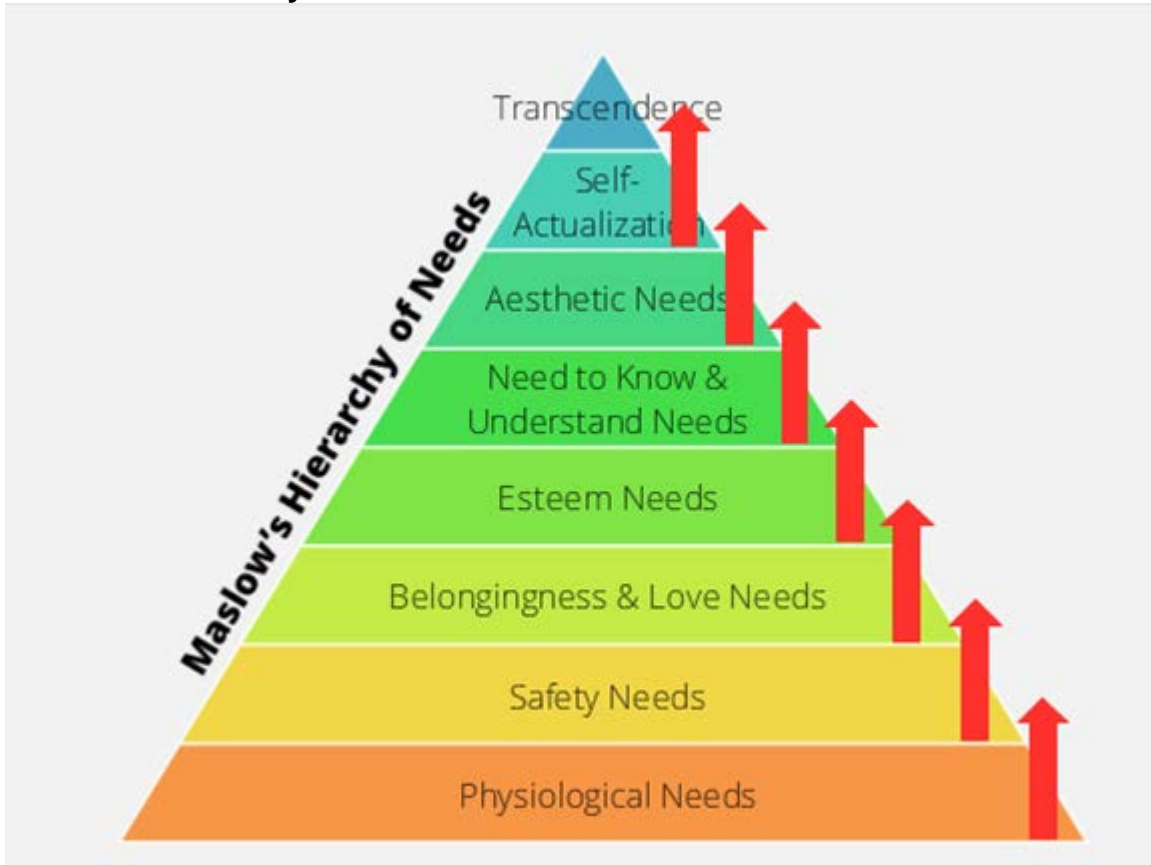


## Module 2: Looking in Your Blind Spot

### Topic 1 Content: Maslow's Hierarchy of Needs

#### Maslow's Hierarchy of Needs



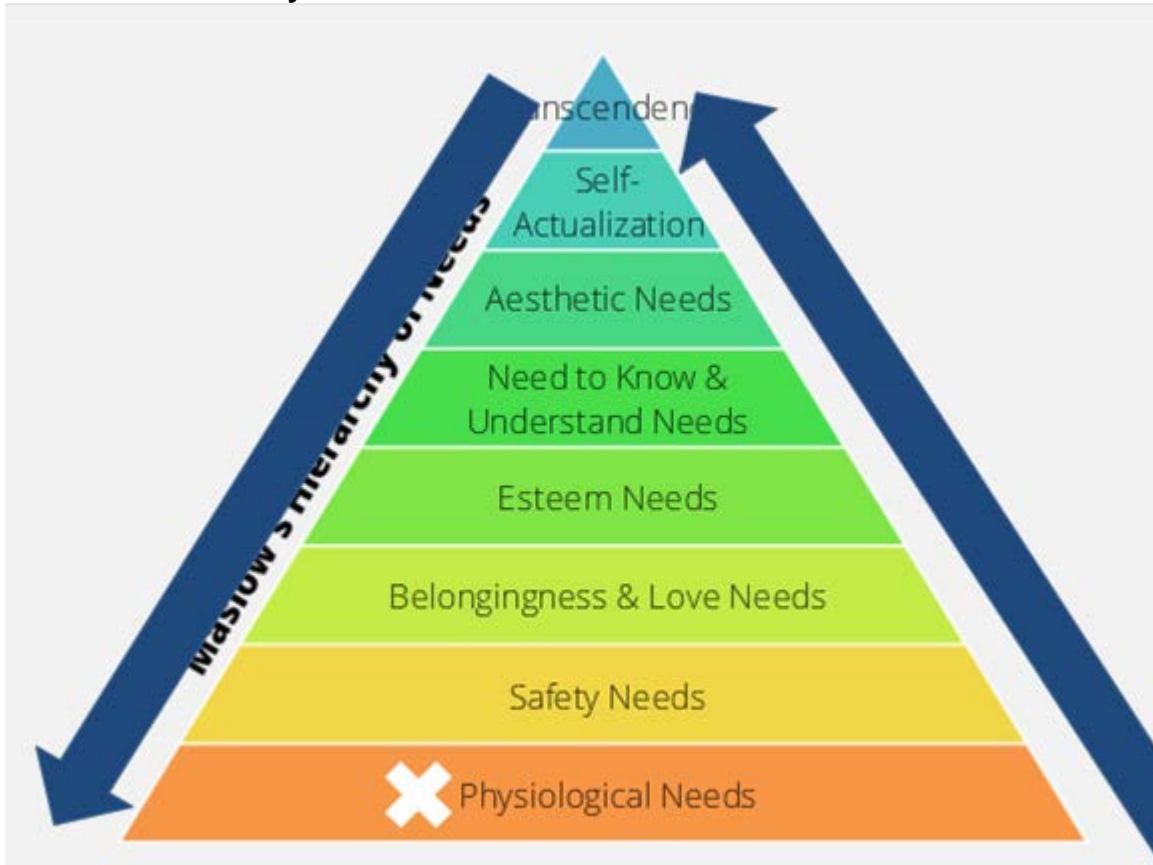
Abraham Maslow, believed all humans are motivated to achieve certain needs, including an innate desire to act on the potential they see within themselves, or what he called self-actualization.

Maslow suggested that human needs could be organized by a pyramid. The lowest level of the pyramid is made up of the most basic, physiological needs, like food, water, and sleep. As you go up the pyramid, the needs become more complex. The second level of the pyramid, for example, represents the need for safety. This includes feeling secure in your job, family, and health. The third level represents love and belonging through friendships and family. Moving up the pyramid to the fourth level, Maslow said people focus on the need for esteem; this includes self-esteem, achievement, and respect of and by others. Other levels include the need to know and understand and aesthetic needs. The top level of the pyramid involves the need for self-actualization, for example, a person's need for morality, creativity, lack of prejudice, and acceptance of facts. The final part of the pyramid is transcendence, or the need to help others reach their full potentials.

## Module 2: Looking in Your Blind Spot

### Topic 1 Content: Maslow's Hierarchy of Needs

#### Maslow's Hierarchy of Needs



Maslow believed that once an individual meets one level's needs, he or she is then motivated to fulfill the next level. If lower needs are not met, a person cannot strive for higher level needs. For example, how can you focus on getting an education if the basic needs of food and sleep have not been met? In addition, Maslow believed people move up and down this pyramid throughout their lives. Imagine being successful at work but then suddenly finding yourself out of a job. This would cause your focus to shift to the lower needs on the pyramid like maintaining food, shelter, and a sense of security.