

Motivation II: Deficiency needs

(Bold and italics are concepts that I predict Robert Smith will ask on the test)

A. Needs within the hierarchy

1) Physiological needs*** *This part would be the focus of this chapter for sure*

i) Sensory needs

- Procrastination: put aside things that will hinder the satisfaction of present sensory needs
- Psychological hedonism vs ethical hedonism

➔ Problem with that?? Are those claims really true?

No, what if it hurts later?

Solution: avoid pleasure that cause pain or dissatisfaction in a long run

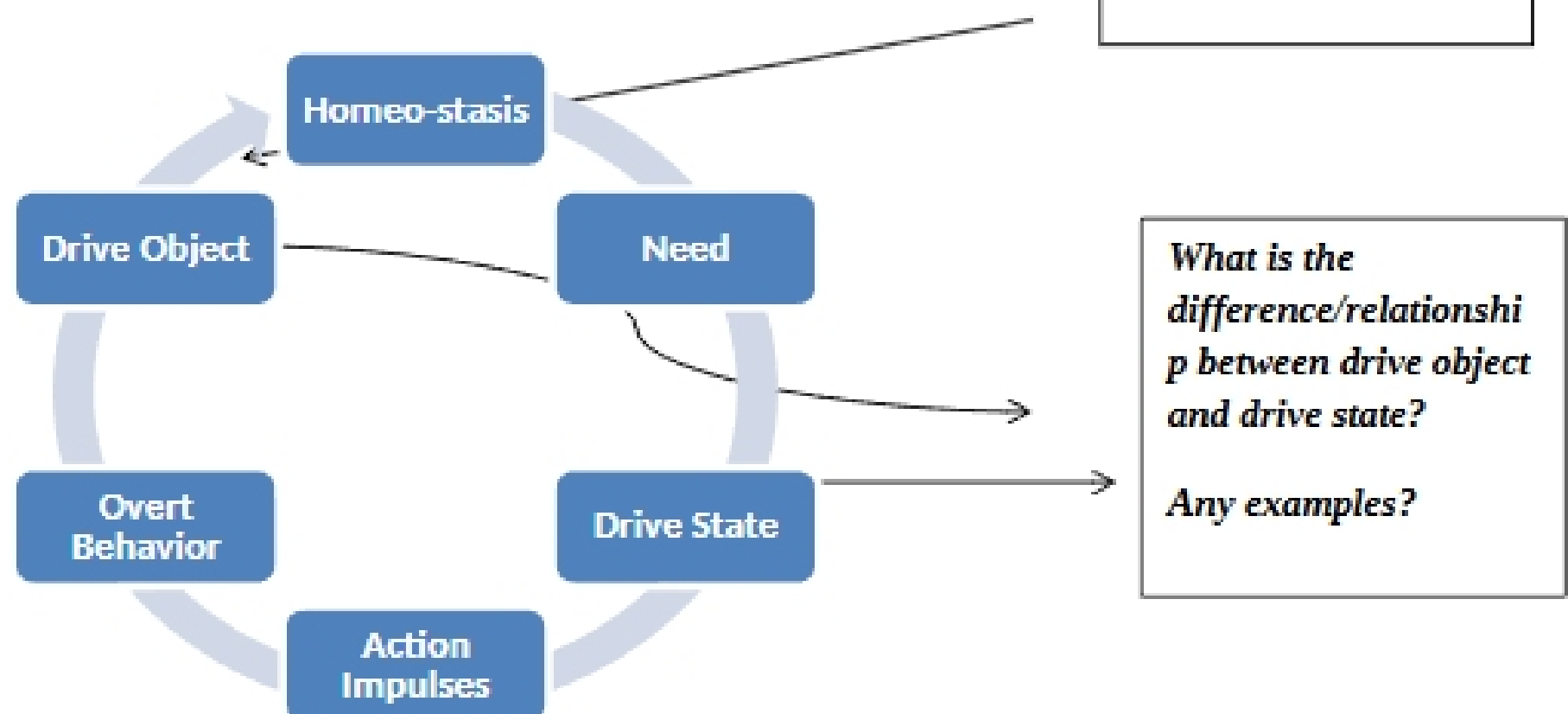
- What's the best? long lasting and mild pleasure should be the best e.g. friendship

ii) Homeostasis needs

- Definition: chemical equilibrium

- *Cycle of homeostatic needs*

Fig 1: Cycle of homeostatic need satisfaction



2) Safety needs

- Physical (physical security) and psychological safety (i.e. freedom from fears and chaos)
- What responses does the threat to safety produce? Fight or flight!!

3) Belongingness and love needs

i) Belongingness needs

- *Deficiency based (involves diminishing returns)*
- social pain causes physical pain

- implications to daily lives: increased awareness of other people, think ambiguous situation threatening
- ii) love needs
 - intimacy: revealing the true (intrinsic) self
- 4) esteem needs
 - biggest trouble and even animals have struggles in it
- **esteem matrix (approval of others, intrinsic/extrinsic)**
intrinsic = high self-esteem; vice versa (recall Motivation I, self approval of others = high social esteem)
 - problems with low esteem needs: undermine growth and learning, and problems in physical and mental health
 - solution: self-affirmation, developing non-contingent self-esteem, focus on growth

Base your self-esteem on domains that would not easily fluctuate.
FYI, contingent means it will go ups and downs!

Fig 2: structure of hierarchy of needs from Motivation I Chapter

B. Neurotic needs

- Recall this...
- Unnatural needs states
- **Cause**:**
 - Deprivation
 - Affluence

When needs are satisfied, we are in satisfaction state, which means reduction in drive state, relaxed (recall Motivation I, which states that humans feel relaxed for a while after satisfying needs), and positive emotions.

Order of satisfaction: human satisfy needs according to the following orders:

- 1) preconditions (will be discussed later)
- 2) deficiency needs
- 3) drives states
- 4) neurotic needs (will be discussed later)
- 5) growth needs
- 6) subconscious

C. Summary of Motivation I and Motivation II

- 5 preconditions + 8 deficiency needs = 13
- They should be satisfied and at healthy levels
- ALL adults have neurotic needs