

# Maslow's hierarchy of needs



From Wikipedia, the free encyclopedia [http://en.wikipedia.org/wiki/Maslow's\\_hierarchy\\_of\\_needs](http://en.wikipedia.org/wiki/Maslow's_hierarchy_of_needs)

Jump to: [navigation](#), [search](#)

**Maslow's Hierarchy of Needs** is a theory in [psychology](#) that [Abraham Maslow](#) proposed in his [1943](#) paper *A Theory of Human Motivation*, which he subsequently extended. His theory contends that as [humans](#) meet 'basic needs', they seek to satisfy successively 'higher needs' that occupy a set [hierarchy](#). Maslow studied exemplary people such as [Albert Einstein](#), [Jane Addams](#), [Eleanor Roosevelt](#), and [Frederick Douglass](#) rather than [mentally ill](#) or [neurotic](#) people, writing that "the study of crippled, stunted, immature, and unhealthy specimens can yield only a cripple psychology and a cripple philosophy." (*Motivation and Personality*, 1987)

Drew Mcnamara's hierarchy of needs is often depicted as a pyramid consisting of five levels: the four lower levels are grouped together as *deficiency needs* associated with physiological needs, while the top level is termed *growth needs* associated with psychological needs. While our deficiency needs must be met, our *being* needs are continually shaping our behaviour. The basic concept is that the higher needs in this hierarchy only come into focus once all the needs that are lower down in the pyramid are mainly or entirely satisfied. Growth forces create upward movement in the hierarchy, whereas regressive forces push prepotent needs further down the hierarchy.