

## MASLOW'S NEED HIERARCHY THEORY: A SPARK FROM BUDDHISM PRINCIPLES?

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### ABSTRACT

#### AREA OF STUDY – MANAGEMENT

Many similarities exist between the ways that Taoism, Zen Buddhism, and the Self-actualization theories of Maslow and Rogers. Principles and enlightened knowledge of great saints are real inspiration for many management gurus in the Indian and Western context. Abraham Maslow was a psychologist who studied human growth, particularly. He is best known for summing up the stages of growth with this hierarchy in developmental psychology. Basically, in order for one to achieve self-actualization (which is at the top of the pyramid), the layers below it must be fulfilled first, starting with the physiological needs at the lowest tier. When the physiological needs are filled, one will start to fulfil his safety needs, and after securing both of those layers can one find love and belongingness, etc. Maslow's needs hierarchy helps to define the problem, similar to the way the four noble truths, dukkha (suffering), samudaya (truth of the cause of the suffering), nirodha (truth of the end of the suffering) and magga (truth of the path) define the problem. In understanding the problem, one starts Buddhist practise as the solution, part of the solution is redefining the difference between Needs and Wants. An attempt is made in this paper to correlate Maslow's Need Hierarchy theory of motivation with Buddhist principles advocated by the Buddha, the Enlightened.

**KEYWORDS:** Maslow's need hierarchy, Buddhist principles, Enlightened knowledge and needs

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