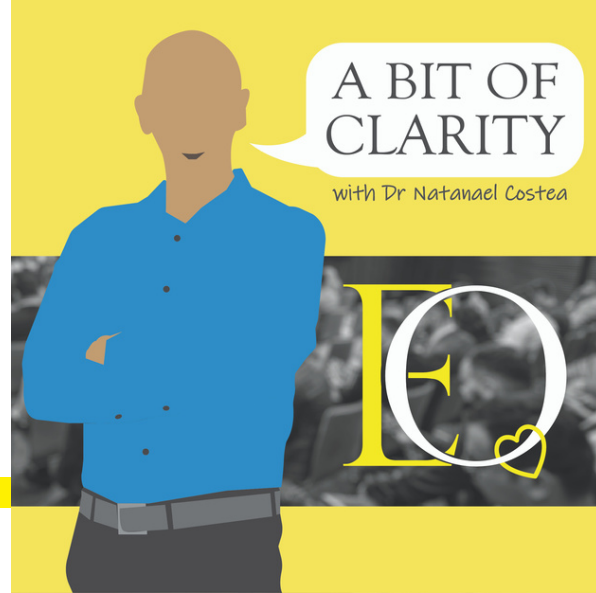


# EP 006

## CORE NEEDS

### SHOW NOTES



#### OBJECTIVE

> Develop an understanding of the self-concept and core needs.

#### UNDERSTANDING SELF-CONCEPT

> Self-concept refers to how someone views themselves (self-image), how much value they place on themselves (self-esteem) and what they wish they were (ideal-self).

#### UNDERSTANDING CORE VALUES - MASLOW'S HIERARCHY OF NEEDS

1. **Physiological** (air, water, food, sleep, clothing, shelter, sex).
2. **Safety** (personal security, financial security, health and well-being).
3. **Belonging and Love** (friendships, intimacy, family).
4. **Esteem** (recognition, status, importance, respect).
5. **Self-Actualization** ("What a man can be, he must be" - full potential).
6. **Self-Transcendence** (outside goal, altruism and spirituality, the desire to reach the infinite).

#### UNDERSTANDING CORE VALUES - ANTHONY ROBBINS

##### Needs of the Personality (or achievement):

1. **Certainty** – the need for safety, stability, security, comfort, order, predictability, control and consistency.
2. **Uncertainty or Variety** – the need for variety, surprise, challenges, excitement, difference, chaos, adventure, change and novelty (These first two work with each other – a paradox).
3. **Significance** – the need to have meaning, special, pride, needed, wanted, sense of importance and worthy of love.
4. **Love and Connection** – the need for communication, unified, approval and attachment – to feel connected with, intimate and loved by, other humans beings. (Again, these two are also paradoxes).

##### Needs of the Spirit:

5. **Growth** – the need for constant emotional, intellectual and spiritual development.
6. **Contribution** – the need to give beyond ourselves, give, care, protect and serve others.

#### APPLICATION

> Go through Maslow's or Robbin's theories and identify three needs you are mastering and three you need to work on.

#### RESOURCES

- > More from Dr Natanael Costea: [www.eq.org.au](http://www.eq.org.au)
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