

**ENLIGHTENMENT**

**SELF-REALIZATION/  
SELF-TRANSCENDENCE**

**SELF-ACTUALIZATION**  
cognitive, aesthetic, growth, fulfillment

**ESTEEM NEEDS**  
achievement, status, responsibility, reputation

**BELONGINGNESS and LOVE NEEDS**  
family, affection, relationships, work groups, etc.

**SAFETY NEEDS**  
protection, security, order, law, limits, stability, etc.

**BIOLOGICAL and PHYSIOLOGICAL NEEDS**  
basic life needs: air, food, drink, shelter, warmth, sleep, sex/reproduction, etc.