

Maslow's Hierarchy of Needs

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Humanistic psychologists have looked toward •
the role of motives such as love . personal ,
fulfillment , the need to belong . and self –
esteem in arousing and directing . The
most influential of these humanistic
perspectives was provided by a theory of
human motivation developed by Abraham
Maslow (1970) . Maslow Proposed that
human needs exist on a multilevel hierarchy
consisting of five stages . ranging from the
"lowest " most basic biological needs to the "
highest " need to fulfill one's own unique
potential .

According to Maslow , we all start our lives at the lowest level of the motivational hierarchy . As infants we are dominated by basic biological needs for food , water , sleep . and so forth . (Drive –reduction theory operates at this level .) Relatively soon ,

, however. We become consumed with our •
need to feel physically and psychologically safe
, and so we are motivated by safety needs to
secure some control over our environment As
we continue to develop , we move into the next
two stages or the hierarchy

- , where more complex psychosocial motives because more important . We need to love , to be loved ,
- and to feel a sense of belonging . These socially based love and belongingness needs are satisfied both by our family involvements and by the relationships we form with others outside the family . As we express our social affiliation with other

- we are also likely to become motivated by esteem needs . These include the need to achieve and see ourselves as competent , and the desire to be recognized , appreciated , and held in
- esteem by others .

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Finally , if we are successful in satisfying all of these needs , some of us may progress to the highest level in Maslow's hierarchy , where the need for self – actualization may become a dominant motivating force in our lives . Self - actualization is a complex concept , perhaps best described as the need to reach our own highest potential and to do the things we do best in our own unique way •

- Maslow characterized the self
- – actualized person as someone who is self-aware and self-accepting , striving to help others reach their goals , open to new experiences and challenges , and engaging in activities that are commensurate with the individual's highest potential (for example , a musician making music or a poet writing) .

- Yet Maslow's theory has also been criticized , especially his view that people's needs are precisely order in a five – level hierarchy with successive needs being satisfied only those on a lower level have been met . This theoretical assumption is difficult to demonstrate by empirical research . Beyond the - lowest level of the hierarchy , there is little evidence that human motives or needs are ordered in the exact
- sequence that Maslow proposed .

- Research – oriented psychologists have also criticized Maslow's theory because many of his major precepts , particularly the concept of self – actualization , are so vague that it is virtually impossible to define them operationally . Without operational definitions , Maslow's theory cannot be experimentally tested . Consequently , the need hierarchy theory has remained largely an unproven conceptualization of the various forces that motivate human behavior .



Thank you for your lessening •