

## MODEL KEBUTUHAN MANUSIA

ABRAHAM MASLOW (1987) Human Motivations	ALEXANDER LEIGHTON (1959) Essential Striving Sentiments	HADLEY CANTRIL (1965) Patterns of Human Concerns	GROSS (Lewis, 1977)	STEELE (1973)
<b>BASIC NEEDS</b>				
Survival	Physical Security Sexual Satisfaction	Survival		Shelter and security
Safety and Security	Orientation in society	Security, Order		Social contact
Belonging	Securing of love	Identity	Belonging, Participation	Symbolic identification
Esteem	Recognition		Affection, Status, Respect, Power	Growth, Pleasure
Self Actualization		Capacity for choice and freedom	Self-fulfillment	
<b>COGNITIVE NEEDS</b>				
Cognitive	Expressions of love, hostility, spontaneity		Creativity	Growth
Aesthetic			Beauty	Pleasure