

NEEDS ANALYSIS

CONFIDENTIAL

Name:	Date:	Telephone: () -	Email:
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Maslowvian Needs Analysis

Biological and Physiological Needs: Key Need:	Health <input type="checkbox"/> Food <input type="checkbox"/> Drink <input type="checkbox"/> Shelter <input type="checkbox"/> Warmth <input type="checkbox"/> Sex <input type="checkbox"/> Sleep <input type="checkbox"/> Activity <input type="checkbox"/> Weight or Shape <input type="checkbox"/>
Safety Needs: Key Need:	Protection <input type="checkbox"/> Security <input type="checkbox"/> Freedom <input type="checkbox"/> Order <input type="checkbox"/> Law <input type="checkbox"/> Limits <input type="checkbox"/> Stability <input type="checkbox"/>
Social Needs: Key Need:	Love <input type="checkbox"/> Belongingness <input type="checkbox"/> Family <input type="checkbox"/> Affection <input type="checkbox"/> Relationships <input type="checkbox"/> Work <input type="checkbox"/> Group or Team <input type="checkbox"/> Academic <input type="checkbox"/>
Self-Esteem Needs: Key Need:	Achievement <input type="checkbox"/> Status <input type="checkbox"/> Responsibility <input type="checkbox"/> Reputation <input type="checkbox"/> Contribution <input type="checkbox"/>
Cognitive Needs: Key Need:	Develop Skills <input type="checkbox"/> Knowledge <input type="checkbox"/> Meaning <input type="checkbox"/> Self-Awareness <input type="checkbox"/>
Aesthetic Needs: Key Need:	Beauty <input type="checkbox"/> Balance <input type="checkbox"/> New Form <input type="checkbox"/> Old Form <input type="checkbox"/>
Self-Actualization: Key Need:	Self <input type="checkbox"/> Others <input type="checkbox"/> More <input type="checkbox"/> Less <input type="checkbox"/> General <input type="checkbox"/> Specific <input type="checkbox"/>
Transcendence: Key Need:	Spiritual <input type="checkbox"/> Local <input type="checkbox"/> Earth <input type="checkbox"/> Cosmic <input type="checkbox"/>

Knowledge Needs

Basic Needs:
Growth Objectives:
Strategic or Long Term Needs:

Myers-Briggs Behavioral Needs

Myers-Briggs Extroversion 5 <input type="checkbox"/> 4 <input type="checkbox"/> 3 <input type="checkbox"/> 2 <input type="checkbox"/> 1 <input type="checkbox"/> 0 <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/>	Myers-Briggs Sensing 5 <input type="checkbox"/> 4 <input type="checkbox"/> 3 <input type="checkbox"/> 2 <input type="checkbox"/> 1 <input type="checkbox"/> 0 <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/>
Myers-Briggs Thinking 5 <input type="checkbox"/> 4 <input type="checkbox"/> 3 <input type="checkbox"/> 2 <input type="checkbox"/> 1 <input type="checkbox"/> 0 <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/>	Myers-Briggs Judging 5 <input type="checkbox"/> 4 <input type="checkbox"/> 3 <input type="checkbox"/> 2 <input type="checkbox"/> 1 <input type="checkbox"/> 0 <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/>

Primary Personality Needs

Extroversion <input type="checkbox"/>	Openness <input type="checkbox"/>	Agreeableness <input type="checkbox"/>	Conscientiousness <input type="checkbox"/>	Neuroticism <input type="checkbox"/>
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Holland Need Codes

Enterprising <input type="checkbox"/>	Artistic <input type="checkbox"/>	Realistic <input type="checkbox"/>	Investigative <input type="checkbox"/>	Social <input type="checkbox"/>	Conventional <input type="checkbox"/>
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