

OCT 2017

QUESTIONS ON MASLOW'S THEORY

QUESTION 21

Which one of the following statements correctly reflects Maslow's view of the self-actualised person?

- (1) Self-actualisers are sociable people who like to have constant contact with other people
- (2) Self-actualisers are achievers who will use any means to reach the high goals they have set themselves
- (3) Self-actualisers function relatively independently of their physical and social environment
- (4) Self-actualisers tend to be autocratic since they are functioning on a higher level than most people are

Read the passage that follows and answer Questions 22 and 23

Minam was a famous singer who performed before large audiences, both nationally and internationally. As a child, she sang before she talked! She always loved singing and, as an adult, it gave her great pleasure to share her talent with others. However, after her husband and child were tragically killed in a car accident, Minam lost all interest in her career. Like a child, she wanted to be held and comforted. She moved back home with her parents, whom she dearly loved, and clung to her memories of her husband and child.

QUESTION 22

According to Maslow, the needs Minam was meeting before the tragic death of her husband and child, are called (a) ____, whereas the needs she was experiencing after the death of her husband and child, are known as (b) ____.

- (1) (a) meta- or extrinsic needs
(b) deficiency or basic needs, also known as intrinsic needs
- (2) (a) lower or core needs, also known as foundational needs
(b) drive-motives, also known as the stronger needs
- (3) (a) congruency needs
(b) survival needs
- (4) (a) meta-needs or B-values, also known as growth-motives
(b) deficiency or basic needs

QUESTION 23

According to Maslow, Minam could not have reached such a level of success and self-fulfilment in her career as a singer if the following basic needs were not sufficiently met

- (a) self-actualisation needs
- (b) self-esteem needs
- (c) affiliation and love needs
- (d) creativity needs

The correct answer is

- (1) (a), (b), (c) and (d)
- (2) (b) and (c)
- (3) (a), (b) and (c)
- (4) (b), (c) and (d)

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QUESTION 24

Which of the following statements are true in terms of Maslow's theory?

- (a) The lower the need in the hierarchy, the more urgent it is, which means that lower needs must first be gratified before needs at a higher level manifest themselves
- (b) Deficiency motives are directly related to the basic needs for survival, the gratification of which brings about a decrease in tension
- (c) When a person's behaviour is directed by deficiency motives, his or her cognitive abilities are actually applied negatively because the objective is to avoid unpleasant situations
- (d) Once a person has reached a higher level of functioning, this does not mean that lower needs will never be experienced again

The correct answer is

- (1) (a) and (d)
- (2) (b) and (c)
- (3) (a), (b), (c) and (d)
- (4) (d)

QUESTION 25

The fact that Miriam gave full expression to her talent as a singer and enjoyed sharing her talent with others, would, according to Maslow's theory, point to a functioning on the level of ____

- (1) self-esteem needs
- (2) affiliation and love needs
- (3) safety needs
- (4) self-actualisation needs

QUESTION 26

Which one of the following statements regarding Miriam's functioning is correct, according to Maslow's theory?

- (1) Miriam's return to an earlier mode of functioning can be regarded as temporary, since she has already successfully functioned on a higher level
- (2) The loss of all interest in her career and her overwhelming needs at the present moment are indicative of the fact that Miriam's basic needs were never really met
- (3) Miriam's present quest for safety and for the warmth of the love of her parents, is hindering her actualisation tendency and is in conflict with her organismic potential
- (4) Miriam's regression to a lower level of functioning provides proof of fixation at this level during her childhood years

QUESTION 27

Andrea is a successful businesswoman. She is confident, at peace with herself, satisfied with her life and comfortable with who she is. Which one of the following characteristics from Maslow's criteria for optimal functioning fits with the above scenario?

- (1) Exclusiveness
- (2) Self-acceptance
- (3) The democratic character structure
- (4) Task involvement

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QUESTION 28

According to Maslow, which of the following are characteristics of self-actualisers?

- (a) Honesty and freedom
- (b) Conventionality and trust
- (c) Awareness and creativity
- (d) Egocentricity and enthusiasm

The correct answer is

- (1) (a), (b) & (c)
- (2) (a), (c) & (d)
- (3) (a) & (c)
- (4) All of the above

QUESTION 29

The satisfaction of _____ lead(s) to tension reduction, according to Maslow

- (1) the need for self-actualisation
- (2) growth motives
- (3) deficiency motives
- (4) deficit and growth motives

QUESTION 30

Which of the following statements concerning Maslow's theory is correct?

- (1) A state of complete satisfaction is attainable when all basic needs are met
- (2) Gratification of safety needs is essential before physiological needs can be satisfied
- (3) Lower order needs must be satisfied at least on a regular basis before higher order needs come to the fore
- (4) The most basic needs which underlies all functioning is the need to be accepted by others

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QUESTIONS ON MASLOW'S THEORY

Read the following story and then answer Questions 31 to 34 in terms of Maslow's theory

John (17 years old), Peter (12 years old) and Tracey (9 years old) are three children who live on the streets. During the day they spend most of their time begging for food and money. They tend to get very little to eat this way however and often go hungry for days. At times when things get really bad they take a chance, running into the local store and grabbing what they can and trying not to get caught. At night they struggle to find a place to sleep and often cannot sleep peacefully because of the noise and cold. Last week a volunteer worker from the Safe Haven Children's Centre asked them if they wanted to come and live at the Centre. She said that they would have a safe place to sleep, eat regular meals, go to school and make lots of friends with the other kids who live there. She said that it would be like having a family again. Peter and Tracey really wanted to go, but did not want to leave John behind on the street. John did not want to go, as he felt that he is too old and has been looking after himself for too long to now have to listen to someone else's rules. Eventually the three of them decided that it would be better for Peter and Tracey to go and live at the Centre as they are still young, while John will continue to live on the streets.

QUESTION 31

According to Maslow's hierarchy of needs, which level are the children functioning on while living on the streets and why?

- 1 The affiliation and love needs level, as their physiological and safety needs are so frustrated that they turn to each other for support
- 2 The safety needs level, as they have to risk being caught and possibly locked up on a regular basis
- 3 The physiological needs level, as they spend most of their time looking for something to eat and a place to sleep
- 4 The self-actualisation level, as their hardship makes them determined to succeed

QUESTION 32

According to Maslow, the children's effort to find food to eat and a place to sleep is a

- 1 deficiency motive, as it will result in an increase of tension
- 2 growth motive, as the aim is to evade an unpleasant circumstance
- 3 deficiency motive, as it relates to their basic survival needs
- 4 growth motive, as it demands satisfaction on a regular basis

QUESTION 33

According to Maslow's hierarchy of needs, when Peter and Tracey move into the Centre and John remains on the street, it can be expected that

- 1 Peter and Tracey will begin to function on a higher level than John, as they are having more of their needs met regularly
- 2 John will continue to function on a higher level than Peter and Tracey, as he is older
- 3 Tracey will begin to function on a higher level than John and Peter, as girls generally develop faster than boys in the right environment
- 4 All of them will continue to function on the same level for at least the first year

QUESTION 34

According to Maslow's hierarchy of needs, we can expect that when Peter and Tracey move into the Centre they will

- 1 no longer experience their lower order needs as their affiliation and love needs will be met
- 2 struggle for longer than other children their age to move beyond the physiological need level, as they have been deprived for so long
- 3 still need to have their lower order needs regularly satisfied, even though they may begin to experience needs higher up in the hierarchy
- 4 now be able to move up the hierarchy in accordance with their specified developmental stage, as their environment is more nurturing

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QUESTION 35

Which of the following statements about the need for self-esteem in Maslow's hierarchy is/are correct?

- a It matters less how one achieves the respect one needs than the fact that one receives it
- b In order to be solid one's self-esteem should be based on one's actual worth and not on the opinions of others
- c This need occurs after the need for safety and before the needs for love and affiliation in the hierarchy
- d When a person's need for self-esteem is unfulfilled he/she may feel inferior, weak and helpless

The correct answer is

- 1 (a) & (c)
- 2 (b) & (d)
- 3 (a) & (d)
- 4 (b), (c) & (d)

QUESTION 36

Vuzi was really enjoying life. After making the many sacrifices needed to study hard and obtain his degree, he had just graduated from medical school. Before taking up a junior position in a very good practice he planned a two month trip overseas. A week before he was due to leave he was hijacked and brutally beaten one night on his way home. As a result of this Vuzi decided to postpone his overseas trip. He became withdrawn and did not go out with his friends anymore as he was scared to drive around Johannesburg at night.

According to Maslow's views on the functioning of the hierarchy, which one of the following statements would most accurately explain Vuzi's behaviour?

- 1 Before the hijacking Vuzi was overly confident and had stopped paying attention to the dangers of living in Johannesburg. As a result of his experience he now functions at a higher level in the hierarchy as he has learnt to take care of his safety needs.
- 2 Before the hijacking Vuzi was following the career of his choice and was functioning on the self-actualisation level. The hijacking however threatened his safety needs and he has as a result returned to a lower level of functioning. He will now have to work his way back up the hierarchy.
- 3 Before the hijacking Vuzi was following the career of his choice and was therefore functioning on the self-actualisation level. The hijacking threatened his safety needs and he has temporarily returned to a lower level of functioning. When he gets over his shock he will return to his previous level of functioning.
- 4 Before the hijacking Vuzi was only motivated by needs on the highest level of the hierarchy. As a result of the hijacking his behaviour is now affected by needs on more than one level of the hierarchy.

QUESTION 37

According to Maslow the self-actualiser is one who

- a is free from experiencing feelings of anxiety, guilt and conflict
- b sees past the barriers that people erect, recognising reality for what it is
- c laughs not only at the expense of others, but is also able to treat his/her own feelings of inferiority with lightness
- d approaches life with the fresh naivety of a child.

The correct answer is:

- 1 (a), (b) & (d)
- 2 (a), (c)
- 3 (c)
- 4 (b) & (d)

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QUESTION 38

Read the following extract from Mamphela Ramphele's (1995), *A Life*, and then answer the question

His sensitivity to others shines through in every encounter he has with people. The mark of greatness in people often manifests itself in the respect with which they treat others irrespective of social status. Mr Mandela's respect for his captors as human beings was also obvious in the manner in which he acknowledged the warder at the door and requested him to warn him in case we overstepped our time limit. This respect was in turn rewarded in most cases by the deference which they showed him. (p. 201)

The respect for the humanity of his captors that Mr Mandela is said to demonstrate in this extract may be said to best illustrate Maslow's criterion of (a) ----- for optimal functioning as (b) -----.

1. (a) spontaneity, simplicity and naturalness, (b) he is able to see past the barriers his captors erect
2. (a) the consistent renewal of appreciation, (b) his appreciation of their humanity shows that he does not tire of the simple, basic enjoyments in life
3. (a) discriminating between means and goals, (b) he has a strong moral code and knows the difference between right and wrong, good and evil
4. (a) social feeling, (b) he is able to demonstrate a concern for humankind in general

4 Read the following story and then answer Questions 39 and 40

Jane's mother died when she was five years old. Her father was a very wealthy business man who began spending even more time at the office after his wife died. He did this on the advice of some of his equally wealthy friends, who said that losing himself in his work was the best way for a man to overcome such a loss. This however left Jane to care for herself from a very young age and home was therefore never a very warm and loving place for her. As a result she used to spend as much time as possible at her friend Emily's house. Here she felt part of a warm and happy family. Emily's parents owned a small café, which they were very proud of as it had taken a great risk on her father's part to resign from his job and use his pension money to start up the business. Jane admired Emily and often wished that she could be just like her. In this regard she regretted her own shyness in comparison to Emily's confident nature. Despite this however, their shared experiences led to a very firm bond being formed between the two girls, who remained close friends. No one therefore found it very surprising when they performed equally well at school, often sharing the prize for first place.

QUESTION 39

According to Maslow's views on self-actualisation, which one of the following statements would most accurately explain Jane's and Emily's equal success at school?

1. Emily is functioning below her potential, as her favourable home circumstances should lead her to achieve more than Jane
2. While successful, Jane is still not realising her true talents, as her lower order needs are not being regularly satisfied
3. Jane's ability to perform as well as Emily, despite her difficult home circumstances, indicates that she is functioning at the level of self-actualisation
4. None of the above

QUESTION 40

According to Maslow's views on self-actualisation, which of the following statements about Jane's and Emily's fathers would you consider the most accurate?

- a. Jane's father's willingness to take the advice of his friends rather than follow his own course is a sign of the trusting nature of the self-actualiser
- b. Emily's father's courage to take a risk and start a new business is regarded as necessary for self-actualisation to occur.
- c. Jane's father's following of the cultural stereotype that men can only grieve by losing themselves in their work is an example of the lack of integration that prevents self-actualisation
- d. Emily's father's decision to use all his pension money to start the new business seriously threatened his esteem needs, thereby blocking the path to self-actualisation

The correct answer is

- 1 (b) & (c)
- 2 (a) & (b)
- 3 (c) & (d)
- 4 (a) & (d)

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QUESTIONS ON MASLOW'S THEORY

QUESTION 21

Which of the following statements most accurately explain Maslow's view of the person?

- (a) An individual has the potential to reach his or her highest level of functioning
- (b) An individual has an active will to develop, grow and reach his or her true potential
- (c) Human behaviour can be explained in terms of need gratification since this largely forms the basis for growth and self-actualisation
- (d) Human behaviour is goal-directed and an individual is viewed as the central figure in the actualisation of his or her own potential

The correct answer is

- 2
- (1) All of the above
 - (2) (b), (c) & (d)
 - (3) (a), (b) & (c)
 - (4) (c) & (d)

(tut 201 - 2017 - q 15)

Read the passage that follows and answer Questions 22 and 23

The petrol attendants working for the local petrol station have always felt safe and secure in their work. However, the station is now under new management. The new manager feels that the station has too many employees and is working at a loss. He has devised a plan to reduce the working days for all of them, which results in salary reductions. Over and above that, a point system has been introduced, meaning that the lower the performance points one scores, the higher the chance for one to be retrenched. This unstable situation has left them feeling very helpless and insecure, and they fear that they will lose their jobs.

QUESTION 22

On which level of Maslow's hierarchy of needs are the petrol attendants' needs presently dominant?

- 2
- (1) Physiological needs
 - (2) Safety needs
 - (3) The need to belong
 - (4) The need for self-esteem

QUESTION 23

In terms of Maslow's theory, the workers' efforts to maintain high performance points, as an attempt to ensure their jobs, best describe which one of the following categories of motives?

- 3 1
- (1) Self-realisation motives/motivation
 - (2) Growth motives/motivation
 - (3) Deficiency motives/motivation
 - (4) Survival motives/motivation

QUESTION 24

Nancy is a successful business woman. She is confident, at peace with herself, satisfied with her life and comfortable with whom she is. Which one of the following characteristics from Maslow's criteria for optimal functioning fits with the above scenario?

- 2
- (1) Exclusiveness
 - (2) Self-acceptance
 - (3) The democratic character structure
 - (4) Task involvement

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QUESTION 25

Lerato was nominated the best accountant in her company. As a result of this, she was offered the position of chief accountant at one of the top companies in Cape Town. She however, turned the post down. Her reason being that she did not think she was qualified enough to handle the company's demands. In terms of Maslow's theory, do you think that Lerato will be able to reach her true potential or not?

- 2
- (1) Yes, this is an indication that Lerato has self-knowledge and self-insight into her own capabilities, and as such, does not want to overstretch herself
 - (2) No, she underestimates her own abilities and talents, which will make it difficult for her to realise her true potential
 - (3) Yes, Lerato's refusal of the job offer reflects her honesty and lack of pretence. These are important qualities necessary for one to self-actualise
 - (4) No, she does not seem to want to develop her career and this reflects on how she handles her life demands in general. A self-actualiser needs to take risks

QUESTION 26

According to Maslow, an individual who functions optimally is someone who

- (a) has overcome the restrictions of the environment and is able to satisfy his or her needs on all four lower levels of the hierarchy on a regular basis
- (b) does not pay particular attention to the moral and ethical codes of society but abides by his or her own rules
- (c) has accepted the responsibility of self-actualisation and has become the best person that she or he can be
- (d) has self-knowledge and self-insight, and observes and recognises reality for what it is

The correct answer is

- 3
- (1) All of the above
 - (2) (d)
 - (3) (a), (c) & (d)
 - (4) (a), (b) & (c)

QUESTION 27

Which of the following statements most accurately explain Maslow's view on psychopathology?

- (a) Psychopathology results from the failure of the environment to provide for an individual's basic needs
- (b) Unfulfilled basic needs will reach pathological levels only in a person to whom these needs represent some form of deficiency in their lives
- (c) Over-gratification of needs can lead to pathology
- (d) Unfulfilled meta-needs could lead to pathological conditions called meta-pathologies

The correct answer is

- 1
- (1) All of the above
 - (2) (a), (c) & (d)
 - (3) (a) & (b)
 - (4) (c) & (d)

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Read the following story and answer Questions 28 to 30

Tsholofelo is a 24 year old woman. Both her parents passed away in a tragic accident when she was only 6 years old. She was left with her grandmother who passed away when Tsholofelo was 11 years old. From then on, she was passed on from one family to the other, and as a result she never had a stable sense of belonging with any of the families involved. At the age of 23 she married a very loving, caring and supportive man. Although she acknowledges that there is mutual love and caring between the two of them, she feels inadequate in her role as a wife and she feels that she is not good enough for her husband.

QUESTION 28

According to Maslow's hierarchy of needs, Tsholofelo's feelings of inadequacy could be attributed to

- (a) the frustration of her need for love and belonging as a child
- (b) ungratified safety needs when growing up
- (c) unfulfilled self-esteem needs when growing up
- (d) ungratified physiological needs as a child

The correct answer is

- (1) (a), (b) & (c)
- (2) (c) & (d)
- (3) (a) & (b)
- (4) All of the above

QUESTION 29

In terms of Maslow's theory, Tsholofelo is presently functioning at the level of her _____ needs

- (1) self-esteem, and affiliation and love
- (2) self-esteem
- (3) affiliation and love
- (4) security

QUESTION 30

In line with Maslow's theory, which of the following would you regard as the optimal therapeutic consideration/s when dealing with Tsholofelo's situation?

- (a) The therapist should create a therapeutic relationship within which the therapist shows respect for Tsholofelo's innate character
- (b) The therapist's main task is to create a trusting environment within which Tsholofelo will be able to discover and re-discover meaning in her life
- (c) The therapist should assume the role of a facilitator who will guide Tsholofelo towards gaining insight into her own deficient needs so that she can discover her true potential

The correct answer is

- (1) (b) & (c)
- (2) All of the above
- (3) (a) & (c)
- (4) (c)

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QUESTIONS ON MASLOW'S THEORY

QUESTION 31

According to Maslow's conceptualisation of a hierarchy of needs,

- (1) self-actualisation is a core need that dominates all other needs from birth onwards
- (2) the lower the need in the hierarchy, the weaker it is
- (3) development progresses through successive stages of need gratification
- (4) growth motives refer to experiencing love and acceptance

QUESTION 32

Ben has been in the same job for the same company for most of his working life. He works late hours, saves every possible cent of his income, and keeps telling his wife that she should be grateful for the security he is providing his family. She feels that his many saving accounts and insurance policies do not make up for the little time he spends with his family, his restlessness, impatience and constant complaints about the children's untidiness and the lack of order in the home. According to the theory of Maslow, which of the following statements may be applicable to Ben's life?

- (a) Ben has achieved the level of self-actualisation at the expense of the happiness of his family
- (b) Ben has not successfully progressed to the level where he can express and receive love and bond in an intimate way
- (c) As a child, Ben's safety needs may have remained acutely unfulfilled, resulting in him directing all his energies towards achieving security and stability in life
- (d) Ben has most probably never realised his true talents nor become the kind of person he could have been had he not been so excessively concerned with achieving security and stability in his life

The correct answer is

- (1) (a), (b) & (c)
- (2) (b), (c) & (d)
- (3) (a) & (b)
- (4) (a) & (c)

QUESTION 33

Which one of the following statements relating to Maslow's conceptualisation of self-actualisation, is incorrect?

- (1) The fulfilment of basic needs will lead to the next step, namely, the achievement of self-actualisation
- (2) Self-actualisation is a growth need which leads to fully-functioning, goal oriented being
- (3) Even though self-actualisation has been achieved, a severe set-back in life may cause regression to a lower level of need
- (4) A person may have fulfilled every deficiency need, yet feel restless and unhappy

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QUESTION 34

Maslow believes that meta-needs

- (a) must be fulfilled to ensure maximal growth
- (b) unlike basic needs, are not innate
- (c) if unfulfilled, can also lead to pathological conditions
- (d) refers to self-actualisation

The correct answer is

- 2
- (1) (a), (b), (c) & (d)
 - (2) (a), (c) & (d)
 - (3) (b) & (c)
 - (4) (b) & (d)

QUESTION 35

Walter, a child of a poor family, loved to draw and used whatever he could find to make little works of art. When he was old enough to work, he did not try and get a well-paying job like his brothers did but decided to do what he felt he was destined to be, namely, an artist. Doing odd jobs, he spent most of his money to buy the paints and art materials he needed. Even though he often went hungry, he took great delight in doing what he loved doing, namely, to make works of art. According to Maslow's theory, this scenario

- 3
- (1) is impossible since self-actualisation only becomes possible when deficiency needs have been met
 - (2) is very likely since self-actualisation is a stronger and more dominant need than the deficiency needs
 - (3) demonstrates the fact that higher needs may sometimes motivate behaviour even when lower needs have not been gratified
 - (4) is foreign to the humanistic school of thought

QUESTION 36

According to Maslow, self-actualisation is not always attained because

- (a) most people evade responsibilities and shy away from the challenge to realise their talents and work towards self-actualisation
- (b) the social environment can place obstructions in the way of a person's growth towards self-actualisation
- (c) it is a developmental achievement which only exceptional people attain. The ordinary person does not feel the need to function on the higher levels of self-actualisation
- (d) most people have poor self-knowledge and do not know what they are capable of and consequently fail to realise their potential

The correct answer is

- 2
- (1) (a), (b), (c) & (d)
 - (2) (a), (b) & (d)
 - (3) (b), (c) & (d)
 - (4) (c) & (d)

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QUESTION 37

According to Maslow, a person who functions optimally is someone who

- (a) subjects his or her own needs for self-actualisation to the injunction to conform to the demands and prevailing norms of society
- (b) needs the rewards of recognition and acclaim of his or her social circle and of society at large in order to realise his or her potential
- (c) functions relatively independently of his or her physical and social environment
- (d) has accepted the responsibility of becoming the best that he or she can be

The correct answer is

- (1) (a) & (b)
- (2) (a) & (d)
- (3) (a), (b) & (d)
- (4) (c) & (d)

QUESTION 38

Maslow selected representatives of the best in human nature that he could find, in order to elucidate his concept of self-actualisation. He concluded that

- (1) the need for self-actualisation only operates in the lives of a small group of highly select people
- (2) self-actualisers have reached a level of human perfection
- (3) because they are so way above the average, ordinary people will not approach self-actualisers for support and advice
- (4) fallibility and human weakness remain part of being human, no matter what level of psychological growth is achieved

QUESTION 39

On the basis of the biographical information he assembled about people who are highly self-actualising, Maslow set out to describe the characteristics of the optimally functioning person. Which of the following statements are accurate descriptions of some of these characteristics?

- (a) The behaviour of self-actualisers is spontaneous and without superficiality and pretence
- (b) Self-actualisers become irritated by the deficiencies of ordinary people
- (c) Without exception, self-actualisers are involved in a cause outside their own skins
- (d) Self-actualisers often tire of the simple and basic enjoyments of life

The correct answer is

- (1) (a), (b), (c) & (d)
- (2) (a), (b) & (c)
- (3) (a), (c) & (d)
- (4) (a) & (c)

QUESTION 40

In terms of their interpersonal relationships, Maslow found that self-actualisers

- (1) are exclusive and disengaged from any real involvement with others
- (2) can be identified as cold and distant towards ordinary people
- (3) acquire admirers, followers or disciples who demand more from self-actualisers than they can offer
- (4) include in their close circle of friends each and every one irrespective of capacity, talent and level of growth

QUESTIONS ON MASLOW'S THEORY

QUESTION 21

Maslow's perspective is characterised by

- (a) its emphasis on human potential
- (b) the conviction that people are essentially good and worthy
- (c) its emphasis on healthy and optimal functioning
- (d) the belief that human development can be explained in terms of need gratification

The correct answer is

- (1) All of the above
- (2) (a) & (b)
- (3) (c) & (d)
- (4) (a), (b) & (c)

QUESTION 22

According to Maslow, need gratification

- (a) is a process of fulfilling basic needs through strictly successive, developmental stages
- (b) refers to self-actualisation
- (c) is a means of relieving tension
- (d) is the basis for growth and the realisation of an individual's potential through self-actualisation

The correct answer is

- (1) All of the above
- (2) (a) & (b)
- (3) (c) & (d)
- (4) (b), (c) & (d)

QUESTION 23

According to Maslow's theory, the concept of ____ explains how an individual is viewed as an integrated whole, as a person with worth and dignity and as one who strives towards the actualisation of his/her potential

- (1) optimism
- (2) humanism
- (3) self-actualisation
- (4) phenomenology

QUESTION 24

According to Maslow, the meta needs

- (a) must be fulfilled to ensure maximal growth
- (b) are also known as growth motivations
- (c) emerge at the self-actualisation level
- (d) are innate

The correct answer is

- (1) All of the above
- (2) (a), (c) & (d)
- (3) (b) & (d)
- (4) (a) & (c)

OCT 2012

Read the following story and then answer Questions 25 to 27

Mosala is a qualified teacher, and began her teaching career with passion. However, her husband, who earned a good salary, insisted that she become a full-time homemaker before she even started her teaching career. Unfortunately, her husband died in a tragic accident last year. Her sister is now encouraging her to pursue her teaching career again because she believes that Mosala is cut out to be a teacher. Mosala is however hesitant because she does not trust her ability and she feels she might not do a good job. Meanwhile, she has developed new career ideas, but is uncertain about whether she will cope or not and hesitates to take the first step.

QUESTION 25

Where, on Maslow's hierarchy, do you think Mosala's needs are most dominant at the end of the story?

- (1) Safety needs
- (2) Need for affiliation and love
- (3) Need for self-esteem
- (4) Need for self-actualisation

QUESTION 26

According to Maslow's view of the dynamics of personality, which one of the following statements applies to Mosala's life so far?

- (1) Before her husband's death, when Mosala was teaching, she was functioning on the level of self-actualisation
- (2) After Mosala's husband's death it will be unlikely that she will be able to realise her potential
- (3) Mosala functions on the self-actualisation level, because she has developed new ideas
- (4) Mosala's need for esteem has now diminished as a motivating force

QUESTION 27

According to Maslow's theory, for Mosala to ensure that her career ideas become a reality, she needs to

- (a) place a high priority on gratifying her basic needs
- (b) listen to her sister's advice and make the best of her teaching career and not make the mistake of confusing herself with too many ideas
- (c) have the courage to take risks and overcome the limitations and barriers that she has created for herself
- (d) develop self-knowledge and self-insight so as to actualise her potential

The correct answer is

- (1) (a)
- (2) (b)
- (3) (b), (c) & (d)
- (4) (a), (c) & (d)

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QUESTION 28

Some people find it difficult to actualise their potential. From the hypotheses given below, choose the statement/s that most accurately fit/s with Maslow's theory.

- (a) The social environment creates obstructions and may even prevent people from reaching their full potential
- (b) People's basic needs may not have been fully satisfied
- (c) People do not conform to the demands and prevailing norms of society
- (d) People underestimate their talents and fear success

The correct answer is

- (1) All of the above
- (2) (d)
- (3) (a), (c) & (d)
- (4) (a) & (d)

QUESTION 29

Which of the following statements most accurately represent/s Maslow's view of the development of personality?

- (a) The meta needs are the needs that individuals should strive for to ensure ideal functioning
- (b) Someone who has reached the highest level of development functions at the level of self-actualisation and is motivated by growth and deficiency needs
- (c) Development proceeds in accordance with the need hierarchy
- (d) The higher in the hierarchy the level of motivation, the higher the individual's level of development

The correct answer is

- (1) All of the above
- (2) (c)
- (3) (a), (b) & (d)
- (4) (c) & (d)

QUESTION 30

According to Maslow, self-actualisation

- (1) refers to a realistic evaluation of one's potential
- (2) is the motive to realise one's true potential
- (3) refers to healthy development
- (4) dominates all other human needs

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QUESTIONS ON MASLOW'S THEORY

Read the following story carefully, and then answer Questions 21 to 24

Susan was a highly successful motivational speaker for large companies, a job she loved doing since she felt it allowed her to give full expression to her talents and expertise. It also gave her the opportunity to challenge others to make the best of their own lives and to show her real concern and love for her fellow human beings. However, after both her parents were tragically killed in a car accident, Susan lost all interest in her career. Like a child, she wanted to be held and comforted. She did not want to leave her familiar surroundings and clung to her memories of her parents, whom she dearly loved.

QUESTION 21

According to Maslow, the needs Susan was meeting before her parents tragic death, are called (a) ____, whereas the needs Susan was experiencing after the death of her parents, are known as (b) ____.

- 4
- (1) (a) meta- or extrinsic needs
(b) deficiency or basic needs, also known as intrinsic needs
 - (2) (a) lower or core needs, also known as foundational needs
(b) drive-motives, also known as the stronger needs
 - (3) (a) congruency needs
(b) survival needs
 - (4) (a) meta-needs or B-values, also known as growth-motives
(b) deficiency or basic needs

QUESTION 22

Susan lapsed into safety and love needs after the shock of the death of her parents. This proves Maslow's view that

- (a) the lower the need in the hierarchy, the more urgent it is, which means that lower needs must first be gratified before needs at a higher level manifest themselves
- (b) deficiency motives are directly related to the basic needs for survival, the gratification of which brings about a decrease in tension
- (c) when a person's behaviour is directed by deficiency motives, his or her cognitive abilities are actually applied negatively because the objective is to avoid unpleasant situations
- (d) once a person has reached a higher level of functioning, this does not mean that lower needs will never be experienced again

The correct answer is

- 3
- (1) (a) & (d)
 - (2) (b) & (c)
 - (3) All of the above
 - (4) (d)

QUESTION 23

According to Maslow's theory, the full expression of Susan's talents and expertise in her role as motivational speaker point to a functioning on the level of ____.

- 4
- (1) self-esteem needs
 - (2) affiliation and love needs
 - (3) safety needs
 - (4) self-actualisation needs

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QUESTION 24

According to Maslow,

- (1) Susan's return to an earlier mode of functioning can be regarded as temporary, since she has already successfully functioned on a higher level
- (2) the loss of all interest in her career and her overwhelming needs at the present moment are indicative of the fact that Susan's basic needs were never really met
- (3) Susan's present quest for safety, and the warmth and positive regard of others, is hindering her actualisation tendency and is in conflict with her organismic potential
- (4) Susan's regression to a lower level of functioning provides proof of fixation at this level during her childhood years

Read the following story carefully, and then answer Questions 25 to 28

Samson was the youngest of ten children. His family was very poor and could only afford to let their eldest son have an education. Samson was particularly envious of this brother and secretly felt that he was more intelligent than his brother, but was afraid that, if he did go to school, this belief might prove false. Samson was also intimidated by an overly strict father who never allowed Samson to express any of his own ideas or venture an opinion on anything. Even though Samson's mother believed and told him that he was a talented boy, Samson felt he was really a good-for-nothing and spent his time loitering in the streets, even indulging in petty theft.

QUESTION 25

According to Maslow, Samson never attained self-actualisation because

- (a) restrictive and negative circumstances hampered Samson from actualising his potential
- (b) Samson, like a Jonah, actually ran away from realising the talents that his mother and he himself at moments believed he had
- (c) he was afraid of overestimating himself

The correct answer is

- (1) (a)
- (2) (a) & (b)
- (3) All of the above
- (4) (b) & (c)

QUESTION 26

The fact that his father allowed him no say, whereas his mother told him he was talented, could have caused Samson to be hampered in his development by the following factor mentioned by Maslow as one of the causes of unfulfilled potential

- (1) The incapacitating conflict between the superego and the id
- (2) A lack of personality integration
- (3) Incongruent functioning
- (4) Contradictory environmental influences and conditioning

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QUESTION 27

Samson was afraid to really believe in himself - one of the reasons why he made no attempt to realise his potential. According to Maslow,

- (1) Samson lacked the so-called arrogance of creativity, the one thing necessary to realise one's potential
- (2) Samson needed pride as well as humility in order to realise his potential
- (3) Samson, instead of suffering from an inferiority complex, should have developed a superiority complex, enabling him to realise his potential
- (4) Samson was right in not thinking too much of himself, since he did not really have any potential to realise

QUESTION 28

According to Maslow's theory, Samson's envy of his educated brother and his secret belief that he was more intelligent than this brother can be seen as evidence of

- (1) the will and need of every person to realise his or her potential
- (2) the will to meaning deeply embedded in every person
- (3) the aggressive side of human nature
- (4) the will to power underlying the striving to be superior

QUESTION 29

Which one of the following statements correctly reflects Maslow's view?

- (1) Self-actualisers are sociable people who like to have constant contact with other people
- (2) Self-actualisers are achievers who will use any means to reach the high goals they have set themselves
- (3) Self-actualisers function relatively independently of their physical and social environment
- (4) Self-actualisers tend to be autocratic since they are functioning on a higher level than most people

QUESTION 30

In order to prevent psychopathology in society, Maslow believed that

- (a) ample provision should be made for the gratification of the basic needs of people
- (b) the fulfilment of the meta-needs of people should be deemed important
- (c) there should be respect for the dignity and rights of every person
- (d) the over-gratification of needs should be encouraged to ensure the optimal mental health of people

The correct answer is

- (1) (a), (b) & (c)
- (2) (a), (b) & (d)
- (3) (a) & (b)
- (4) (b), (c) & (d)