PDF not to scale

Exercise 4

For the next week, pick at least two people a day to observe for their motivations. Perhaps you could include your friends, family members, colleagues at work, your group's members or complete strangers. See if you can pick at which level of need each person is operating.

FILL IN THE RESULTS OF YOUR OBSERVATIONS ON THE TABLE.

Date:	Person:	Level on Heirarchy:	Behavior/Comments (Why you made this decision)
EXAMPLE: 9 / 10	MOTHER	SECURITY	WORRYING THAT SHE CAN'T PAY THE BILLS

Exercise 5

For two or three days, observe at least one argument/discussion per day. Notice if people are arguing from the same or different levels of need on Maslow's Hierarchy.

WRITE DOWN THE RESULTS OF YOUR OBSERVATIONS IN THE TABLE BELOW.

Date:	Topic:	Speaker:	Need Level:	Behavior:
EXAMPLE: 3/ 11	ELECTION	BILL FRED	SECURITY SOCIAL	WORRIED ABOUT LOSING HIS JOB. CONCERN FOR COMMUNITY CARE.
1				
2				
3				