

Maslow's Hierarchy

Business & Management

Five levels of need, and the critique that every exam expects.

Lower needs were proposed to dominate until satisfied.

Level	Needs	At work
Physiological	Food, water, rest	Pay, conditions
Safety	Security, stability	Job security, contract
Belonging	Relationships	Team, inclusion
Esteem	Status, recognition	Title, praise, achievement
Self-actualisation	Fulfilling potential	Growth, autonomy, mastery

The strict hierarchy has little empirical support: people pursue several levels at once, and the order varies by culture.