Unit 7

Human Growth and Development: HUMAN NEEDS
Maslow’s Hierarchy of Needs

https://www.youtube.com/watch?v=RfDS9r4Tz

https://www.youtube.com/watch?v=yM8SwZk

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Human Needs

- Defined as a lack of something required or desired
- Occur from birth to death
- Motivate individuals’ behavior or action to ensure needs are met
Priority of Needs

• Certain needs have priority over other needs

  – An individual without food for a period of time will direct most of his or her actions toward obtaining food
  – Individual wants social approval and respect of others
  – May steal for food, knowing that stealing may cause a loss of social approval or respect
Priority of Needs

Maslow’s Hierarchy Of Needs

• Abraham Maslow, noted psychologist, developed hierarchy of needs

• Believed that lower needs have to be met before an individual can strive for higher needs

• If satisfaction has been obtained at one level, an individual is motivated toward meeting needs at a higher level
Maslow’s Hierarchy

Maslow's Three Assumptions

• We all have the same basic needs.

• Our needs energize and direct our behavior.

• Our needs are organized in a hierarchy - a series of steps.
Maslow’s Hierarchy

HOW DO NEEDS INFLUENCE BEHAVIOR?

• Our behavior is affected by our needs.

• We do things simply because we feel a need.
Maslow’s Hierarchy

HOW DO NEEDS INFLUENCE BEHAVIOR?

• People do different things for the same reason.
  • We need money to survive in today’s world.
    • One person works hard for the money they earn.
    • One person robs another to get money the easy way.
Maslow’s Hierarchy

HOW DO NEEDS INFLUENCE BEHAVIOR?

• People do the same thing for different reasons.

  • One person works hard to save money for college tuition.

  • The other person works hard to pay for a car, an apartment, to support the family, etc.
Maslow’s Hierarchy

HOW DO NEEDS INFLUENCE BEHAVIOR?

• Most actions have more than one motivation.
  • Most people work hard to earn money to enjoy the life that have dreamed of living.
    • This may or may not include:
      • A family
      • A house
      • A car
      • An engagement ring
      • A vacation
      • Lots of other items…
Maslow’s Hierarchy

Maslow's Two Major Premises on How Motivation Effects Behavior

• Needs are constantly changing and may never be fully satisfied.

• Lower level needs must be partially satisfied before we can move to higher.
Maslow’s Hierarchy

Maslow's Motivation Mechanism

• The emerging or unsatisfied need in the hierarchy is the one that provides the motivation that drives behavior.

• Once a need is satisfied it no longer has power to motivate.
Maslow’s Hierarchy

Five Levels

• LEVEL I - Physiological (survival) needs
• LEVEL II - Safety (security) needs
• LEVEL III - Belonging (love or social) needs
• LEVEL IV - Esteem (recognition or status) needs
• LEVEL V - Self-Actualization (self-fulfillment) needs
Physiological Needs

• Physical or biological needs

• Required to sustain life

• Include food, water, oxygen, elimination of waste materials, sleep, and protection from extreme temperatures

• If not met, death will occur
Physiological Needs

• Priority of needs exists even among these needs

• Lack of oxygen will cause death in a matter of minutes
  – Need for oxygen often has priority over need for food
  – Patient with severe lung disease who is gasping for every breath will not be concerned with food intake
Physiological Needs

• Other physiological needs include sensory and motor needs
  – Will not lead to death if unmet, but body functions will be affected
  – Include hearing, seeing, feeling, smelling, tasting, and mental stimulation
  – When met, they allow an individual to respond to the environment
Physiological Needs

• Other physiological needs include sensory and motor needs
  – If unmet, a person may lose contact with the environment or reality
  – Motor needs include the ability to move
  – Muscles not stimulated will atrophy, or waste away, and function will be lost
Physiological Needs

• Many automatically controlled by the body
  – Process of breathing
  – Urinary bladder fills automatically, and individual becomes aware of bladder only when it is full
Implications for Healthcare Workers

• Must be aware of how an illness interferes with meeting physiological needs
  – Patient scheduled for surgery or laboratory tests may not be allowed to eat or drink prior to the procedure
  – Anxiety about an illness may interfere with a patient’s sleep or elimination patterns
  – Medications may affect a patient’s appetite
Implications for Healthcare Workers

• Elderly individuals are even more likely not to have their physiological needs met
  • Loss of vision or hearing caused by aging may make it difficult for an elderly person to communicate with others
  • Decreased sense of smell and taste can affect appetite
  • Deterioration of muscles and joints can lead to poor coordination and difficulty in walking
  • Any of these factors can cause a change in a person’s behavior
Implications for Healthcare Workers

• Health care workers need to be aware that when physiological needs are not being met
  • Provide understanding and support
  • Make every effort to help the patient satisfy the needs
Safety Needs

• Becomes important when physiological needs have been met

• The need to be free from anxiety and fear and need to feel secure in the environment

• Need for order and routine is another example of an individual’s effort to remain safe and secure
Safety Needs

• Preference for familiar things often takes precedence over the unknown
  – Changes can threaten an individual’s safety
    • New environments
    • Change in routine
    • Marital problems
    • Loss of a job
    • Injury or disease
Safety Needs

• Illness is a major threat to an individual’s security and well-being
  – Health care workers are familiar with laboratory tests, surgeries, medications, and therapeutic treatments
  – Patients are usually frightened when they are exposed to them, and their sense of security is threatened
  – Health care workers must explain the reason for the tests or treatments and the expected outcomes to alleviate the patient’s anxieties
Safety Needs

• Patients admitted to a health care facility or long-term care facility must adapt to a strange and new environment
  • Frequently experience anxiety or depression
  • May also experience depression over the loss of health or loss of a body function
Implications for Healthcare Workers

• Be aware of the threats to safety and security that patients are experiencing
  – Make every effort to explain procedures
  – Provide support and understanding
  – Help patients adapt to the situation
Love & Affection

• People strive for social acceptance, friendship, and love

• Motivated by need to belong, to relate to others, and to win approval of others

• Individual may now attend a social function that was avoided when safety was a priority
Love & Affection

• Individuals who feel safe and secure are more willing to accept and adapt to change and to face an unknown situation

• Satisfaction of need for love and affection
  – Friends are made
  – Social contacts are established
  – Acceptance by others is received
  – Individual is able to give and receive affection and love
Love & Affection

• Sexuality
  – Falls under a need for affection as well as a physiological need
  – Defined by
    • Feelings concerning masculine/feminine nature
    • Ability to give and receive love and affection
    • Role in reproduction of species
Love & Affection

• Sexuality
  – Involves a person’s feelings and attitudes, not just sexual relationships
  – Sexuality extends throughout a person’s life

• Person’s sexual organs are determined at conception

• At birth, a person is given a name generally associated with his or her sex
Love & Affection

• Sexuality extends throughout a person’s life
  – Children receive treatment according to gender
  – Frequently, children are rewarded for behavior that is “gender appropriate”
  – At puberty, adolescents become aware of emerging sexuality and standards that society places on them
Love & Affection

• Much of what is learned about sexuality comes from observation of adult role models
  – In young adulthood, society encourages a reexamination of sexuality and the role it plays in fulfilling need for love and affection
  – In adulthood, sexuality develops new meanings according to roles that adult takes on
Love & Affection

• Sexuality does not cease in late adulthood
  • Long-term care facilities allow married couples to share the same room
  • Individuals may develop new relationships after death of spouse

– Discovering the role sexuality plays in a person’s life is a dynamic process that allows him or her to meet need for love and affection throughout life
Love & Affection

• Sexuality also is directly related to moral values
  • Issues require examination of individual’s morals
    – Sex before marriage
    – Use of birth control
    – Deal with pregnancy
    – Deal with sexually transmitted diseases
Love & Affection

- Sexuality
  - Morals serve as guidelines to help each person reach a decision about his or her behavior
  - Cannot successfully complete Maslow’s third level if sexual relationships are used as a substitute for love and affection
Implications for Healthcare Workers

• Must be aware of where patients are within this level of the hierarchy and any patient’s history of dysfunction or abuse and respond appropriately.
Esteem

- Includes feeling important and worthwhile

- Individual feels esteem and gains self respect when others show respect, approval, and appreciation

- Self-concept (beliefs, values, and feelings people have about themselves) becomes positive
Esteem

• Individuals engage in activities that bring achievement, success, and recognition in an effort to maintain esteem

• Failure in an activity can cause a loss of confidence and a lack of esteem

• When esteem needs are met, individuals gain confidence and direct their actions toward becoming what they want to be
Esteem

• Illness can have a major effect on esteem
  – When individuals who are self-reliant and competent at making decisions find themselves in a health care facility dependent on others for basic care such as bathing, eating, and elimination, they can experience a severe loss of esteem
Esteem

• Illness can have a major effect on esteem
  – May also worry about a lack of income, possible job loss, the well-being of their family, and/or the possibility of permanent disability or death
  – May become angry and frustrated or quiet and withdrawn
Implications for Healthcare Workers

• Must recognize this loss of esteem
  • Make every attempt to listen to the patient
• Encourage as much independence as possible
• Provide supportive care
• Allow the person to express anger and/or fear
Self Actualization

• Frequently called self-realization

• Means that people have obtained their full potential, or that they are what they want to be

• All other needs must be met, at least in part, before self-actualization can occur
Self Actualization

- At this level, people are confident and willing to express their beliefs and stick to them
  - Feel strongly about themselves
  - Willing to reach out to others to provide assistance and support
Meeting Needs

• Individuals are motivated (stimulated) to act when needs are felt
• If the action is successful and the need is met, satisfaction or a feeling of pleasure or fulfillment occurs
• If need is not met, tension or frustration, an uncomfortable inner sensation or feeling, occurs
Meeting Needs

• Several needs can be felt at the same time; therefore, individuals must decide which needs are strongest
  – If an individual needs both food and sleep, he or she must decide which need is most important
Meeting Needs

• Feel needs at different levels of intensity
  – More intense a need, the greater the desire to meet or reduce the need
  – When individuals first experience a need, they may deal with it by trying different actions in a trial-and-error method
  – Gradually learn more effective means of meeting the need and are able to satisfy the need easily
Methods of Satisfying Human Needs

• Needs can be satisfied by direct or indirect methods

• Direct methods
  – Work at meeting need and obtaining satisfaction
  – Examples of direct methods
    • Work hard
    • Set realistic goals
    • Evaluate a situation
    • Cooperate with others
Methods of Satisfying Human Needs

• Direct methods
  – Students who constantly fail tests but want to pass a course have a need for success
  • Can work harder
    – Listen more in class
    – Ask questions on points they do not understand
    – Study longer for tests
Methods of Satisfying Human Needs

• Direct methods
  – Students who constantly fail tests but want to pass a course have a need for success
  • Can set realistic goals that will allow them to find success
    – Work on one aspect of the course at a time
    – Concentrate on new material for the next test
    – Plan to study some each night rather than studying only the night before the test
Methods of Satisfying Human Needs

• Direct methods
  – Students who constantly fail tests but want to pass a course have a need for success
  • Can evaluate the situation to determine why they are failing
    – May determine that they are tired in class
    – By getting more sleep, they will be able to learn the material
Methods of Satisfying Human Needs

• Direct methods
  – Students who constantly fail tests but want to pass a course have a need for success

• Can cooperate with others
  – Ask the instructor to provide extra assistance
  – Have parents or friends question them on material
  – Ask the counselor to help the improve their study habits
  – Have a tutor provide extra help
Methods of Satisfying Human Needs

• Indirect methods
  – Work at reducing the need or relieving the tension and frustration created by the unmet need
  – Need is still present, but its intensity decreases
  – Defense mechanisms--the main indirect methods used
    • Unconscious acts that help a person deal with an unpleasant situation or socially unacceptable behavior
Methods of Satisfying Human Needs

• Indirect methods
  – Defense mechanisms--the main indirect methods used
    • Everyone uses defense mechanisms to some degree
    • Provide a method for maintaining self-esteem and relieving discomfort
    • Some use of defense mechanisms is helpful because it allows individuals to cope with certain situations
Methods of Satisfying Human Needs

• Indirect methods
  – Defense mechanisms--the main indirect methods used
• Can be unhealthy if defense mechanisms are used all of the time and substituted for more effective ways of dealing with situations
Methods of Satisfying Human Needs

• Indirect methods
  – Defense mechanisms--the main indirect methods used
• Being aware of defense mechanisms and reasons for using them is healthy
  – Relieves tension while modifying habits
  – Learn to accept reality
  – Strive to find more efficient ways to meet needs
Defense Mechanisms

• Rationalization
  • Using a reasonable excuse or an acceptable explanation for behavior to avoid the real reason or true motivation
    - Ex: Patient who fears having laboratory tests may say, “I can’t take time off from my job” rather than admit fear

• Purpose: Helps a person to cope with fear of the test or test results
Defense Mechanisms

• Projection
  • Placing the blame for one’s own actions or inadequacies on someone else or on circumstances rather than accepting the responsibility for actions
    – Ex: “The teacher failed me because she doesn’t like me” rather than “I failed because I didn’t do the work”

• Purpose: Allows the person to avoid having to admit that they have made mistakes
Defense Mechanisms

• Displacement
  • Transferring feelings about one person to someone else
  • Usually occurs because individuals cannot direct the feelings toward the person who is responsible for fear of consequences

  – Classic example is a man who is mad at his boss; so when he gets home, he yells at his wife
Defense Mechanisms

- **Compensation**
  - Substitution of one goal for another goal to achieve success
  - Can be healthy if a substitute goal meets needs
  - Allows person to overcome weakness or obstacle and achieve success
Defense Mechanisms

• Compensation
  • Example
    – Joan wanted to be a doctor but did not have enough money for a medical education
    – Changed educational plans and became a physician’s assistant
    – Compensation was an efficient defense mechanism because she enjoyed the work and found satisfaction
Defense Mechanisms

• Daydreaming
  • Dreamlike thought process that occurs when awake
  • Provides a means of escape when a person is not satisfied with reality
  • Good if it allows a person to establish goals for the future and leads to a course of action to accomplish the goals
  • Poor if it is a substitute for reality
    – Dreams become more satisfying than actual life experiences
    – Can contribute to a poor adjustment to life
Defense Mechanisms

• Daydreaming
  • Example:
  – Person dreams about becoming a dental hygienist
  – Effective if the person takes courses and works toward goal
  – Poor if the person is satisfied by the thoughts and takes no action because he or she will not achieve the goal
Defense Mechanisms

• Repression
  • Involves the transfer of unacceptable or painful ideas, feelings, and thoughts into the unconscious mind
  • Individual is not aware that this is occurring
  • Allows the person to continue functioning and to forget the fear or feeling
Defense Mechanisms

• Repression
  • Repressed feelings do not vanish
    – Can resurface in dreams or affect behavior
    – For example, person is terrified of heights but does not know why
    – Possible that a frightening experience regarding heights happened in early childhood and experience was repressed
Defense Mechanisms

• Suppression
  • Similar to repression
  • Individual is aware of the unacceptable feelings or thoughts and refuses to deal with them
  • The individual avoids dealing with the stress by focusing on other activity.
  • May substitute work, a hobby, or a project to avoid the situation
Defense Mechanisms

• Suppression
  • Example
    – Woman ignores lump in her breast and refuses to go to doctor
    – Works overtime and joins a health club to exercise during her spare time
  • Ignoring situation creates excessive stress
  • Eventually, individual will be forced to deal with situation
Defense Mechanisms

• Denial
  • Involves disbelief of an event or idea that is too frightening or shocking for a person to accept
  • Often an individual is not aware that denial is occurring
  • Used frequently with diagnosis of a terminal illness
    – Example: A mother, although told her daughter has terminal cancer, continues to plan for her daughter’s college entrance
    – Purpose: Temporarily isolates person from full impact of a traumatic situation
Defense Mechanisms

• Denial
  • Individual will say that the doctor is wrong and seek another opinion
  • When the individual is ready to deal with the event or idea, denial becomes acceptance
Defense Mechanisms

• Withdrawal
  • Two main ways withdrawal occurs: individuals can cease to communicate or remove themselves physically from a situation
  • At times, it is a satisfactory means for avoiding conflict or an unhappy situation
Defense Mechanisms

• Withdrawal

• For example, you are forced to work with an individual whom you dislike and who is constantly criticizing you
  – You can withdraw by avoiding any and all communication with the individual
  – You can quit your job or ask for a transfer
Defense Mechanisms

Regression

• Reverting to an earlier stage of development in the face of extreme stress

• **Example:** After the birth of sibling, a child suddenly starts to wet the bed after years of not doing so.

• **Purpose:** Returning to a time when the person felt safer.
Minimization
• Trivializing significance of one’s behavior

**Example:** I may miss a lot of school, but I still get more work done than other students.

**Purpose:** Helps one to feel better about themselves.
Implications for Health Care Workers

• To effectively meet the needs of patients, health care workers must understand and recognize the actions that individuals take to meet their needs.

• By doing so, health care workers can provide more efficient and higher quality care.