

# Humanity's needs and wants

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## Needs

1. Unchanging
2. Prioritized
3. Fundamental
4. Natural

## Wants

1. Changing
2. Satisfaction
3. Man-made

## Hierarchy of Needs

- Abraham Maslow -> Psychologist, The degrees of needs depends on the wellbeing of a person
1. Physiological
    - Basic needs
  2. Safety
    - Security and stability
  3. Love/Belonging
    - Relationships towards coworkers, acquaintance
  4. Worth/Esteem
    - About self
    - Self-confidence, Self-trust
  5. Self-actualization
    - Fulfilling one's purpose in life

## Influencers of Needs

1. Age
  - Needs of baby -> elderly
2. Tastes
  - Based on tastes
3. Education
  - Based on level of education
4. Money
  - Based on richness made from work
5. Work
  - Based on occupation