Maslow – Holistic Dynamic Theory

Holistic Dynamic Theory assumes that the whole person is continually being motivated by one need or another and that people have the potential to grow toward psychological health, that is, \textit{self actualization}. To attain self actualization, people must satisfy lower level needs such as hunger, safety, love, and esteem. Only after they are relatively satisfied in each of these needs can they reach self-actualization.

It is often called the \textit{third force} in psychology.

\textbf{Biography}

- Had a dissatisfying childhood
- Poor performance in school
- Classroom experiences with great teachers in psychology including Harlow, Titchner, Ruth Benedict, Max Wertheimer and, Alfred Adler, Julian Rotter, and Kurt Goldstein
- Personal life was filled with pain and ill health. He was shy, unhappy, isolated, and self-rejecting
- Died of a heart attack in 1970

\textbf{Maslow’s view of Motivations}

- First, the \textit{approach is holistic}, meaning that not any single part or function is motivated
- \textit{Motivation is usually complex}, meaning that a person’s behavior may spring from several separate motives.
- \textit{People are continually motivated by one need or another.} When one need is satisfied, it ordinarily loses its motivational power and is then replaced by another need
- \textit{All people everywhere are motivated by the basic needs.} The \textit{manner} in which people of different cultures obtain food, build shelters, express friendship, and so forth may vary widely, but the fundamental needs for food, safety, and friendship are common to the entire species.
- \textit{Needs can be arranged on a hierarchy}

For Maslow, the lower level needs of the \textit{hierarchy of needs} must be satisfied before the higher level needs to become motivators.

- The five needs are what are referred to as \textit{conative needs}, meaning that they have a striving or motivational character.
Lower level needs are *prepotent* over higher level needs (must be satisfied first)

- **Physiological Needs**
- **Safety Needs** (cannot be overly satisfied)
  - Without being met, can lead to *basic anxiety*
- **Love & Belongingness Needs**
  - First, if adequately met, these people have confidence that they are accepted by those who are important to the, so when other people reject they, they do not feel devastated
  - Second, this group have never experienced love and belongingness, and, therefore, they are incapable of giving love (Not strongly motivated for it)
  - Third, these people who have received love and belongingness in small doses (strongly motivated for it!)
- **Esteem Needs** (Includes self-respect, confidence, competence, and knowledge that others hold them in high esteem)
  - Reputation (In *others eyes*)
  - self-esteem (In *one’s own* eyes)

- **Self-actualization Needs**
  - When lower level needs are satisfied, people proceed more or less automatically to the next level. However, once esteem needs are met, they do not always move to the level of self-actualization.
    - Must embrace B – *values*.
      - Respect beauty, truth, justice, and other values
      - Includes self-fulfillment, reaching one’s own potential, and a desire to become a creative in the full sense of the word
      - Besides the five needs, Maslow identified three others
        - **Aesthetic** (consistent with psychological health and, when *absent* leads to pathology)
        - **Cognitive** (""")
        - **Neurotic** (leads to pathology when *present*, when whether or not they are satisfied)
• 85% of Physiological Needs met
• 70% of Safety Needs met
• 50% of Love and Belongingness Needs met
• 40% of Esteem Needs met
• 10% of us are Self-Actualized!

• Sometimes the order is reversed, too.
• Maslow differentiated between unmotivated behavior and motivated behavior, between expressive (serves no purpose) and coping behavior (is unlearned, spontaneous, and determined in part by the environment).
• Also suggested that even instinctual behavior (i.e., instinctiod), can be modified through learning.

Self-Actualization
• Very difficult to achieve
• Looked closely at admired individuals to see why they were SA and then, why they were not!
• Developed some criteria for Self-Actualization
  o Free from psychopathology
  o Had progressed through the hierarchy of needs
  o Embrace B-values
  o Fulfilled their needs to grow, to develop, and to increasingly become what they are capable of becoming!
Fourteen B-Values

- Truth
- Goodness
- Beauty
- Wholeness or the transcendence of dichotomies
- Aliveness or spontaneity
- Uniqueness
- Perfection
- Completion
- Justice and order
- Simplicity
- Richness or totality
- Effortlessness
- Playfulness or humor
- Self-sufficiency or autonomy

Deprivation of any of the B-Values results in a *metopathology* or the lack of a meaningful philosophy of life

Self-actualized people have unique characteristics

- More efficient perception of reality
- Acceptance of self, others, and nature
- Spontaneity, simplicity, and naturalness
- Problem centering
- Need for privacy
- Autonomy
- Continued freshness of appreciation
- The Peak Experience
- Gemeinschaftgefuhl (a community feeling or oneness with all of humanity)
- Profound interpersonal relations
- The democratic character structure
- Discrimination between means and ends
- Philosophical sense of humor
- Creativeness
- Resistance to enculturation
Self-actualization allows individual to have a deeper, more profound sense of love and sex. It transcends the usual importance and is not at all motivated by deficiency or importance.

**Philosophy of Science**
- Maslow believed that scientists should *care* about the people and topics that they investigate.
- Place more emphasis on the individual and less on the study of the larger group.
- It should emphasize the wholeness of the individual as seen from the person’s subjective view.
- Psychology should take on more of a Taoistic attitude which is more noninterfering, passive, and receptive.

**Jonah Complex** – One of the most critical blocks to self-actualization is our own fear of being one’s best!

**Psychotherapy**
- Clients must be free from their dependency on others and move naturally toward growth and self-actualization.
- All people have an inherent tendency to move toward a better, more enriching condition (SA).
- The goals of psychology follow from the client’s position on the hierarchy of needs. Fulfill the lower needs and then the higher ones.
- Because the lower needs are typically already met, psychotherapy is usually an *interpersonal* process between the client and therapist.
- A healthy interpersonal relationship between the client and therapist is therefore the best psychological medicine.
- This accepting relationship gives the client a feeling of being worthy of love and facilitates their ability to establish other healthy relationships outside of therapy.
Critique

- Generate Research – 3
- Falsifiability – 2 (poor definitions/self-report)
- Organize data – 5
- Guide to practitioner – 4
- Internally consistent – 4
- Parsimony – 3 (more complex than it looks)
- Optimistic > Pessimistic
- Uniqueness = Similarities
- Causal = Teleological
- Determinism = Free choice
- Conscious = Unconscious
- Social = Biological (false dichotomy in the first place)