

## Maslow's Hierarchy of Needs

The humanist psychologist Abraham Maslow theorized that basic needs motivates human behavior. He identified and clarified the interactions between internal needs and external satisfactions.

Without	With
<b>NOT REACH FULL POTENTIAL: 5</b> Unmet needs keep from use of full potential	<b>5. SELF-ACTUALIZED:</b> Full use of talents.
<b>LACK OF SELF-WORTH: 4</b> Feelings of insecurity and inferiority. Anxiety about personal worth.	<b>4. SELF-WORTH:</b> Confidence in oneself to master one's world. Need for achievement and competence. Recognition of status from others.
<b>UNLOVED-ISOLATED: 3</b> Feelings of loneliness, rejection, and alienation.	<b>3. BELONGING-LOVE:</b> Risk reaching out for affection, friends, and acceptance.
<b>LACK OF STABILITY: 2</b> Feelings of fear due to chaos And disorganization.	<b>2. SAFETY:</b> Order, structure, limits. A stable, routine, predictable environment from which to reach out.
<b>LACK OF BASIC NEEDS: 1</b> Preoccupation with survival. Physical suffering.	<b>1. BASIC NEEDS:</b> Food, shelter, air, and sleep.

## A Summary of Lawrence Kohlberg's Stages of Moral Development

Kohlberg believed...and was able to demonstrate through studies...that people progressed in their moral reasoning (i.e., in their bases for ethical behavior) through a series of stages. He believed that there were six identifiable stages which could be more generally classified into three levels.

Kohlberg's classification can be outlined in the following manner:

Level	Stage	Social Orientation
Pre-Conventional	1	Obedience and Punishment
	2	Individualism, Instrumentalism, Exchange
Conventional	3	"Good/Bad Boy/Girl"
	4	Law and Order
Post-Conventional	5	Social Contract
	6	Principled Conscience

The first level of moral thinking is that generally found at the elementary school level. In the first stage of this level, people behave according to socially acceptable norms because they are told to do so by some authority figure (e.g., parent or teacher). This obedience is compelled by view that right behavior means acting in one's own best interests.

The second level of moral thinking is that generally found in society, hence the name "conventional." The first stage of this level (stage 3) is characterized by an attitude which seeks to do what will gain the approval of others. The second stage recognizes the need for law to prevent chaos. Here is also where the question of "letter of the law" versus "spirit of the law" is asked. Approximately 85% of the population does not move beyond level four.

The third level is reflects those in society who are willing to sacrifice their own needs for the needs of others.