

Quick self-test based on the adapted 8-stage 'hierarchy of needs'

Read the following eight statements and tick below those that apply to you. There are no right or wrong answers. Interpretation guide below.

A I am successful in life and/or work, and I'm recognised by my peers for being so. I'm satisfied with the responsibility and role that I have in life and/or work, my status and reputation, and my level of self-esteem.

B I am part of, and loved by, my family. I have good relationships with my friends and colleagues - they accept me for who I am.

C Above mostly everything else, I actively seek beauty, form and balance in things around me. My interest in beautiful culture and the arts is central to me.

D My aim is self-knowledge and enlightenment. The most important thing to me is realising my ultimate personal potential. I seek and welcome 'peak' experiences.

E I generally feel safe and secure - job, home, etc - and protected from harm. My life generally has routine and structure - long periods of uncontrollable chaos are rare or non-existent.

F The most important thing to me is helping others to reach their ultimate potential, whatever that may be, even at my own expense.

G Aside from dieting and personal choice, I never starve through lack of food, nor lack of money to buy food. Aside from the usual trauma of moving house, I have no worry at all about having somewhere to live - I have 'a roof over my head'.

H Improving my self-awareness is one of my top priorities. The pursuit of knowledge and meaning of things, other than is necessary for my work, is extremely important to me.

Interpretation:

- | | | |
|--------------------------------|--------|---|
| 1 Biological Needs | circle | G |
| 2 Safety Needs | | E |
| 3 Belongingness and Love Needs | | B |
| 4 Esteem Needs | | A |
| ----- | | |
| 5 Cognitive Needs | | H |
| 6 Aesthetic Needs | | C |
| 7 Self-Actualisation Needs | | D |
| 8 Transcendence Needs | | F |

Maslow said that needs 1-4 are deficiency motivators and are generally satisfied in order when the previous need is fully or partially satisfied. If ticked above they are probably satisfied. If a need ceases to be satisfied there is less or no motivation to strive to maintain or satisfy higher level needs. Needs 5-8 are growth motivators. If ticked above they are likely to be a focus of personal growth motivation. This test is based on Maslow's Hierarchy of Needs.

This assessment tool was developed by alan chapman consultancy and you may use it personally or within your organisation provided copyright and www.businessballs.com is acknowledged. Not to be sold. Not to be re-printed or published in any form without permission from alan chapman. Support and advice on using this system is available from alan chapman via email ac@alanchapman.com. Free online training and systems (and explanation of the 'Hierarchy of Needs' and other theories) are at www.businessballs.com. © alan chapman 2003. Disclaimer: Sole risk with user. Neither alan chapman nor businessballs.com accepts liability for any issues or damages arising from the use of this tool.