



BE UNSTOPPABLE

COACHING



Hierarchy of Needs

Tool and Worksheet





Hierarchy of Needs

Abraham Maslow's Personal Needs Survey

This questionnaire is designed to help you learn more about yourself and what your fulfillment needs are, based on Maslow's Hierarchy of Needs. Read each statement quickly and indicate your first instinctive answer ... work rapidly and don't go back. Indicate your answer with an 'X'

1. Things don't usually work out for me. I always seem not to have enough clothes, enough money for rent, food and car. Saving for the future is impossible.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

2. I usually try to avoid discussions with people, unless I feel they know as much or more about the subject than I do.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

3. I get rather upset with people for engaging in small talk. People ought to be able to get together just to be together, just because they want to, without having anything special to talk about.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

4. I recently read of a student who became elated because he had been selected to run for the national athletics youth team. I understand how he felt.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

5. I don't pay too much attention to people who criticise me or put me down. That's their problem.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

6. Fairly often I become aware that I have taken on too much just because other people have asked me to do things. I seem to have difficulty saying "no" to people I know.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

7. People who believe that money is to be spent and enjoyed are rather irresponsible.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------



8. It may seem a bit strange in today's culture, but somehow the things we work hard for – a high salary, a good position, security, a home, etc., just don't seem to be enough. I occasionally find myself wishing I could get completely involved in something important, Something I could feel good about while I was doing it.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

9. Some people have a hard time thinking of anything appropriate to talk about when they first enter a new or strange group of people. I don't have that problem. I enjoy meeting and talking with strangers or a new group.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

10. A lot of people try to avoid disagreement and conflict. Not me. I enjoy a good argument. I don't care who it's with.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

11. It's hard for me to have much sympathy for old people who are completely dependent on welfare. They should have planned ahead and saved when they were younger.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

12. Losing in any kind of sport or game really doesn't bother me much.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

13. Wishy-washy people annoy me. I have no time for them.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

14. Traditions are very useful for me because they tell me what is expected of me and what I should do.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

15. The old admonition to save 10% out of each pay cheque is very sound advice and should be given high priority by everyone.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

16. I have great admiration for people, especially teenagers, who suffer a severe physical injury and then overcome it. I'm afraid I might give up.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------



17. I've heard people talk about getting caught up by the vastness of space, also the beauty of a rainbow, or something special in a dew drop on a blade of grass, and so on. Those things sound nice. I have had a few experiences like that and would give a lot to have more.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

18. I can't understand why some people, e.g. film stars like Marilyn Monroe, who had everything going for them, commit suicide.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

19. I hear that it really upsets some managers when they have to fire an employee. I understand their feelings.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

20. People who don't hold steady regular jobs, but instead get mixed up with meditation, development of their potential, go to weekend retreats, read about Eastern religions, etc., often receive a lot of criticism. I may not fully understand what they are after, but I really rather admire them and sometimes wish I had the nerve to break away and out.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

21. Many people are so thin-skinned and insensitive, that I get disgusted and fed up with them.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

22. Some people I know are frequently ignored by others. Fortunately, that doesn't happen to me. I get a fair amount of support from others.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

23. People who are string savers – that is, who save little things rather than discard them and buy new ones when needed, should be admired, respected and copied.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

24. I really don't understand people who join organisations, groups and clubs, but then don't take an active part in them.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------



Tabulate your responses on this chart.

Indicate your answers with an 'X'

QUESTION	Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree	NEED
1							Security and Safety ASSURANCE
7							
11							
15							
23							
2							Belongingness Affiliation Acceptance CONNECTION
3							
4							
6							
14							
19							Esteem SIGNIFICANCE
24							
5							
9							
10							
12							Self-Actualisation FULFILMENT
13							
16							
18							
21							
22							
8							
17							
20							

..... LESSER NEED GREATER NEED

- Print this page to group your answers to each level of need into sets.
- Draw a large circle around the area into which most of your answers fall.
- If most of your answers fall to the left, your needs in that particular area are relatively weak.
- If most of your answers fall right of the centre, your needs in that area are relatively strong.



Hierarchy of Needs ... Action Goals

What action goals are you going set to mindfully consider your needs when making decisions? Take into consideration which of your needs have a greater motivating pull to satisfy, and how this effects your communication and actions. Use these insights to help you write goals and action steps below.

Remember that human behaviour, setting and achieving goals and the basis of one's decisions is motivated by human needs. Identifying what needs are being met when setting goals is highly beneficial to strengthening intrinsic motivation (the motivation that comes from within, not an external reward) and helping you push through challenges to achieve the outcome that meets those needs.

GOALS

ACTION STEPS