

# NEEDS ANALYSIS

## CONFIDENTIAL

Name:	Date:	Telephone: ( ) -	Email:
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### Maslowian 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"/>
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 <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"/> Form <input type="checkbox"/>
Self-Actualization: Key Need:	Personal Growth <input type="checkbox"/> Self-Fulfillment <input type="checkbox"/>
Transcendence: Key Need:	Helping others to self-actualize <input type="checkbox"/>

### Business and Financial Needs

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

### Myers-Briggs Behavioral Needs

<b>Myers-Briggs</b> 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"/>	<b>Myers-Briggs</b> 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"/>
<b>Myers-Briggs</b> 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"/>	<b>Myers-Briggs</b> 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 ☐ Openness ☐ Agreeableness ☐ Conscientiousness ☐ Neuroticism ☐

### Holland Need Codes

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