

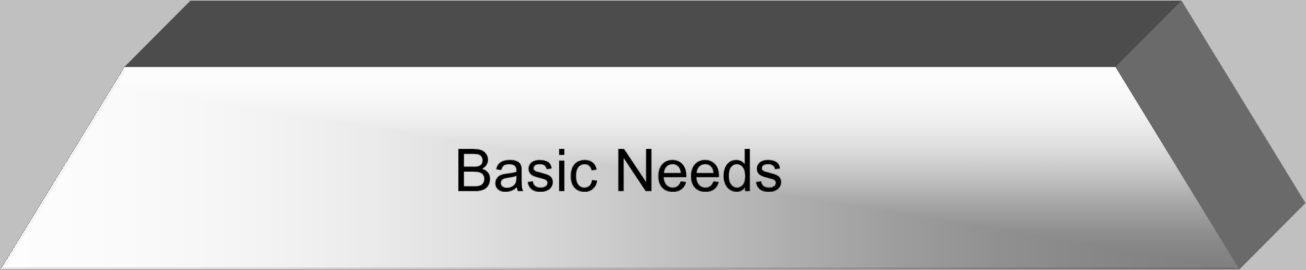
Motivation

Maslow's Hierarchy

Maslow's Hierarchy of Needs



Maslow's Hierarchy of Needs



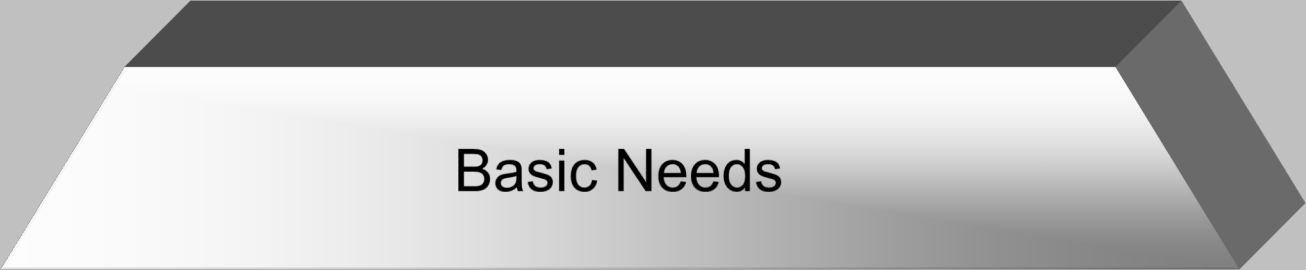
Basic Needs

A 3D trapezoidal block, representing the base of Maslow's Hierarchy of Needs. The block is white with a dark gray top surface and dark gray side surfaces. It is positioned at the bottom center of the slide, against a light gray background.

Maslow's Hierarchy of Needs

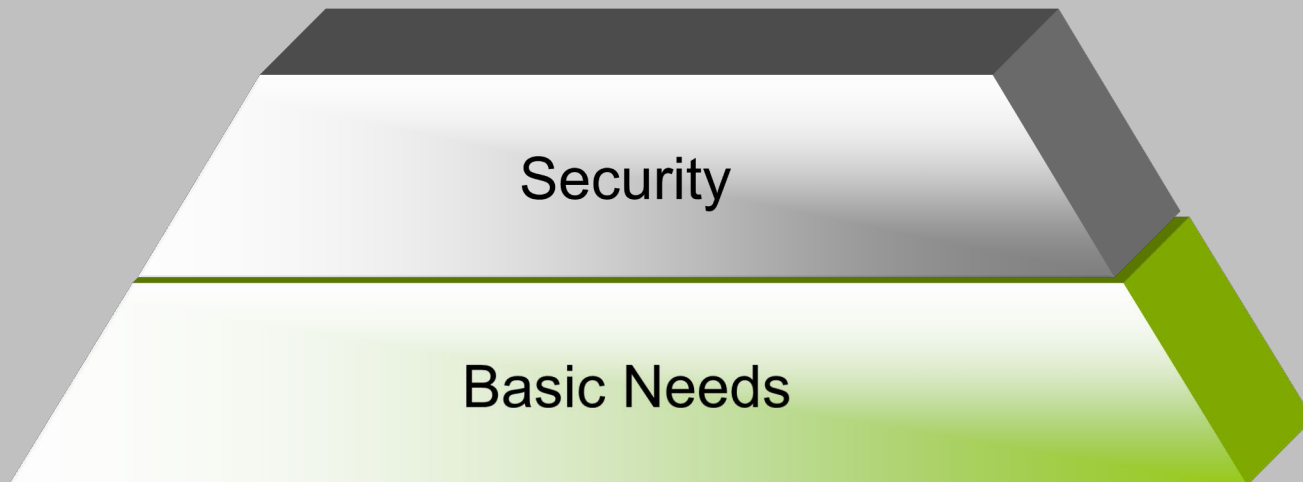
Food, clothing, shelter, other necessities of life

- At one point actual living quarters, etc. provided
- Current examples of direct trade of providing these needs
- Considered second nature in wealthier societies
- Provided by a variety of sources in American society



Basic Needs

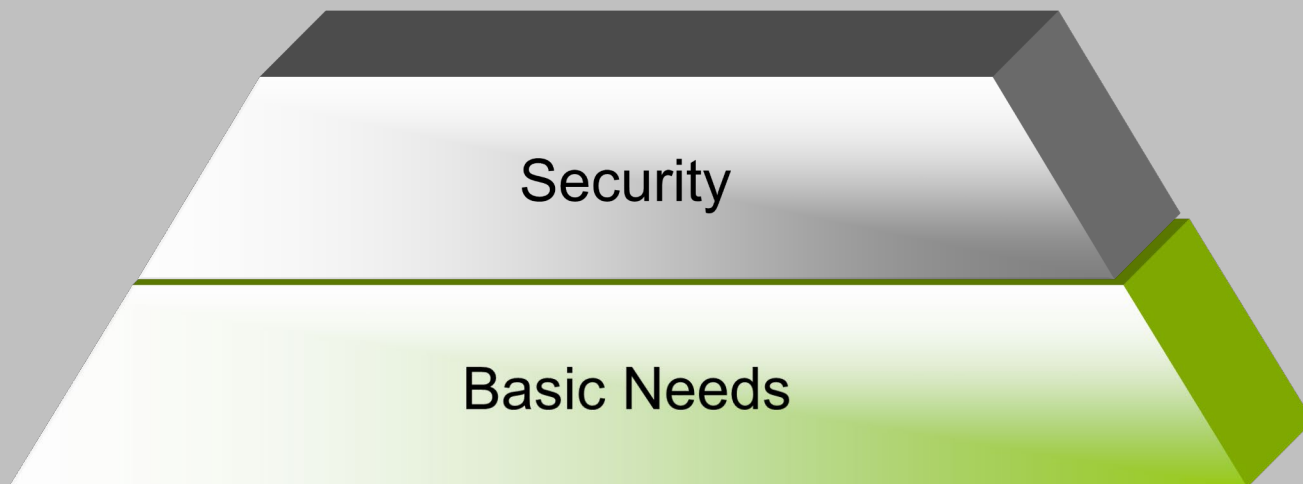
Maslow's Hierarchy of Needs



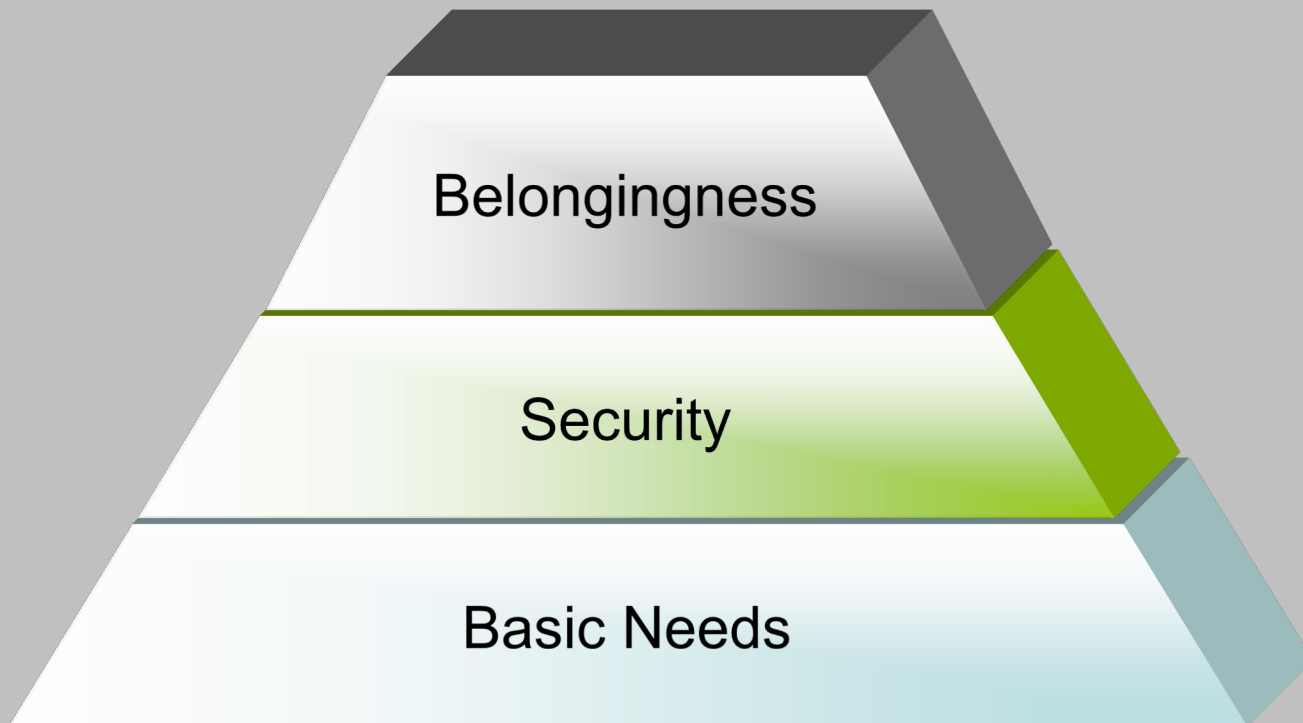
Maslow's Hierarchy of Needs

A sense of security in the future, immediate and distant

- Developed as a motivation tool with Social Security
- Further refined as pensions, retirement plans
- Becoming a renewed compensation factor in America
- Prime motivator in developing nations/economies



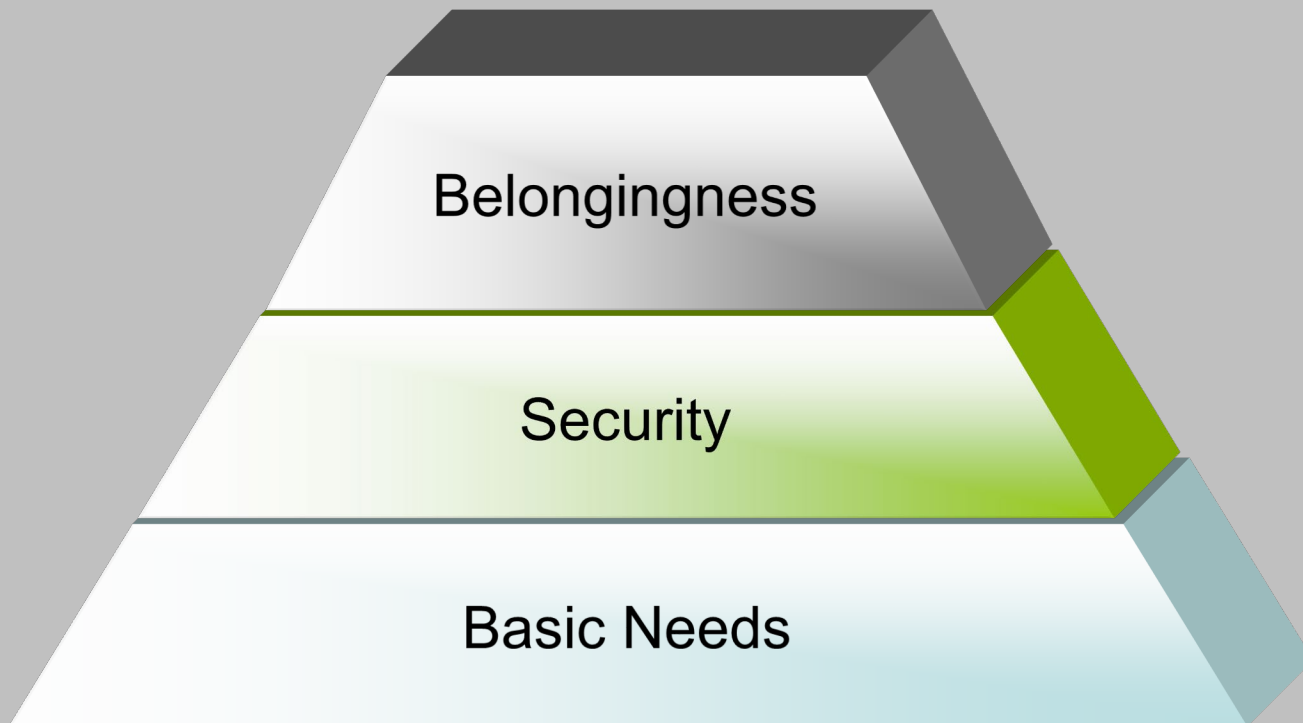
Maslow's Hierarchy of Needs



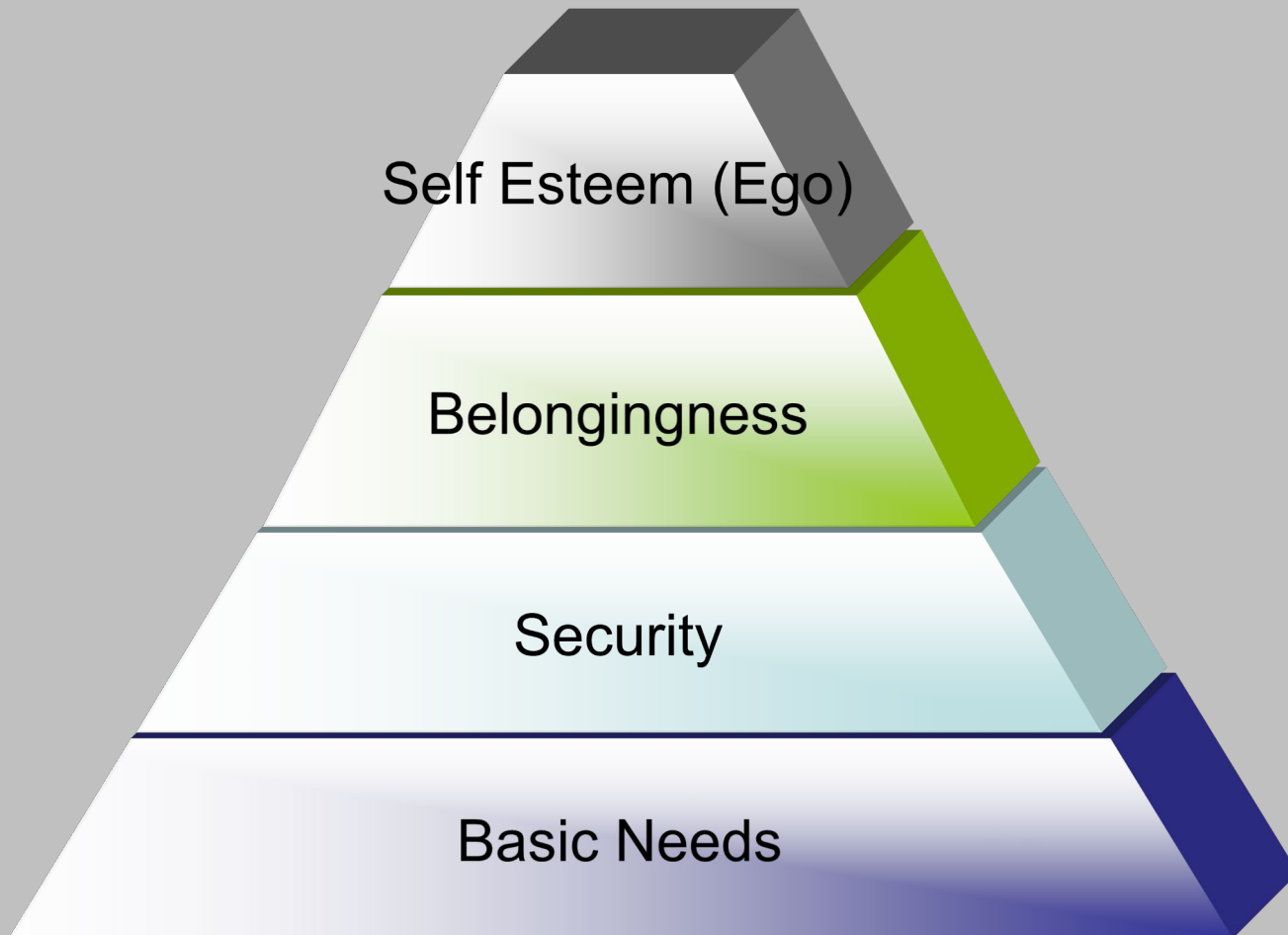
Maslow's Hierarchy of Needs

A sense of group identity and sense of purpose

- Began to be used as a motivator post WWII
- Strong motivator in the 1960's thru 1970's
- Basis for societal placement and awareness
- Both organizational and professional belonging



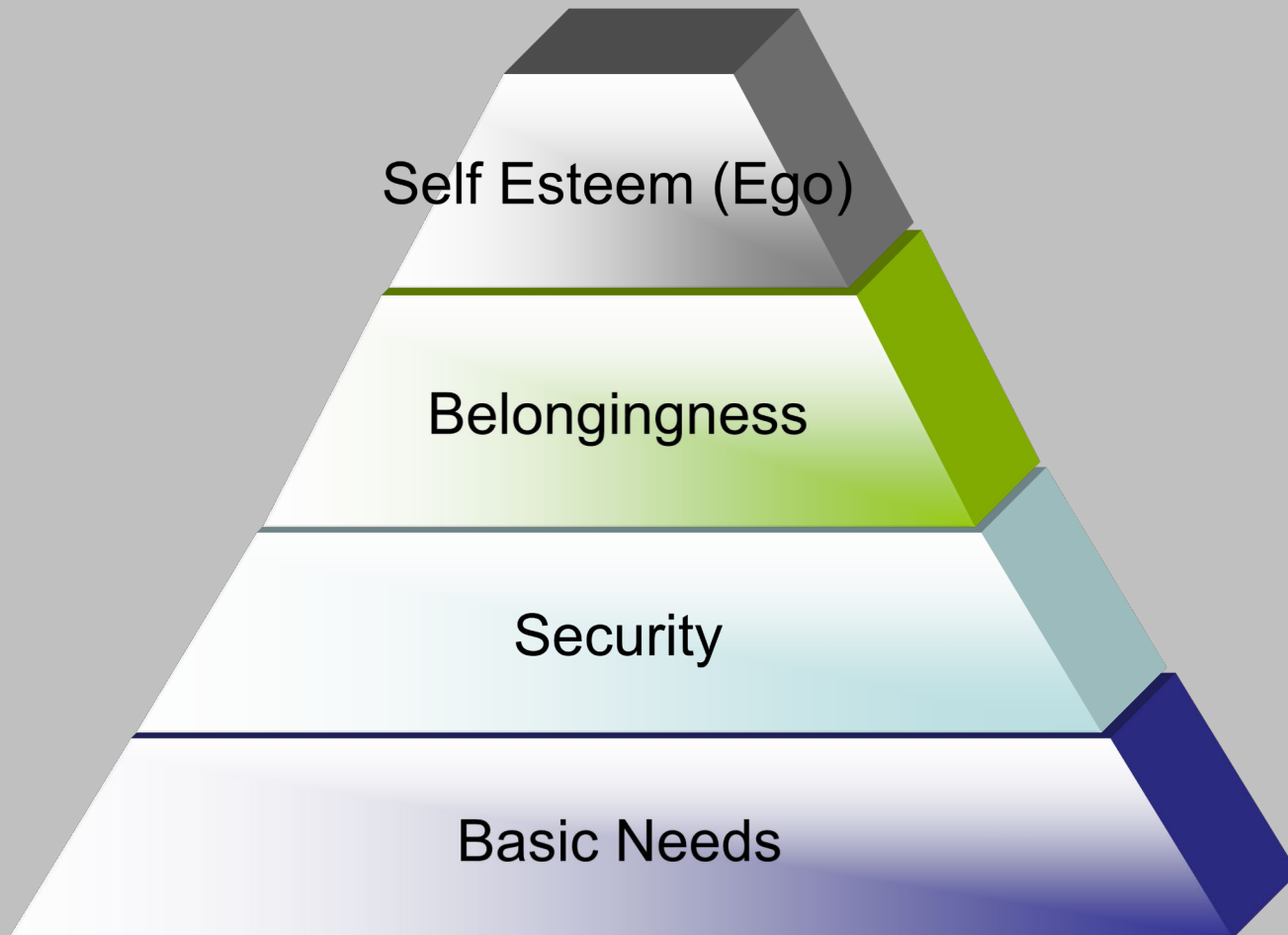
Maslow's Hierarchy of Needs



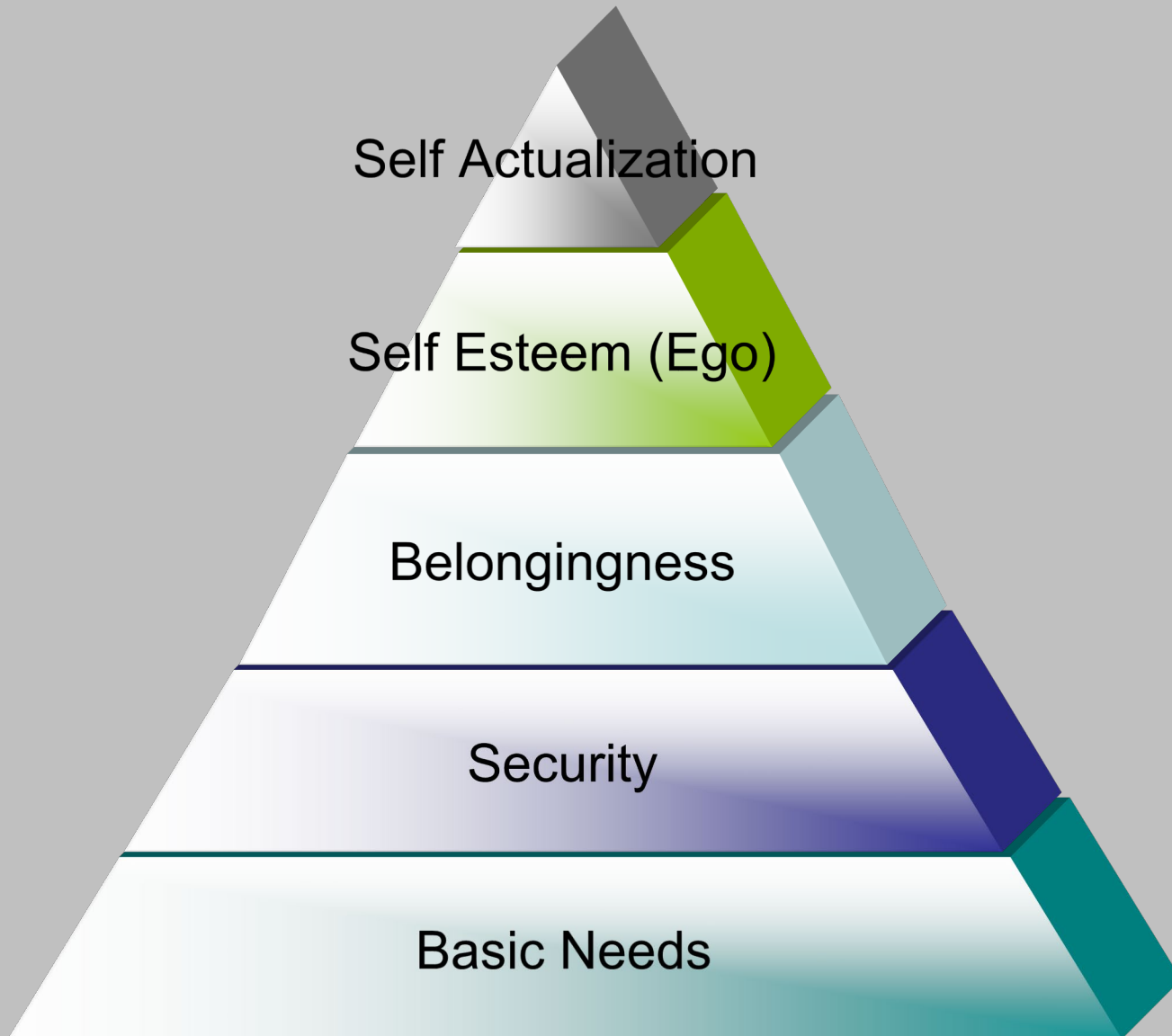
Maslow's Hierarchy of Needs

A sense of accomplishment, achievement orientation

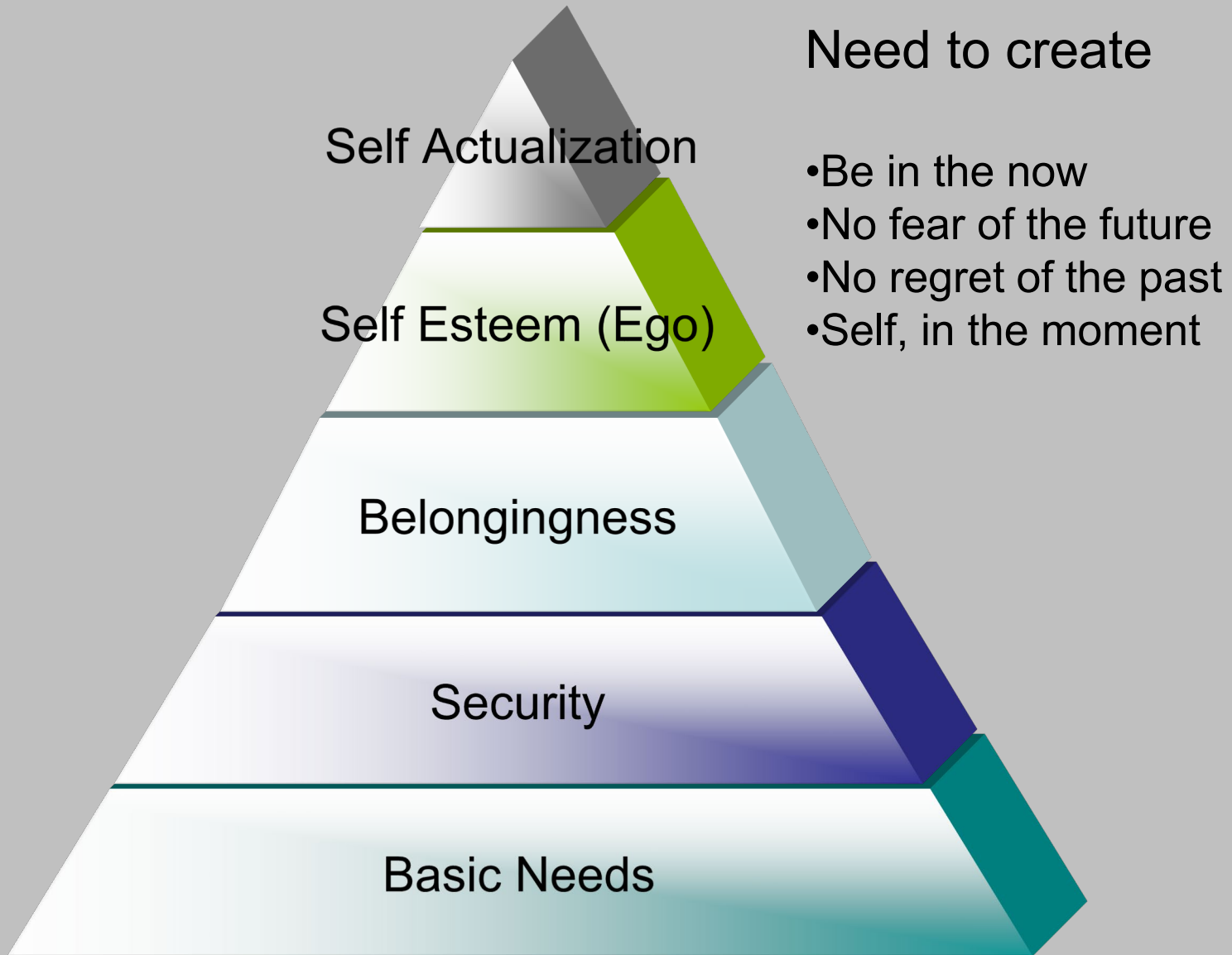
- Strong professional/management motivator
- Self perception and ego fulfillment



Maslow's Hierarchy of Needs



Maslow's Hierarchy of Needs



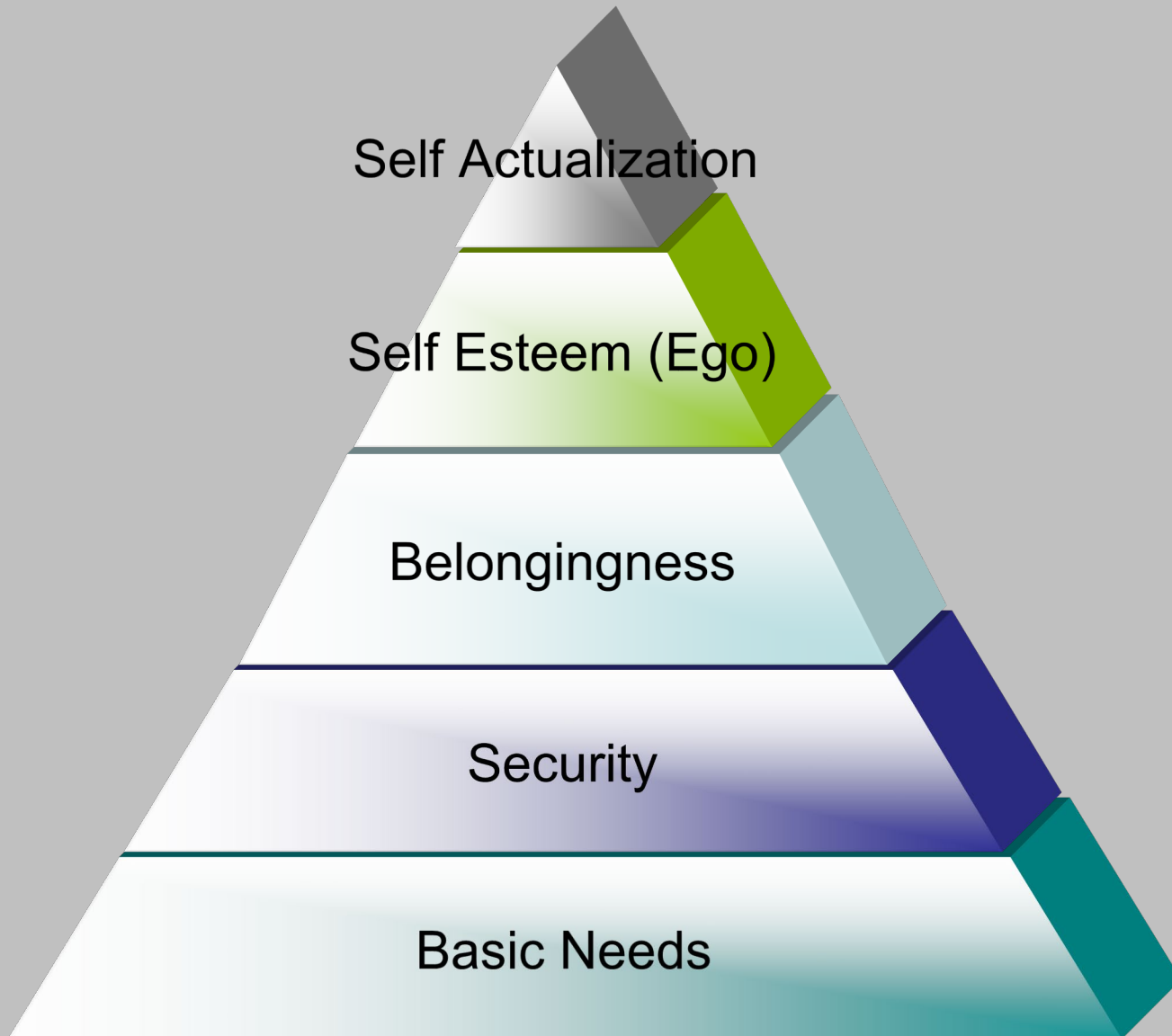
Maslow's Hierarchy of Needs

**“Don't worry about self-actualization,
you will never achieve it.”**

**NEEDS HIERARCHY
NOT ACHIEVEMENTS**



Maslow's Hierarchy of Needs



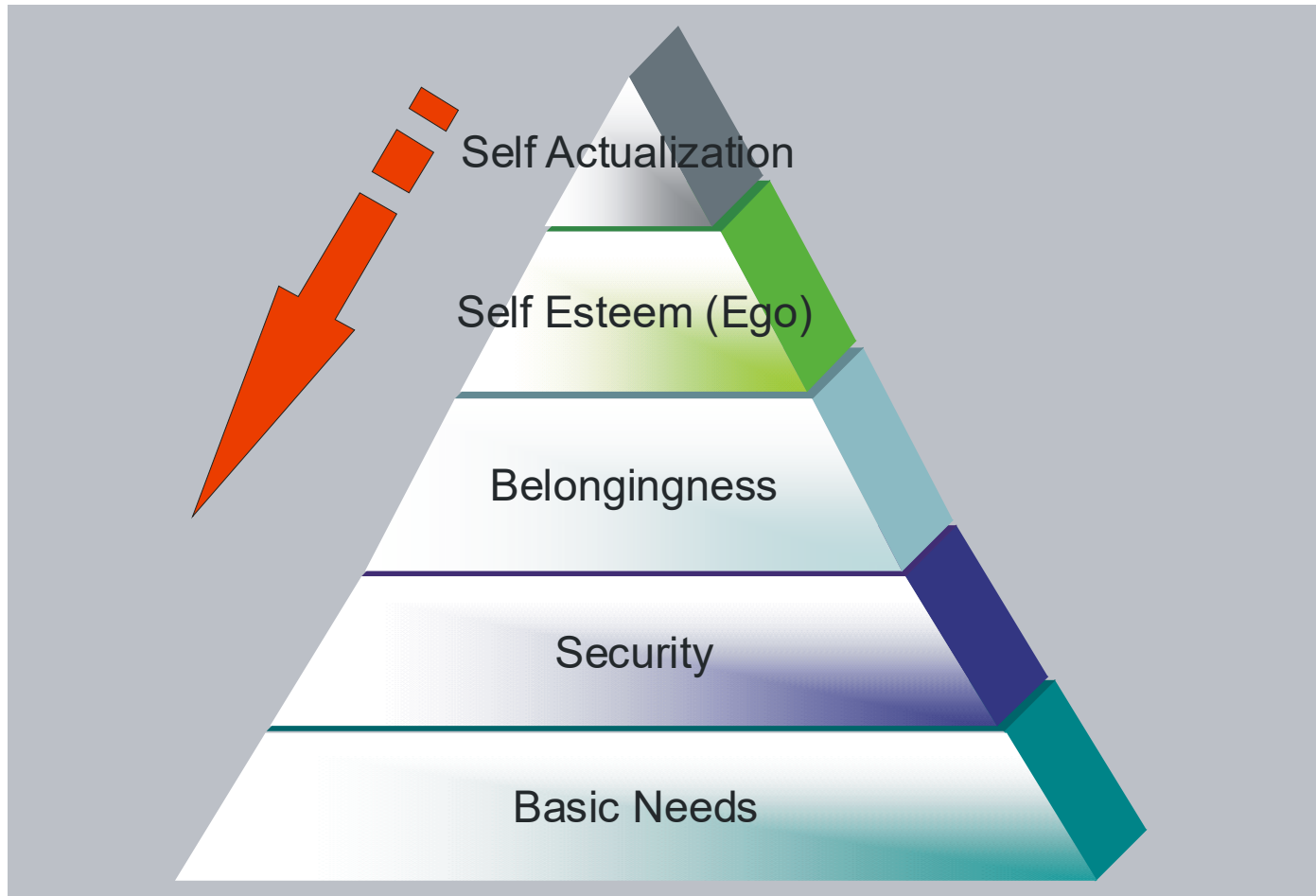
Maslow's Hierarchy of Needs

Sliding Relative Expectations

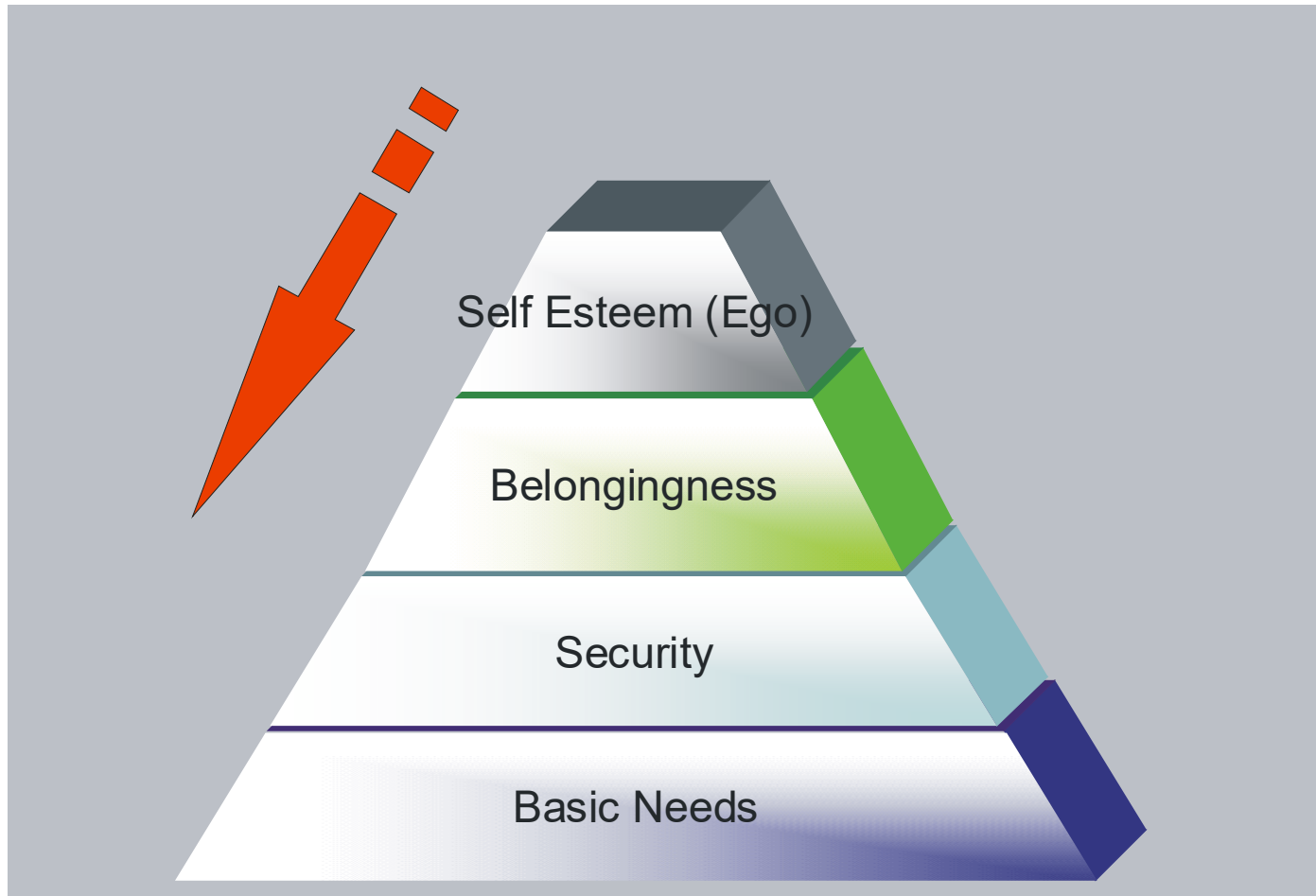
Effort or item that once met a higher need starts to lose its ability to meet the higher need and eventually the action slides to meet a relatively lower need.

The expectations of need fulfillment begins to slide relative to the need once met by the actions.

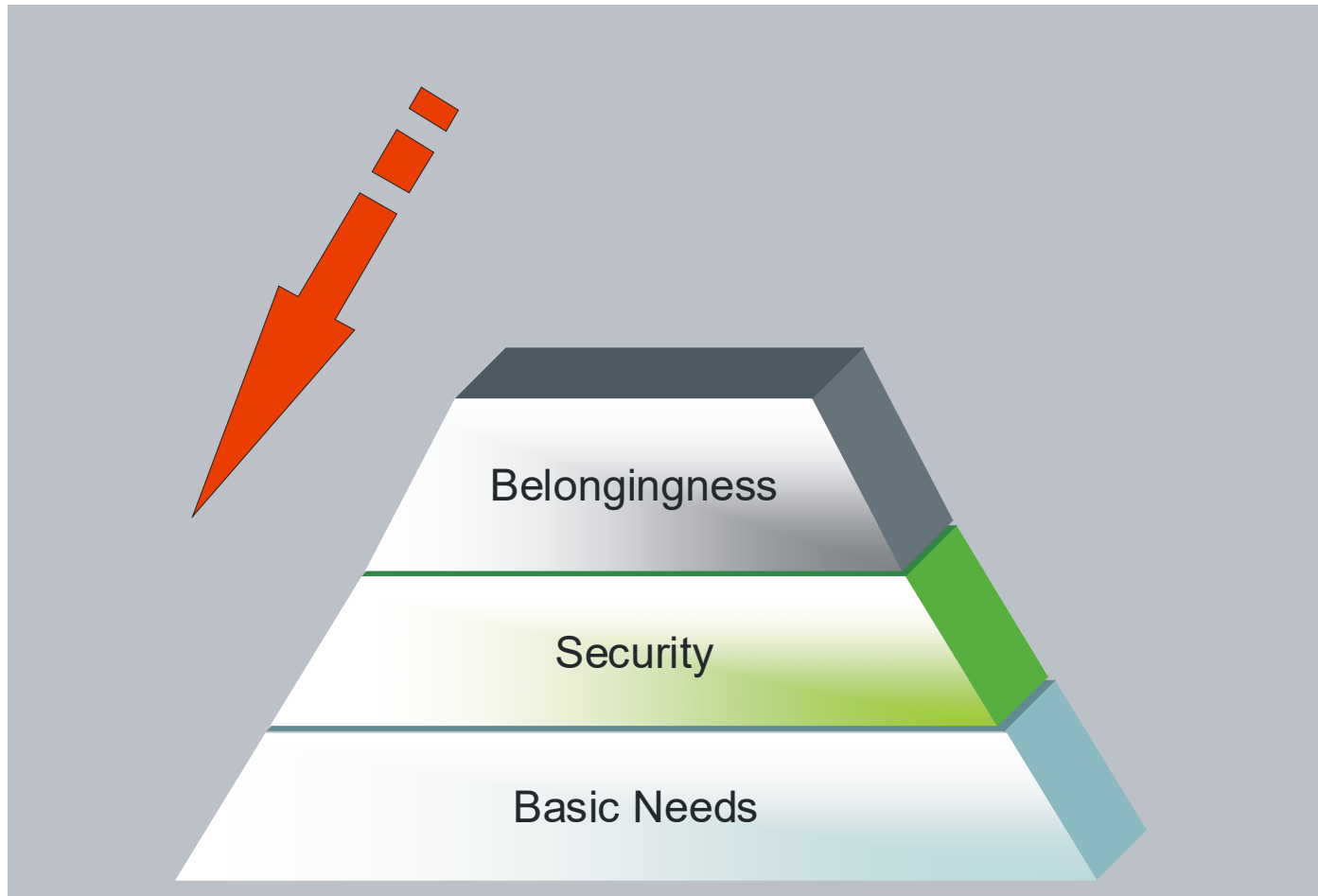
Sliding Relative Expectations



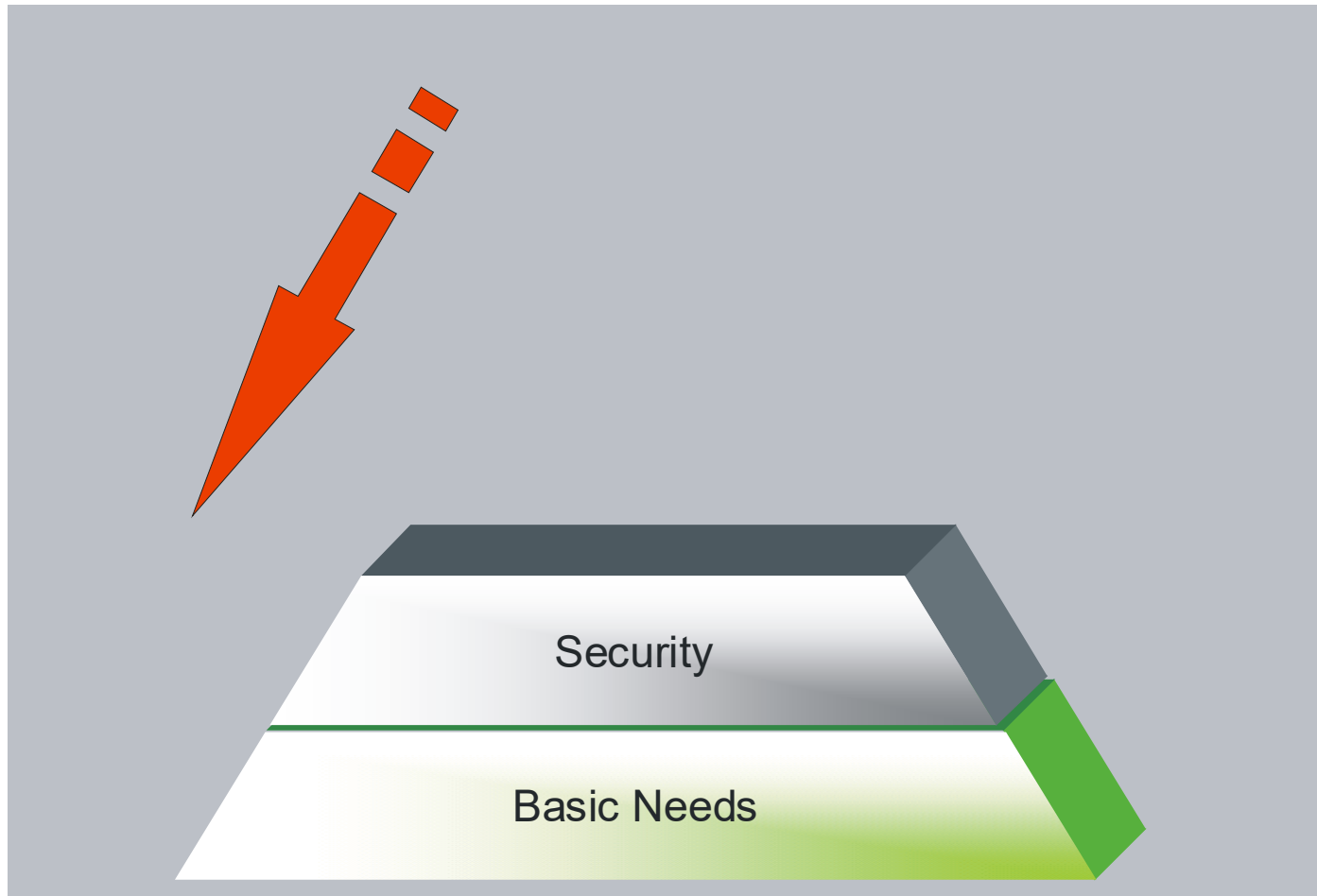
Sliding Relative Expectations



Sliding Relative Expectations



Sliding Relative Expectations



Maslow's Hierarchy of Needs