

MASLOW VALUES (NEEDS) SYSTEMS OF MEN

As taught by Dr. Graves

It seems to be becoming increasingly clear that when communication of any type is made to an individual, his response is essentially pre-conditioned according to the values system which he has.

Experience is indicating that the five values systems here included do an almost phenomenal task in explaining the reactions from various men and in predicting their reactions.

Level 5

Needs knowledge or information.

What the evidence shows, is right.

What the facts and the evidence show, is fair.

Level 4

Needs importance, respect, self-esteem, independence.

What "I" want is right.

What "I" want to do is fair.

Essentially nothing else is important. My ideas--my wishes--are right.

Level 3

Need for belonging-ness.

What is good for my group is good for everybody.

What is fair for my group is fair for each.

It is good for everyone to be in harmony, even, and together, as my group sees it. Uniform team is the whole thing.

Level 2

Need for material, property, safety from want, safety from harm.

What I can work for, own, and get, is right, or...

What I can fight for and take is right.

If others want, it's up to them to work or fight and get it.

Work others as hard as possible, pay them as little.

Work is right, might is right.

Level 1

Need for physiological satisfaction.

What "I" think doesn't matter...

I am too insignificant to count.

I am too insignificant to be asked what is fair.

It appears that individuals or civilizations progress beginning from Level 1 which still contains large proportions of populations in India, China, South America, etc. progressing into the higher leveled societies.

Sometimes a thousand years or more are required for a majority of the populations to progress through one or two of the level systems. Sometimes, in the case of individuals, substantial changes occur in a lifetime. Sometimes in the case of individuals, change is emotionally blocked and they are "frozen" for a lifetime with the same system.

Some significant focuses for understanding were provided by Dr. Graves.

- A. The energy of an individual flows through his needs system of that particular time. Any neglect or interference with utilizing energy in this needs system during its period of dominance results in piling up of energy which plugs later flow and affects later form of needs or values system.
- B. If energy is not provided normal expression, it will flow in devious paths-- if a man's creative ideas are blocked, he will oppose new ideas of others.
- C. At any one time there are normally three systems operant with the middle system dominant. Reaction to any situation will depend upon the dominant value system in the person at the time.
- D. The different needs systems or values systems not only vary in degree of strength but they emerge into behavioral importance at different periods of time.
- E. Lower order needs systems take precedence until they are satisfied.
- F. When a lower order needs system is satisfied, higher order values systems normally emerge.
- G. To understand the behavior of a person, determine where his values system is. The strongest functionally operating forces will come from the lowest order unsatisfied needs systems.
- H. Higher level needs systems--values systems--operate to service the lower level needs systems as long as the lower level needs are unsatisfied. The higher level values system operates autonomously only after the lower level needs are in a state of automatic satisfaction.
- I. When the lower level needs are satisfied, they become aides de camp for higher level values systems.