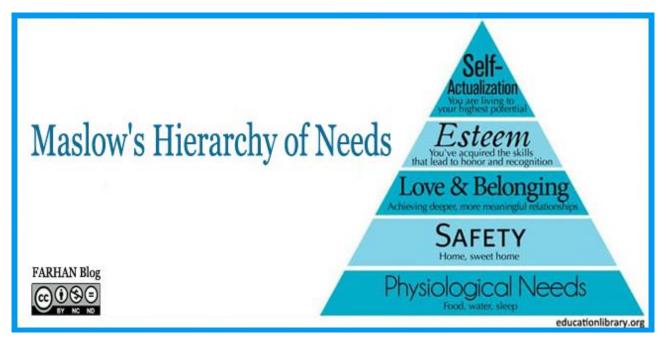




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# **Maslow's Hierarchy of Needs**

Maslow's Hierarchy of Needs refers to a theory formulated by the American psychologist Abraham Maslow in 1943. Maslow assumed that all behavior produced by an individual seeks to satisfy a specific need, and that unsatisfied needs remain the ones that control behavior to a greater extent. Here, Maslow divided these needs into five basic groups represented by the pyramid of needs.

The above needs can be briefly explained as follows:

**First:** Physiological needs: such as the need for breathing, shelter, food, drink, sleep, marriage, money, etc.

**Second:** Safety needs: such as the need for stability, avoiding risks, optimism, positivity, travel, etc.

**Third:** Social needs: such as the feeling of belonging to a certain group, the feeling of acceptance by others of the individual, the compatibility of the individual's goals with the group's goals, and others.

**Fourth:** Needs for respect and self-esteem: such as self-esteem, appreciation, and the individual's feeling of recognition by others, etc.

**Fifth:** Self-actualization needs: These come at the top of the pyramid, and examples include the individual's feeling of distinction from others, creativity and innovation, the importance of the individual's role in the organization and society, and others.





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Maslow assumed that the previous needs are satisfied in sequence, meaning that we cannot begin to satisfy the needs at any level until the needs at the previous level are satisfied. Accordingly, individuals begin by satisfying physiological needs first, then safety needs, and so on until reaching the top of the pyramid (self-actualization needs). This led to criticism of this theory, on the grounds that individuals can actually satisfy several needs at several levels at the same time, or dispense with satisfying certain needs in exchange for satisfying other needs. Despite the criticism that has appeared for Maslow's theory of needs, it remains one of the most important theories in the twentieth century (to this day) that spoke about human needs.



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