certain, when things are completely predictable, when you satiate this need, you become b-o-r-e-d. So while we want certainty, we simultaneously want a certain amount of uncertainty.

2. Uncertainty/Variety

Everyone needs variety, a surprise, a challenge to feel fully alive and to experience fulfillment. With too much certainty we're bored. Like-wise, with too much variety we become extremely fearful and concerned. We need a degree of certainty in our lives to experience the variety. There's a delicate balance between these two needs that must be struck for us to feel truly fulfilled. Some people choose to get variety, to feel a change in their states by exercising their body and emotions. They may create variety and how they feel by doing drugs,



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alcohol or eating. Some people do it by having an affair; others do it by watching movies. Other individuals may use stimulating conversation and opportunities to change their state and create uncertainty.

3. Significance

We all have a need for significance, a sense that we are unique, special or important in some way that gives us a meaning for our lives. Again we may try to meet this need through destructive vehicles - making ourselves unique by, for example, manufacturing a belief that we're better than everyone else.

Some people become significant by developing extreme problems that set them apart from others. Medical science has now proven that some people have developed the subconscious ability to make themselves ill in order to gain the caring attention of others. When people feel insignificant, they may make themselves feel significant by getting angry. They may also meet their needs paradoxically, by having others recognize the significance of their insignificance or the size and complexity of their problem. **It is important to remember that for many, helplessness is power!**

Some people develop uniqueness by earning more money, having more toys, going to school and achieving more degrees. Or by dressing in a unique way, having a certain sense of style. Or we can choose to live a life of extraordinary service.

Just remember, we all need to feel unique or significant. But, paradoxically, in order to feel unique, we have to separate ourselves. If we feel totally unique, we feel different and separate, and this violates our need for Love & Connection.

4. Love & Connection

Human beings need to feel connected with someone or something - a person, an ideal, a value, a habit or a sense of identity. This includes feeling connected with yourself as well with others with whom you can share your love.

To meet this need, you can join a group or a club that has a positive purpose. This need could be met merely with intense engagement; one can feel connected by means of an aggressive interaction. Not all connection is positive. Some individuals join a gang for negative purposes, but they still achieve the feeling of connection. By aligning with your creator, and feeling like your being guided you can feel immediate connection. Again, **some people become ill in order to feel connected and loved.** Some people will starve, eat, binge or compulsively overeat to feel connected and loved. Some people will steal, do drugs, and drink excess amounts of alcohol to feel a part of a group and a sense of connection. Others will perform at extraordinary levels in order to be accepted, loved, or connected to a high performance team. A simple thing to remember is, as with all other human needs, if you give consistently that which you wish to receive, you tend to get it back from others.



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5. Growth

Growth equals life. On this planet, everything that is alive is either growing or dying. Growth is one of the two primary needs in life. It doesn't matter how much money you have, how many people acknowledge you, what you've achieved in life; unless you feel like you're growing or making progress, you will be unhappy and unfulfilled. People are not spiritually satisfied unless their capacities are expanding.

6. Contribution

We all have a deep need to go beyond ourselves and to live a life that serves the greater good. It is in the moments that we do this that we experience true joy and fulfillment. Contributions are not only made to others but contributing to ourselves is a meaningful action as well, for we cannot give to others what we do not have. To be truly spiritually fulfilled you need to be contributing to others. A balance of contribution to oneself and others, especially unselfish contribution, is the ultimate secret to the joy that so many people wish to have in their lives.

If there's anything you do that others find difficult but that you love to do (and that you could do for hours), I can promise you it's because you get a tremendous amount of **certainty, variety, significance, connection, growth, and/or contribution** from this. When we perceive that an action will meet many of our needs, we are driven to take that action. **When it meets 3 or more of our needs it becomes an addiction!**

Likewise, if there's something you avoid doing or are constantly putting off, it's because your current strategy of approaching it causes you to feel a lack of certainty that will have pleasure (maybe you actually have a sense of certainty that it will be painful) or you don't believe it meets any of your other needs.

Anything human beings do can meet all six needs if they simply change their perception (ie: what you focus on, appreciate or believe) or their strategy (ie: how they approach getting it done).

If you find just a few vehicles to meet all six needs, you'll find yourself full of drive and you'll know what to do to achieve your goals. And it all starts with awareness -you must become aware of why you're doing what you're doing now so that you can find a new pattern of fulfillment!

Your Assignment: PLEASE POST YOUR ANSWERS ON THE FORUM WITH THE OTHER FAB WOMEN!

1. What's something you love to do? Something you feel compelled to do? Something that's effortless and totally fulfilling, could do 24hrs per day? Describe in the space below, and then complete the Human Needs Analysis #1 to see why you feel that way about it and what needs it fills for you.
2. What's something you hate to do? Something that you should do? Something you never get done because you hate it so much? Describe it in the space below, and then use the Human Needs Analysis #2 to see why you feel that way about it and what needs it doesn't meet for you.
3. Choose something you don't like to do, something that doesn't feel good, but you know is good for you and others, and serves the greater good. Turn this 'Class 2' Experience into a 'Class 1' experience by asking yourself,



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“What could I choose to believe about this that will make it fulfill each of my six needs at the highest possible level?” Write down your answers as they come to you. Share them on the membership forum. Then go out and apply them immediately.

#1. What is something that I love to do?

Name Activity/Behavior

fulfills my need for:

How would I rate (0-10) the level of fulfillment this offers me for this need? _____

How specifically does this meet or fail to meet my need?

- 1. Certainty/Comfort Yes No
Ability to Avoid Pain (e.g., decrease stress) and Gain pleasure; security, survival
- 2. Uncertainty/Variety Yes No
Surprise, Diversity, Difference, Challenge, Excitement
- 3. Significance Yes No
Importance, Uniqueness, Being Needed, Having Purpose or Meaning
- 4. Connection/Love Yes No
Bonding, Oneness, Sharing Intimacy, Feeling a Part of Unity
- 5. Growth Yes No
Learning, Changing, Expanding, Stretching, Improving
- 6. Contribution Yes No
Giving, Helping, Serving, Nurturing, Making a Difference

#2. What is something I know I should do but dislike or put off?

Name Activity/Behavior

fulfills my need for:

How would I rate (0-10) the level of fulfillment this offers me for this need? _____



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How specifically does this meet or fail to meet my need?

-
- 1. Certainty/Comfort Yes No
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 - 5. Growth Yes No
Learning, Changing, Expanding, Stretching, Improving
 - 6. Contribution Yes No
Giving, Helping, Serving, Nurturing, Making a Difference

#3. What could I choose to believe about this that will make it fulfill each of my six needs at the highest possible level?
