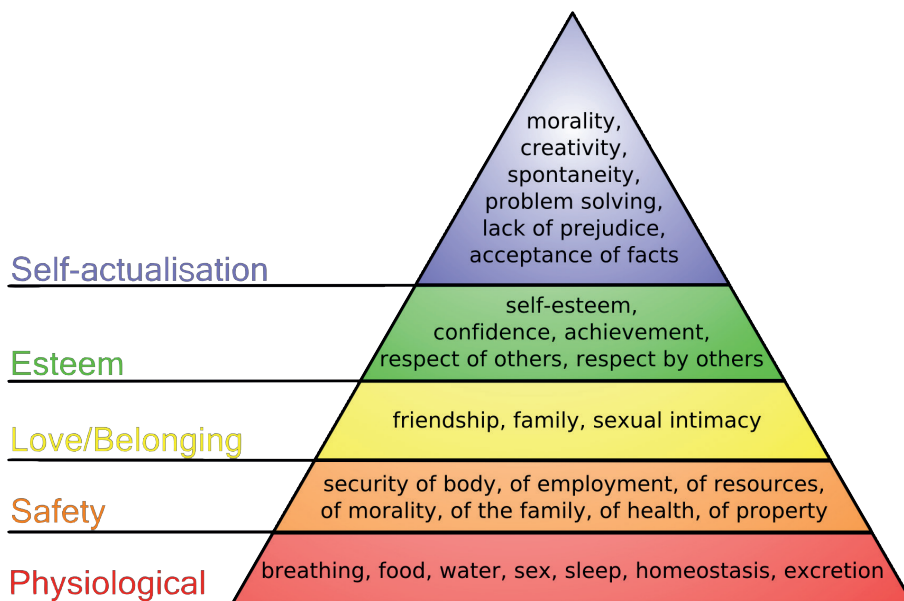


Maslow's pyramid of needs

Abraham Harold Maslow (1 April 1908 – 8 June 1970) is an American psychologist who studied positive human qualities and the lives of exemplary people. In 1954 he created a hierarchy of human needs and expressed his theories in his book *Motivation and Personality*.



Needs, *bisogni*

Acceptance of facts, *accettazione dei fatti*
 Achievement, *conseguimento di un risultato*
 Breathing, *respirare*
 Confidence, *fiducia*
 Creativity, *creatività*
 Employment, *lavoro*
 Esteem need, *bisogno di stima*
 Health, *salute*
 Independence, *indipendenza*
 Love/belonging need, *bisogno di amore/di appartenenza*
 Morality, *senso morale*
 Physiological need, *bisogno fisiologico*
 Problem-solving, *capacità di risolvere situazioni problematiche*
 Safety need, *bisogno di sicurezza, certezza*
 Self-actualisation, *auto realizzazione*
 Self-respect, *rispetto di se stessi*
 Sex, *sesso*



1 Match a word from the list to its definition.

- | | | |
|-----------------------|--------------------------|---|
| 1. Hierarchy | <input type="checkbox"/> | a. A feeling of being certain of one's abilities. |
| 2. Self-actualisation | <input type="checkbox"/> | b. A close and usually affectionate or loving personal relationship with another person or group. |
| 3. Confidence | <input type="checkbox"/> | c. The ability to transcend traditional ideas, rules or patterns to create new ideas. |
| 4. Morality | <input type="checkbox"/> | d. Something accomplished by special effort or ability. |
| 5. Acceptance | <input type="checkbox"/> | e. The act of assenting and believing. |
| 6. Achievement | <input type="checkbox"/> | f. The act of inhaling and exhaling air through the mouth or nose. |
| 7. Intimacy | <input type="checkbox"/> | g. Any system of persons or things ranked one above another. |
| 8. Creativity | <input type="checkbox"/> | h. A person's motivation to reach his/her full potential. |
| 9. Employment | <input type="checkbox"/> | i. Conformity to the rules of right virtuous conduct. |
| 10. Breathing | <input type="checkbox"/> | j. An occupation by which a person earns a salary. |



2 Referring to Maslow's hierarchy of needs, match these words to a category of needs. Check the meaning of the words you don't know.

shelter ■ managerial responsibility ■ realising personal potential ■ police ■ football team ■ independence ■ prestige ■ band ■ warmth ■ colleagues ■ self-fulfilment ■ seeking peak experiences ■ law ■ challenging projects ■ freedom from threats

1. Physiological needs:
2. Safety needs:
3. Love/belonging needs:
4. Self-esteem needs:
5. Self-Actualisation needs:



3 Listen to this text, say whether the statements are true or false and correct the false ones.

1. When we have fun, we satisfy one of our needs.
2. Physiological needs are not satisfied when doing sport.
3. A healthy diet and some exercise can be considered a satisfied physiological need for a sportsman.
4. An instructor imposing rules doesn't make you feel at ease.
5. Being part of a team makes you feel loved.
6. Being recognised in the street gratifies you.
7. Facing new challenges depresses you.

T	F
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4 **PAIR WORK** Comment on the funny modern version of Maslow's pyramid. What else would you add at the bottom of the pyramid which is really essential to you? Share your ideas with the class.

