

# NEEDS ANALYSIS

## CONFIDENTIAL

Name:

Date:

Telephone:

Email:

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### Maslowian Needs Analysis

Biological and Physiological Needs:

Key Need:

Health ☐ Food ☐ Drink ☐ Shelter ☐ Warmth ☐ Sex ☐  
Sleep ☐

Safety Needs:

Key Need:

Protection ☐ Security ☐ Freedom ☐ Order ☐ Law ☐ Limits ☐  
Stability ☐

Social Needs:

Key Need:

Love ☐ Belongingness ☐ Family ☐ Affection ☐ Relationships ☐  
☐ Work ☐ Group ☐

Self-Esteem Needs:

Key Need:

Achievement ☐ Status ☐ Responsibility ☐ Reputation ☐  
Contribution ☐

Cognitive Needs:

Key Need:

Develop Skills ☐ Knowledge ☐ Meaning ☐ Self-Awareness ☐

Aesthetic Needs:

Key Need:

Beauty ☐ Balance ☐ Form ☐

Self-Actualization:

Key Need:

Personal Growth ☐ Self-Fulfillment ☐

Transcendence:

Key Need:

Helping others to self-actualize ☐

### Business and Financial Needs

Primary Deficiencies:

Growth Objectives:

Strategic Needs:

### Myers-Briggs Behavioral Needs

Myers-Briggs												Myers-Briggs											
Extroversion						Introversion						Sensing						Intuition					
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"/>	<input type="checkbox"/>	

Myers-Briggs												Myers-Briggs											
Thinking						Feeling						Judging						Perceiving					
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"/>	<input type="checkbox"/>	

### Primary Personality Needs

Extroversion ☐ Openness ☐ Agreeableness ☐ Conscientiousness ☐ Neuroticism ☐

### Holland Need Codes

Enterprising ☐ Artistic ☐ Realistic ☐ Investigative ☐ Social ☐ Conventional ☐