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fss@univ-alger2.dz

اسم ولقب الأستاذ : **امحمد زردومي**	
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Professor/.Zerdoumi M hamed

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Maslow's Hierarchy of Needs Explained

Maslow's hierarchy of needs is a theory by Abraham Maslow, which puts forward that people are motivated by five basic categories of needs: physiological, safety, love, esteem, and self-actualization.

Key Takeaways: Maslow's Hierarchy of Needs

According to Maslow, we have five categories of needs: physiological, safety, love, esteem, and self-actualization.

In this theory, higher needs in the hierarchy begin to emerge when people feel they have sufficiently satisfied the previous need.

Although later research does not fully support all of Maslow's theory, his research has impacted other psychologists and contributed to the field of positive psychology.

What Is Maslow's Hierarchy of Needs ?

In order to better understand what motivates human beings, Maslow proposed that human needs can be organized into a hierarchy. This hierarchy ranges from more concrete needs such as food and water to abstract concepts such as self-fulfillment. According to Maslow, when a lower need is met, the next need on the hierarchy becomes our focus of attention.

These are the five categories of needs according to Maslow :

Physiological

These refer to basic physical needs like drinking when thirsty or eating when hungry. According to Maslow, some of these needs involve our efforts to meet the body's need for homeostasis; that is, maintaining consistent levels in different bodily systems (for example, maintaining a body temperature of 98.6°).1

Maslow considered physiological needs to be the most essential of our needs. If someone is lacking in more than one need, they're likely to try to meet these physiological needs first. For example, if someone is extremely hungry, it's hard

to focus on anything else besides food. Another example of a physiological need would be the need for adequate sleep.

Safety

Once people's physiological requirements are met, the next need that arises is a safe environment. Our safety needs are apparent even early in childhood, as children have a need for safe and predictable environments and typically react with fear or anxiety when these are not met. Maslow pointed out that in adults living in developed nations, safety needs are more apparent in emergency situations (e.g. war and disasters), but this need can also explain why we tend to prefer the familiar or why we do things like purchase insurance and contribute to a savings account.

Love and Belonging

According to Maslow, the next need in the hierarchy involves feeling loved and accepted. This need includes both romantic relationships as well as ties to friends and family members. It also includes our need to feel that we belong to a social group. Importantly, this need encompasses both feeling loved and feeling love towards others.

Since Maslow's time, researchers have continued to explore how love and belonging needs impact well-being. For example, having social connections is related to better physical health and, conversely, feeling isolated (i.e. having unmet belonging needs) has negative consequences for health and well-being.2

Esteem

Our esteem needs involve the desire to feel good about ourselves. According to Maslow, esteem needs include two components. The first involves feeling self-confidence and feeling good about oneself. The second component involves feeling valued by others; that is, feeling that our achievements and contributions have been recognized by other people. When people's esteem needs are met, they feel confident and see their contributions and achievements as valuable and important. However, when their esteem needs are not met, they may experience what psychologist Alfred Adler called "feelings of inferiority.

Self-Actualization

Self-actualization refers to feeling fulfilled, or feeling that we are living up to our potential. One unique feature of self-actualization is that it looks different for everyone. For one person, self-actualization might involve helping others; for another person, it might involve achievements in an artistic or creative field. Essentially, self-actualization means feeling that we are doing what we believe we are meant to do. According to Maslow, achieving self-actualization is relatively rare, and his examples of famous self-actualized individuals include Abraham Lincoln, Albert Einstein, and Mother Teresa.

How People Progress Through the Hierarchy of Needs

Maslow postulated that there were several prerequisites to meeting these needs. For example, having freedom of speech and freedom of expression or living in a just and fair society aren't specifically mentioned within the hierarchy of needs, but Maslow believed that having these things makes it easier for people to achieve their needs.

In addition to these needs, Maslow also believed that we have a need to learn new information and to better understand the world around us. This is partially because learning more about our environment helps us meet our other needs; for example, learning more about the world can help us feel safer, and developing a better understanding of a topic one is passionate about can contribute to self-actualization. However, Maslow also believed that this call to understand the world around us is an innate need as well.

Although Maslow presented his needs in a hierarchy, he also acknowledged that meeting each need is not an all-or-nothing phenomenon. Consequently, people don't need to completely satisfy one need in order for the next need in the hierarchy to emerge. Maslow suggests that, at any given time, most people tend to have each of their needs partly met—and that needs lower on the hierarchy are typically the ones that people have made the most progress towards.

Additionally, Maslow pointed out that one behavior might meet two or more needs. For example, sharing a meal with someone meets the physiological need for food, but it might also meet the need of belonging. Similarly, working as a

paid caregiver would provide someone with income (which allows them to pay for food and shelter), but can also provide them a sense of social connection and fulfillment.

Testing Maslow's Theory

In the time since Maslow published his original paper, his idea that we go through five specific stages hasn't always been supported by research. In a 2011 study of human needs across cultures, researchers Louis Tay and Ed Diener looked at data from over 60,000 participants in over 120 different countries. They assessed six needs similar to Maslow's: basic needs (similar to physiological needs), safety, love, pride and respect (similar to esteem needs), mastery, and autonomy. They found that meeting these needs was indeed linked to well-being. In particular, having basic needs met was linked to people's overall assessment of their lives, and feeling positive emotions was linked to meeting the needs of feeling loved and respected.3

However, although Tay and Diener found support for some of Maslow's basic needs, the order that people go through these steps seems to be more of a rough guide than a strict rule. For example, people living in poverty might have had trouble meeting their needs for food and safety, but these individuals still sometimes reported feeling loved and supported by the people around them. Meeting the previous needs in the hierarchy wasn't always a prerequisite for people to meet their love and belonging needs.

Maslow's Impact on Other Researchers

Maslow's theory has had a strong influence on other researchers, who have sought to build on his theory. For example, psychologists Carol Ryff and Burton Singer drew on Maslow's theories when developing their theory of eudaimonic well-being. According to Ryff and Singer, eudaimonic well-being refers to feeling purpose and meaning—which is similar to Maslow's idea of self-actualization.4

Psychologists Roy Baumeister and Mark Leary built on Maslow's idea of love and belonging needs. According to Baumeister and Leary, feeling that one

belongs is a fundamental need, and they suggest that feeling isolated or left out can have negative consequences for mental and physical health.5

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Person-Centered Therapy (Rogerian Therapy)

Person-centered therapy was developed by Carl Rogers in the 1940s. This type of therapy diverged from the traditional model of the therapist as expert and moved instead toward a nondirective, empathic approach that empowers and motivates the client in the therapeutic process. The therapy is based on Rogers's belief that every human being strives for and has the capacity to fulfill his or her own potential. Person-centered therapy, also known as Rogerian therapy, has

had a tremendous impact on the field of psychotherapy and many other disciplines.

ROGERIAN THEORY IN PSYCHOTHERAPY

Rather than viewing people as inherently flawed, with problematic behaviors and thoughts that require treatment, person-centered therapy identifies that each person has the capacity and desire for personal growth and change. Rogers termed this natural human inclination "actualizing tendency," or self-actualization. He likened it to the way that other living organisms strive toward balance, order, and greater complexity. According to Rogers, "Individuals have within themselves vast resources for self-understanding and for altering their self-concepts, basic attitudes, and self-directed behavior; these resources can be tapped if a definable climate of facilitative psychological attitudes can be provided."

The person-centered therapist learns to recognize and trust human potential, providing clients with empathy and unconditional positive regard to help facilitate change. The therapist avoids directing the course of therapy by following the client's lead whenever possible. Instead, the therapist offers support, guidance, and structure so that the client can discover personalized solutions within themselves.

Person-centered therapy was at the forefront of the humanistic psychology movement, and it has influenced many therapeutic techniques and the mental health field, in general. Rogerian techniques have also influenced numerous other disciplines, from medicine to education.

SIX FACTORS NECESSARY FOR GROWTH IN ROGERIAN THEORY

Rogers identified six key factors that stimulate growth within an individual. He suggested that when these conditions are met, the person will gravitate toward a constructive fulfillment of potential. According to Rogerian theory, the six factors necessary for growth are:

Therapist-Client Psychological Contact: This first condition simply states that a relationship between therapist and client must exist in order for the client to

achieve positive personal change. The following five factors are characteristics of the therapist-client relationship, and they may vary by degree.

Client Incongruence or Vulnerability: A discrepancy between the client's self-image and actual experience leaves him or her vulnerable to fears and anxieties. The client is often unaware of the incongruence.

Therapist Congruence or Genuineness: The therapist should be self-aware, genuine, and congruent. This does not imply that the therapist be a picture of perfection, but that he or she be true to him- or herself within the therapeutic relationship.

Therapist Unconditional Positive Regard (UPR): The clients' experiences, positive or negative, should be accepted by the therapist without any conditions or judgment. In this way, the client can share experiences without fear of being judged.

Therapist Empathy: The therapist demonstrates empathic understanding of the clients' experiences and recognizes emotional experiences without getting emotionally involved.

Client Perception: To some degree, the client perceives the therapist's unconditional positive regard and empathic understanding. This is communicated through the words and behaviors of the therapist.

RESOURCES RELATED TO PERSON-CENTERED THERAPY, CLIENT-CENTERED THERAPY, ROGERIAN PSYCHOTHERAPY

The Association for the Development of the Person Centered Approach

British Association for the Person-Centered Approach

Person Centered International.

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