

# GOSHINJUTSU SERIES



## Maslow's Hierarchy of Needs

In 1943 Maslow proposed a “Theory of Human Motivation”. It is a model. It is not perfect but is helpful. It asserts that the most fundamental needs of humans are at the bottom of the pyramid and these need to be met before the higher ones. Simply, humans need food before love. Esteem before self actualization. We will be combining levels 4-5 and levels 2-3 for our discussion.

**Level 4-5: physiology/ safety** - providing this takes precedence over all other drives. The key is our physiological needs - food or if addicted, drugs. You can't rationally speak to a gunman who wants your money for food or drugs. A hug, nice words will not feed his 'needs'. You either give the money over or he will attempt to take it. There is no talking your way out unless you can show them it isn't worth the trouble. These attackers pick you out if they think you are an easy target. Witnesses not welcome. Usually giving the robber you money and letting them be on their ways is best.

**Level 2-3: Belonging/ Esteem** - humans once they have their basic needs met want to be respected (belonging). Not everyone looks for respect in the same manner. In self defense this mostly shows itself as machoism, two people fighting over pride, or to impress others. The bar fight, the playground fight, there is a need to prove yourself. Witnesses wanted. A simple “I am sorry” and walking away allows the person to show how tough they are. They really don't want to fight but to gain respect.

**Level 1: Self actualization** - realizing one's full potential. In the world of violence this is the serial rapist or murder. They know exactly who they are and what they want. Your needs or wants have no meaning. They can attack suddenly or look to move a person away from the crowd - then use violence to get what they want. There is no discussion and will not be talked out of it. They look to isolate and dominate. No witnesses wanted. You will have to escape or fight.

Using Maslow's Hierarchy of Needs model you can understand who you can talk your way out of a violent encounter (Level 2-3) and to whom you cannot (level 4-5 & 1). It allows you to have some basic idea of what you are facing, how to solve the problem and return to harmony.