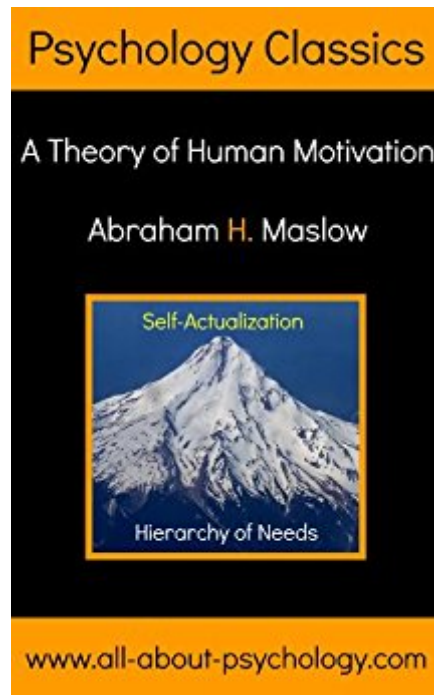


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# Hierarchy Of Needs: A Theory Of Human Motivation



## Synopsis

When Abraham H. Maslow introduced the world to Humanistic Theory, a 'third force' in psychology was born (Behaviorism & Psychoanalytical theory being the first and second). As the name suggests, humanistic theory concerns itself with characteristics which are distinctly human. Arguably the best known example of such a characteristic is Self-Actualization, an innate motivating force unique to the human species. It was in this landmark publication that Maslow provided the first published representation of Self-Actualization at the pinnacle of a hierarchy of human needs. According to Maslow Self-Actualization refers to the desire for self-fulfillment, in essence to become everything that one is capable of becoming. This classic publication is essential reading for psychology students, educators and professionals. *Hierarchy of Needs: A Theory of Human Motivation* (Kindle Edition) forms part of an initiative to make important, insightful and engaging psychology publications widely available.

## Book Information

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## Customer Reviews

This Maslow paper (it's not a book) is readily available for free on many Internet sites. Just search for the title. Of course, if you really want to read it in Kindle form and/or like having all your literature managed by , buy this :-)

Maslow's theory has been around for sometime now and offers interesting insights into how people are motivated at different stages or levels in life. Highly recommended that everyone in a managerial role or operating as a business owner reads this.

This book enabled me to complete a series of required reading in the area of self development within my professional individual study credit. It was an excellent book for this training.

For \$5 on Kindle I expected a more substantial Maslow book. Maslow is great. This Kindle edition seems overpriced since the work is really an article, not a book.

Great book on human development. Maslow had a great understanding of what motivate people in their daily lives. Good way to understand people.

This book help the reader to put things in a true perspective, a must read for those students of psychology.

Disappointing. This is just a reprinted paper, not a book. Not worth purchasing. I wanted to find the familiar pyramid of needs for a reference in a paper and have just wasted the money for this Kindle item.

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