

PSYCHOLOGICAL NEEDS



THEORIES ON NEEDS

- as a starting point, theories on needs have as a starting point specific needs and their satisfaction as the basis for balance and survival of human organisms
- they explain why people react, but do not explain the way and the types of actions that have to be applied to meet those needs



THEORIES ON NEEDS

- people are motivated, they start and maintain activities to meet their needs
- there are basic human needs (common, universal)
- the number and universality of needs vary according to different theories



MOTIVATION

- lat.«*movere*» - to move
- the ability to take action to meet the unsatisfied needs
- includes a number of forces that guide and determine human behavior



TYPES OF MOTIVATION

- we have to know needs in order to know how to achieve increased level of **motivation**
- **extrinsic motivation** - the origin of factors is outside the individual (e.g. rewards), rather than in internal stimuli (Petz, 2005)
- **intrinsic motivation** - the need arose from internal motivation; satisfaction comes from the activity or its meaning, and not due to external reasons (Petz, 2005)



NEEDS ACCORDING TO GLASSER

- according to William Glasser's **theory on control**, it is presumed that all our behaviours are **intrinsically motivated**



THEORY ON EXTERNAL CONTROL

"Punish those who do wrong, so that they do what we say is good; then reward them, so that they keep doing what we want them to do.

This premise govern the thinking of most people on Earth.

This psychology prevailed because it has been fully supported by all those who have the power - government representatives, parents, teachers, executives, and religious leaders, who also decide on what is wrong or right. „ (Glasser, 2000)



CHOICE THEORY

- the opposite of external control
- control theory teaches us that we are motivated internally, not externally
- even in cases when we do something because of external stimuli, we do this because we want to meet some of our needs, or because we feel that the certain behaviour is the most appropriate at the moment



CHOICE THEORY

- we **choose** everything we do, including the suffering that we feel
- other people cannot make us miserable, neither they can make us happy
- all our behaviours are our own choice
- we gain the control only when we stop to control others
- the only behaviour we can control is ours



- what motivates us to behave in a certain way?
unmet human needs
- **the needs** are genetically defined and are **equal** for all people
- **the ways** of meeting needs are **different**



BASIC NEEDS

Psychological:

- love (belonging, friendship, caring, involvement)
- power (importance, recognition, skills, competence)
- freedom (choice, independence, autonomy)
- fun (joy, pleasure, laughter, learning)

How do we meet the psychological needs?



DESTRUCTIVE BEHAVIOUR

- criticizing
- accusation
- regret
- grumble
- threat
- punishment
- bribery
- rewarding to control



CONSTRUCTIVE BEHAVIOUR

- supporting
- encouragement
- listening
- acceptance
- belief
- respect
- negotiating

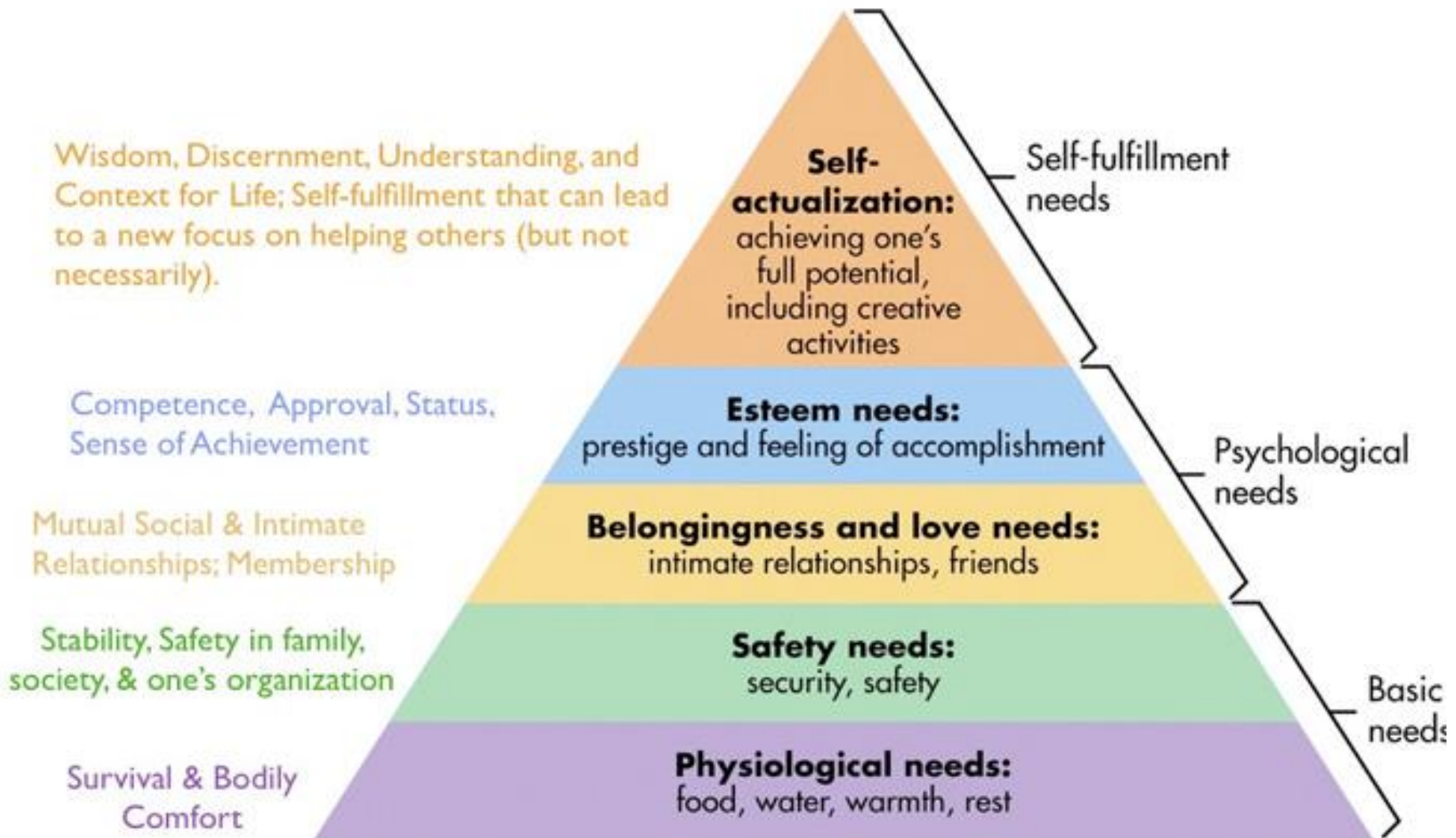


HOW DO WE DO THAT?

- say what we want
- say what bothers us
- offer explanation by giving arguments
- listen to another person
- negotiate
- discuss
- admit mistakes
- notice and praise other people
- apologize



MASLOW – hierarchy of needs



HIERARCHY OF NEEDS

- Maslow's theory of needs is based on the expectation that all human needs are organized hierarchically
- meeting these needs goes progressively, from lower to higher needs
- Maslow's theory of needs is very popular because of its simplicity



SELF-REALISED INDIVIDUALS

- Self-realised individuals are able to cope with social regulations without losing their integrity or personal independence; that means that they can pursue social norms while maintaining their personal vision and taking into consideration other possibilities.
- Those individuals are able to overcome ingrained ways of social action in certain situations. Achieving this means the development of what they are potentially capable of. (Tennant, 1997)



NEEDS ACCORDING TO PSYCHOANALYSTS

- According to psychoanalytic theory, children pass through several developmental stages. They occur as a drive ("instinct") that represent the mental pressure to release the physical needs like hunger, thirst, etc.
- At each developmental stage, a new need appears which in the process of meeting the needs becomes primary; once this need is met, other needs can be met, as well (Payne, 2001).



NEEDS ACCORDING TO FROMM

The most powerful motives, drivers, mode of existence and realisation of human essence

- **Needs which alienate existence**
(narcissism, destruction, irrationality)
- **Needs which support the existence**
(belonging, prevalence, a sense of identity, frame of orientation, and beliefs)



IT IS IMPORTANT TO...

- identify our own needs and the needs of others
- feel when our needs are met
- feel when our needs are not met
- there are many ways to meet the needs
- we are not alone in meeting needs
- achieve all our potential in the best possible way
- monitor and evaluate the achievement of the needs



- To be happy and satisfied we must have a minimum of love, importance, freedom and fun built into every day of our lives!
- **power of the relationship** is the only control over someone else!
- the secret to successful relationship between any two persons who do not have equal power is for the person with more power to show respect for the position of person with less power
- Change someone else's or our own behaviour?!



Thank you!
Any questions?

