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*Personal Development Gurus Exposed*

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# Foreword

*Personal development gurus are sought-after by persons and organizations alike to nurture individual awareness, positive attitude and behavior, integrity, humanity, morals, mentoring, culture, emotional and psychological maturity which are crucial to an individual as it is to an entire organization as well.*

*These intangible resources can foster and encourage the success of a person or a company as it develops each individual to the best that they can be. For this very reason, life coaches and personal development gurus will be in greater demand in the coming years  
Don't learn from one, learn from many.*

*No one is perfect.*

*Get the best stuff from everyone.*

*Personal Development Gurus Exposed*

*Lessons from 10 of the best personal development gurus today*

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# **Chapter 1:**

*Tony Robbins-Learning How to Achieve Bigger Things*

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# Synopsis

*We all recognize the much overused cliché of “taking baby steps” in order to accomplish big things.*

**Perhaps that's why so very few individuals apply this astonishingly powerful principle in their lives. I call it a principle because it's absolute and universal.**

## Lesson 1

If you look closely at anything in nature you'll note how physically big plants for example only consist of a number of smaller parts. It's the culmination of all the parts that make up the "largeness" that may only become and exist through a process of growth.

Tony Robbins frequently discusses the power of making small incremental alterations in our lives. The reason why most individuals never succeed is because in planning on doing too much all together, they never take the beginning step in doing something small.

Incremental gains taps into one of the building blocks of our cosmos called compounding. Modern science attributes the principle of compounding to the very being of our universe.

The precept of compounding merely means that growth is incremental. One becomes 2, 2 becomes 4, 4 becomes 8, 8 become 16 and so forth. This is the way the world "expands" and this is the way your life builds.

If a big tanker sets off on a 5000 mile journey halfway across the world, plainly it wants to take the shortest route by going in a direct line.

Now what if the piloting system wasn't correctly calibrated? What if his course was off by simply half a degree? The answer is easy: the tanker would wind up at the wrong continent.

The lesson of the story is that we need to truly take charge of the small things for they're not just important but they're everything.



When it comes to accomplishing our dreams or accomplishing our goals the one very important aspect to keep close to heart is the fact that it only takes one thought to metamorphose everything.

It takes just one little adjustment that over time may have a great outcome in our lives.

In the movie *The Butterfly Effect* with Ashton Kutcher, this precept is beautifully exemplified. The butterfly effect refers to the knock on effect that's created in the universe by a butterfly beating its wings. At the start it appears almost wholly insignificant and trivial, but over time this may actually produce a hurricane or something of great effect by the accumulation of a small effort. It's the seemingly trivial steps that sooner or later create the substantial leaps in our lives.

We frequently avoid taking the very actions essential to make our lives extraordinary as we see these actions as unimportant. Never undervalue the might of the butterfly effect. Always reinforce your decisions with actions and continue taking action towards what you do want rather than what you fear.

Tony Robbins often discusses the same precept. He calls it "global changes." Global changes touch on to the effect of making just one alteration that has the might and effect to change a lot of other things at the same time.

The challenge is that this is different for every individual and most individuals "quit" after "bombing" with 2 or 3 attempts. Know this: surrendering and calling something a failure likewise produces a butterfly effect.

Ordered and congruent action towards the accomplishment of any goal is the key to establishing momentum. Every small action collects and builds on the ones before till you produce a snowball that will finally be unstoppable.

It's likely that whatever challenges you're currently facing, it could have been headed off by some simple decisions and actions previously.

James Allen remarked that our thoughts are “things” and that our thoughts manifest themselves in our lives through circumstances and consequences.

It's for this reason that we need to safeguard the doors of our minds for every thought will produce a butterfly effect which at first may seem trivial, but can finally have great results and consequences in your life. Holding negative and destructive thoughts will only serve to fortify this effect.

Don't ever take the seemingly small things for granted. It all has an effect and it all builds upon past effects to shape and direct our lives.

Utilize your time and your mind wisely and most especially “take positive and constructive action daily towards becoming the sort of individual you ultimately prefer to be

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## **Chapter 2:**

*Steve Pavlina-Quit Griping*

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# Synopsis

*Possibly the most crucial step in stopping the habit of griping is to disconnect the unsuitable behavior from your identity. A basic mistake people make is to self-identify with the negative thoughts going through their minds.*

## Picking A Diet

While your thoughts are not you, if you repeat the same thoughts again and again, they'll condition your mind to a large extent. It's almost precise to say that we become our dominant thoughts, but I think that's taking it a little too far.

Think about how the foods you eat train your body. You aren't really going to become the next meal you consume, but that meal is going to mold your physiology, and if you keep eating the same meals again and again, they'll have a major affect on your body over time. Your body will hunger for and expect those same foods. But, your body stays separate and distinct from the foods you consume, and you're still free to alter what you eat, which will bit by bit recondition your physiology in accordance with the fresh inputs.

This is why negative thinking is so habit-forming. If you continue holding negative thoughts, you condition your psyche to expect and even crave those retained inputs. Your neurons will even learn to anticipate the reoccurrence of damaging stimuli. You'll practically become a negativity magnet.

This is a hard state of affairs to escape as it's self-perpetuating, as anybody bound in negative thinking recognizes all too well. Your damaging experiences feed your damaging expectations, which then draw in fresh damaging experiences.

Therefore, the solution is to quit fighting and give in. Rather than resisting the negativity head-on, admit and accept its presence. This will really have the effect of elevating your consciousness. You are able to actually learn to embrace the damaging thoughts consuming

your brain and thereby surpass them. Allow them to be, but don't identify with them as those thoughts are not you. Start to interact with them like an observer.

Realize also that this is the very reason you're here, living out your current life as a human. Your reason for being here is to formulate your consciousness. If you're bogged down in negativity, your task is to develop your consciousness to the point where you are able to learn to stay centered on what you want, to produce positively rather than destructively.

If you need a couple of lifetimes to run through your negativity, you're free to take your time. Conscious creation is a huge responsibility, and perhaps you don't feel set for it yet. So till then you're going to perpetuate the pattern of damaging thinking to keep yourself away from that realization. You must accept that the idea of being the chief creator of everything in your current reality is a bit intimidating. What are you going to make of your life? What if you mess up? What if you try your best and bomb? Those self-doubts will keep you in a convention of negativity as a way of averting that responsibility.

The reason you might be stuck in a damaging thought pattern right now is that at some point, you selected it. You envisioned the option of accepting entire responsibility for everything in your reality would be riskier. It's too much to manage. You'll remain in a negative manifestation pattern till you're ready to begin accepting some of that responsibility.

Negativity needn't be a lasting condition. You still have the freedom to pick differently.

You see... the true solution to griping is responsibility. You must say to the cosmos (and mean it), "I want to assume more responsibility for everything in my experience."

Here are a few examples of admitting responsibility:

- If I'm distressed, it's because I'm producing it.
- If there's an issue in the world that bothers me, I'm responsible for altering it.
- If somebody is in need, I'm responsible for assisting them.
- If I require something, it's up to me to accomplish it.
- If I need certain individuals in my life, I must attract and ask for them to be with me.
- If I don't enjoy my present conditions, I must end them.

On the alternate side, it may likewise help to take responsibility for the good in your life. The good stuff didn't simply happen to you. You produced it. Tap yourself on the back for what you like, but don't feel you must profess to enjoy what you distinctly don't like. But do assume responsibility for all of it... to the extent you're ready to do so.

Griping is the abnegation of responsibility. And blame is merely another way of relieving yourself from being responsible.

When you hear yourself griping, quit and ask yourself if you prefer to continue to deny responsibility for your truth or to let a bit more responsibility back onto your plate. Perhaps you're ready to take on more responsibility, and perhaps you aren't, but do your best to make that decision consciously. Do you require sympathy for producing what you don't want, or do you wish congratulations for producing what you do want?

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# **Chapter 3:**

*Brian Tracy-Eat A Toad*

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# Synopsis

*Samuel Langhorne Clemens once said that if the first thing you do every morning is to eat a live toad, you are able to go through the day with the gratification of knowing that that's likely the worse thing that's going to happen to you the rest of the day.*

## Lesson 3

Your “toad” is your greatest, most significant chore, the one you're most likely to dilly-dally on if you don't do something about it.

If you have to eat 2 toads, eat the most horrifying one first of all!

This is a different way of stating that if you have 2 crucial tasks in front of you, begin with the largest, most difficult, and most significant job first. Train yourself to start right away and then to hang in till the chore is complete before you progress to something else.

If you have to eat a live toad, it doesn't help to sit and stare at it for any amount of time!

The key to accomplishing high levels of performance and productiveness is to formulate the lifelong habit of confronting your major task first thing each morning. You must formulate the routine of “eating your toad” before you do anything else and without taking too much time to consider it.

Successful, effective individuals are those who plunge directly into their major undertakings and then train themselves to work steadily and single-mindedly till those jobs are accomplished. Failure to execute” is among the greatest problems in organizations nowadays.

Many individuals confuse action with accomplishment. They talk continually, hold incessant meetings, and make fantastic plans, but in the final analysis, no one does the task and gets the results expected.

Formulate a positive dependency!

You are able to really formulate a “positive dependency” to endorphins and to the feeling of heightened clarity, confidence, and competency that they activate. When you formulate this dependency, you'll, at an unconscious level, start to organize your life in such a way that you're continually beginning and finishing ever more crucial tasks and projects. You'll in reality become hooked, in a very positive sense, to success and contribution.

Practice is the key to dominating any skill. As luck would have it, your mind is like a muscle. It grows stronger and more adequate with use. With practice, you are able to learn any behaviour or formulate any habit that you consider either worthy or necessary.

What is your “toad?” What is the one undertaking that you despise doing every day? Once you've picked out your “toad” make it a habit to awaken every morning and do that job first of all.

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# **Chapter 4:**

*Why Network Marketing Is Good*

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# Synopsis

*The top of network marketing is open to everybody – contrary to traditional corporate systems, which let only one individual reach the top of the company. The reason most individuals don't reach the top is merely because they quit early. So why would somebody quit short of the top?*

## Lesson 4

Most individuals sign up only to make income. If they don't make income in the first few months or years, they become disheartened and quit (and then often malign the industry!). Other people quit and go seeking a company with a better compensation plan, but joining to make a couple of quick bucks isn't the reason to get into the business.

### Reasons to Join Network Marketing

Reason number 1 is to help yourself. Reason number 2 is to help other people. If you join for only one of these 2 reasons, then the system won't work for you.

Reason number 1, means that you come to the business chiefly to change quadrants — to convert from the E (Employee) or the S (Self-employed) quadrant to the B (Business owner) or I (Investor) quadrant.

Among the great things about network marketing is that it centers on developing your emotional intelligence as well as your business skills.

Emotional intelligence is an altogether different matter from academic intelligence. Generally, somebody with high emotional intelligence will frequently do better than somebody with high academic intelligence but low emotional intelligence. That explains why some individuals do well in school but not so well in real life.

The power to delay gratification is a sign of greater emotional intelligence. In a recent study of emotional intelligence, it was

determined that individuals who could wait for gratification frequently led more successful lives than those who couldn't.

Remember, there are 2 reasons to be successful in network marketing: to aid yourself, and to assist others.

The great thing about most network marketing systems is that you don't truly make much income unless you assist others. If you center on assisting others, then you'll be successful in the business. If you only prefer to teach yourself, then a true network marketing system won't work for you. You might as well go to a traditional business school, which centers only on your becoming a worker bee.

a network marketing business makes it your goal is to produce assets, which is your downline — and their job is to produce others working under them. In traditional business, the focus is for only the boss to have others working for him.

The traditional corporate system truly is a pyramid, as there are a few people near the top, and more worker bees the base. A network marketing system is a reverse pyramid: its chief focus is to bring more and more people to the top.

One type of pyramid, the traditional type, has its base on the ground; the other type has its base in the air. It's a pyramid that pulls you up rather than pushing you down. A network marketing business gives everybody access to what used to be the arena only of the rich.

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# **Chapter 5:**

*Deepak Chopra- Synchronicity*

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# Synopsis

*Chopra says, "When you live your life with an appreciation of coincidences and their meanings, you link up with the underlying field of countless possibilities..."*

*This is synchronicity, in which it becomes conceivable to accomplish the spontaneous fulfillment of our every desire.*

## Lesson 5

To accomplish his synchronicity, we must go inwards to tap the deep corners of our spirit as well as outwards to take on the happenstances of the physical world.

A discernment of 3 levels of existences of matter, mind and spirit is essential for comprehending the synchronicity in our lives. Matter is the physical arena, where the world is seeable, rational and objective. Everything in this level has a origin, middle and end. We're born and we die. This component of the world is predictable; scientists may measure it. We comprehend this area.

The 2nd level of existence, Mind, brings up energy and thoughts. We can't see either, However we know they live. This area is less decipherable than the physical one. Our views aren't solid and we can't touch them. We don't see atoms and molecules and we can't discern energy waves. Everything at this level is unsubstantial, meaning that it can't be touched or sensed by any of the 5 senses.

The 3rd domain, Spirit, is more even befuddling, yet Chopra gives some structure to this shapeless level of existence, which he describes as "virtual" or "non-local." Whereas the physical world has a particular place, this "non-locality" has no limits.

In the twentieth century, science discovered proof of the existence of this virtual arena. The world is assembled of particles and waves. Particles are solid, while waves, like sound and light waves, are not. A wave-particle was detected, and "till we measure either its location or its momentum, it's both particle and wave simultaneously. "Without consciousness acting as an observer and interpreter, everything

would exist only as pure potential. This "perfect potential" is the non-local domain.

Without our awareness, or our thoughts, there's no physical existence. We, conjointly, produce our world. Our thoughts bridge the virtual reality and the physical world. This is a complicated construct, but the spirit domain is the origin of the coincidences we discover in our lives. Tapping into this arena, into this limitless and undefined place, we find the synchronicity in our lives. Then we may produce, on the physical level, the lives we want.

There's one other, among many, of Chopra's thoughts that I want to mention: power over our emotions. "Ask, don't demand...Don't give other people power over your emotions". Consider that. When we require something from other people, we give them the power to adapt or resist. They're in control, not us. If we merely ask, we hold the power and don't have to be angry at any decision. We continue to produce our world with positive emotions, even if we don't enjoy others' actions.

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# **Chapter 6:**

*Jim Rohn-Work More Efficiently*

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# Synopsis

*I heard a story of Singapore 2007, where world revered speaker Jim Rohn was featured.... It went like this....*

## Lesson 6

The surroundings were filled with brilliant young business entrepreneurs and showering praise and attention on Jim Rohn. Though, no more a 'young person', Jim Rohn signed autographs, smiled and waved. Here was the man partially responsible for the success of a lot of persons, like Tony Robbins. Millions of individuals across the world attribute their success in life to Jim Rohn. People waited to see what he would deliver in his speech. What gilded gem would he share with the audience and what would they get of benefit from his words of inspiration?

Once his fans were seated and silence occupied the setting, he started. He spoke about many different facets of the individual mind and the importance of goal setting for success. The importance of remaining centered on the relevant instead of the irrelevant. However one thing struck seemed to resonate, and it was to do with effort and work.

It was a Sunday, and apparently it was pertinent for Jim Rohn to quote Scripture, though unforeseen by the crowd! The main point that he wanted to get through to everybody was that in life we have a very restricted amount of time. We all have the same hours a day and same number of days in a week in order to better our status in life.

He repeated the phrase, "six days you work, 1 rest day". To accent this, he echoed this phrase multiple times. Throughout the week one must commit oneself to working the plan contrived for success. No letting up - if success is really what you want. He once more accented that the business owner needs to be ordered and productive in those six days of work. No fleeting lapse of reason by watching the TV for

long hours - just because it's the baseball playoffs or your favorite sitcom. Doggedness and consistency are key in those six days of work.

What about the 7th day ...

He touched upon the importance of the seventh day. The day where one takes a breather from all their labors. This 7th day wasn't a sleep, television, and 'do nothing' day. No, one should take the seventh day to view the results of the former week and to design improvements for the approaching week. The seventh day would be one of contemplation and planning. The importance of the seventh day can't be undervalued. However, there is the need for the mind to be rested too. The mind is just as significant, if not more significant, than the body. The mind requires sufficient time to convalesce in order for it to run at its peak.

With the application of this idea, one would work more efficiently and see results of productivity. As we all recognize - efficiency and productivity are traits for success.

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# **Chapter 7:**

*Stephen Covey-Communicating*

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# Synopsis

*Dealing with individuals isn't a new art; the basics have been around for a while. One thing in particular, about his communication tips deserves another look as we remember what we need to do to get on better with other people.*

## Lesson 7

Covey explains a easy, effective three-step communication process. First, one looks for mutual advantages for all involved. 2nd, one attempts to comprehend the other individual before attempting to get them to comprehend you. This is the key to the process and maybe the hardest since we have so little training for it. In this action of seeking to comprehend, it becomes less important who's correct and more significant what is right. But we must value the other individual in order to do this.

Hearing is the opening move. Till we alter our attitude about having to be correct, there's no true listening happening. Once we open to the other person's point of view, we may try to explain our position. There's room for synergy to happen. 2 individuals may make a 3rd alternative representing a shared vision, not just the point of view of one participant.

This shared vision may be integrated into business with a little commitment and practice. Too frequently arguments happen inside an organization where the goals ought to be the same. This 3 step approach may also be utilized with relations with clients and other businesses where the percept of everybody winning is even harder.

An all-important element in this process is the mental attitude connected to it. If everybody realizes before being understood, finding an alternative solution is simple. Individuals frequently refuse to see the value in this process. Unless one is willing to comprehend, value,

and accept other people, nothing will work. A willingness to attempt is all that is required.

How often in situations is the point of view of the other really viewed? Many of us don't listen, but start formulating our rebuttal as soon as the other individual begins talking. Too little time is spent understanding what any one person is attempting to say. Matters can tend to be unproductive with participants giving up attempting to express their opinion. Listening is essential in setting up an atmosphere of trust.

These concepts, as I stated earlier, are not new. In 1936, Carnegie wrote "How to Win Friends & Influence People" which talks about the same basic themes. There are rarely fresh ideas, just a repackaging of older ones. Carnegie's book has been a must-read for successful business people for years. Covey reminded us once again. We recognize what to do; we merely still aren't doing it. Maybe this will help us remember, so many years later but not too late to follow up with the ideas.

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# **Chapter 8:**

*Dani Johnson-Facing Fear*

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# Synopsis

*Dani Johnson was besieged by drug addicted parents growing up and a step dad that told her she was junk. She was able to survive through it all by looking forward to her Sunday school weekly. But when faced with a teen pregnancy, and forced to give her baby up for adoption, she faced rejection, ridicule.*

## Lesson 8

She became successful in business by the time she was nineteen, however, her con-artist hubby took her for every cent she had. This was the bluest point in her life, but it was urged her to rise past her conditions and move forward.

Homeless and sleeping out of her car with just a few dollars, Dani Johnson used a phone booth and a prayer to begin her business. She had no sales brochures, business cards, product, support systems, merely a desire to succeed. Because of her desire and commitment, she made her first million just twenty-four months later.

Today she is a national trainer for all entrepreneurs, both home based business owners and those who own brick and mortar companies. She mentors stay at home mothers and dads to doctors and lawyers to CEO's of large corporations. Her reach is far but her message is the same.

She is known for her "tell it like it is" coaching and utilizes several platforms to spread her message. Dani is an author, speaker, trainer, and has been seen on TV.

Dani Johnson is genuinely herself. She's comfortable and aboveboard about the atrocious details and struggles she had to bear as a girl and young woman to have success and become who she is now. So guess what? She doesn't swallow excuses from anybody else. She knows what it takes and she will make one confront the truth about their self

beginning with their belief system. What is it that they believe about their self?

She'll tell you that from the beginning you were born with all the parts you need to succeed. Young children look like this: When they trip and fall, they get up fast and brush themselves off only to continue without looking back. They don't take "no" for an answer and perseverance usually wins. They forgive, they've no biases, and they don't recognize how to hold grudges. They think they can be superman when they grow up and nobody may convince them differently. They're fearless, full of adventure and risk takers.

So what happens when they grow up?

They've developed another person's belief system about themselves. Their parents, teachers, friends, individuals throughout their life have put limitations and doubts into their raising and as a result, adults for the most part have lost all features of their child mindset. The one that says I can succeed and be anything I prefer to be. Most grownups today live with enormous fears of rejection and failure.

If you are seeking direction in personal and business growth, just know that she's going to call you out of the closet to confront your fears, your belief system and challenge you to do away with that which holds you prisoner to your own success. She will swallow no excuses and has no problem confronting you about this.

Everybody has tremendous value to extend to others. Anybody seeking to change their financial situation can do it if they'll face their fears head on and make a decision that it's time to start changing from the inside out, learn new skill sets for their business of choice

and recognize they need to get their own egos out of the way and truly care about the dreams of other people. When you help enough individuals get what they want, you'll have everything you want. Make your business about dauntlessly helping others. It's a process and a journey and those who start with the first steps and remain committed are in for life altering experiences they dream about.



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# **Chapter 9:**

*Bob Proctor–No Limits*

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# Synopsis

*Bob Proctor has been instructing success for a lot of years now. If you have ever had the joy of catching Bob Proctor live, you already know that he's an awe-inspiring teacher and speaker, full of passion, vitality and insights. Now, even though older, Bob Proctor carries on sharing his vast knowledge of human potential.*

## Lesson 9

You are able to do anything you want. Even decades after I first saw him, I can still see Bob making this statement, firmly in his ironclad belief that the power to live the life each of us desires is within our hands. Among the methods he advocates is determining a goal, writing it down on a goal card and then envisioning intensely daily till you make it true.

As well there is a season to sow and a season to harvest. Everybody wants the payoff. It's the new automobile, the boat, or the dream vacation, or new business. But how many of us are putting the work in to develop the soil and nurture the seed of the idea till it becomes a reality? As Bob Proctor states, "There's a season to sow and a season to reap but you can't do both in the same season." Do what you are able to with total commitment and the Universe will come to your assistance.

Likewise You're a being of limitless capability. Many of us settle for a life far less than we're capable of. As a young man, Proctor worked as a fire fighter with the East York Fire Department. It wasn't till somebody suggested that he could do anything he wanted that he began studying Think and Grow Rich. As Bob Proctor says, "If you really knew just how powerful you really are, you'd literally astound yourself."

If you ever get the opportunity to listen to this guru at a live event, I recommend you do so. He can help you uncover the gem that has perhaps become swallowed up deep within you. He is the author of You Were Born Rich. He's a man of wisdom, integrity and passion -- with a message you won't soon forget.

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# **Chapter 10:**

*Abraham Maslow-Theory of Personality*

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# Synopsis

*Abraham Maslow formulated a theory of personality that's molded a number of different fields, including education. This wide influence is due in part to the upper-level of practicality of Maslow's theory. This theory precisely describes a lot of realities of personal experiences. Many individuals find they can comprehend what Maslow says. They can realize some features of their experience or behavior which is true and identifiable but which they've never put into words.*

## Lesson 10

Maslow is a humanistic psychologist. Humanists don't believe that humans are pushed and pulled by mechanical forces, either of stimuli and reinforcements (behaviorism) or of unconscious instinctual urges (psychoanalysis). Humanists center on potentials. They believe that humans reach for a high-level of capabilities. Humans look for the frontiers of creativity, the highest reaches of consciousness and wiseness. This has been labeled "fully functioning person", "healthy personality", or as Maslow calls this level, "self-actualizing person."

Maslow has set up a hierarchic hypothesis of requirements. All of his primary needs are instinctive, equivalent of instincts in other creatures. Humans begin with a very weak temperament that's then fashioned fully as the individual develops. If the environment is correct, individuals will grow straight and beautiful, realizing the potentials they've inherited. If the environment isn't "correct" (and mostly it isn't) they'll not grow tall and straight and beautiful.

it is a hierarchy of 5 levels of primary needs. Beyond these requirements, greater levels of needs exist. These include needs for understanding, esthetic appreciation and strictly spiritual needs. In the levels of the 5 primary requirements, the individual doesn't feel the 2nd need till the demands of the 1st have been fulfilled, nor the 3rd till the 2nd has been fulfilled, and so forth. Maslow's primary requirements are as follows:

**Physiologic requirements:**

These are biological requirements. They comprise needs for oxygen, nutrients, water, and a comparatively constant body heat. They're the most potent needs as if a individual were bereft of all needs, the

physiologic ones would come first in the person's search for gratification.

#### Safety requirements:

When all physiologic needs are fulfilled and are no more controlling views and behaviors, the demands for security may become active. Adults have little cognizance of their security needs except in times of emergency or points of disarrangement in the social structure (like widespread rioting). Youngsters frequently display the signs of insecurity and the demand to be safe.

#### Requirements of love, tenderness and belonging:

When the needs for safety and for physiologic welfare are fulfilled, the following class of needs for love, tenderness and belonging may come out. Maslow says that individuals look to overcome feelings of aloneness and estrangement. This involves both giving and welcoming love, affection and the sense of belonging.

#### Needs for regard:

When the 1st three classes of requirements are fulfilled, the needs for regard may become dominant. These affect needs for both self-regard and for the admiration a person gets from other people. Mankind has a need for a stable, firmly based, upper-level of self-regard, and respect from other people. When these needs are gratified, the individual feels self-assured and valuable as a person in the cosmos. When these needs are disappointed, the individual feels substandard, powerless, helpless and un-needed.

#### Requirements for self-actualization:

When all of the foregoing demands are gratified, then and only then are the needs for self-actualization triggered. Maslow identifies self-

actualization as a person's motivation to be and do that which the person was "born to do." "A musician must do music, an artist must paint, and a poet must author." These needs make themselves felt in signs of impatience. The individual feels on edge, strained, lacking something, in short, uneasy. If a individual is hungry, insecure, not loved or accepted, or lacking self-regard, it's very easy to know that the person is uneasy. It isn't always clear what a individual wants when there's a need for self-actualization.

The hierarchic hypothesis is frequently interpreted as a pyramid, with the bigger, lower levels making up the lower needs, and the upper point mapping the need for self-actualization. Maslow thinks that the only reason that individuals wouldn't move well in direction of self-actualization is because of handicaps placed in their way by society. He says that education is among these handicaps. He advocates ways education may switch from its common person-stunting tactics to person-growing approaches. Maslow says that educators should react to the potential an person has for growing into a self-actualizing individual of his/her own kind. 10 points that educators should address are named:

1. We should instruct individuals to be authentic, to be cognizant of their inner selves and to hear their inner-feeling voices.
2. We should instruct individuals to exceed their cultural conditioning and become world citizens.
3. We should assist individuals in discovering their calling in life, their calling, fate or fate. This is particularly centered on discovering the correct career and the correct mate.
4. We should instruct individuals that life is cherished, that there's joy to be received in life, and if individuals are open to seeing the good and joy in all kinds of places, it makes life worth living.



5. We must take the person as he or she is and help the individual learn their intimate nature. From true knowledge of aptitudes and limitations we may know what to build on, what potentials are truly there.

6. We must see that the individual basic needs are fulfilled. This includes safety, belongingness, and regard needs.

7. We should freshen up consciousness, instructing the individual to value beauty and the other good things in nature and in living.

8. We should instruct individuals that controls are good, and utter abandon is unfit. It takes control to better the quality of life in all areas.

9. We should instruct individuals to transcend the negligible troubles and cope with the serious problems in life. These include the troubles of unfairness, of pain, suffering, and dying.

10. We must instruct individuals to be good selectors. They must be given practice in making beneficial choices.

# Wrapping Up

Everybody can benefit from a little change. Personal development is the secret weapon, but it's not always the most perceptible solution. So, what is personal development? It's the books you read, the audios you listen to, the seminars you attend and in the associations that you hold. I hope you are able to now see that personal development crucial and lessons should come from several sources.

Realize that if you don't seriously embark on developing yourself then you'll be hindered by the way society has developed a strategy to keep you under it clutches as someone who is not achieving their full potential.