

Maslow Abraham H A Theory Of Human Motivation 1943

This innovative text sheds light on how people work -- why they sometimes function well and, at other times, behave in ways that are self-defeating or destructive. The author presents her groundbreaking research on adaptive and maladaptive cognitive-motivational patterns and shows: * How these patterns originate in people's self-theories * Their consequences for the person -- for achievement, social relationships, and emotional well-being * Their consequences for society, from issues of human potential to stereotyping and intergroup relations * The experiences that create them This outstanding text is a must-read for researchers in social psychology, child development, and education, and is appropriate for both graduate and senior undergraduate students in these areas.

Nursing theory is a major part of all nursing courses and nurses are encouraged to use theories in practice, but it is not always easy for the student to make a real connection between the two. Drawing on many years' experience of teaching and research, Hugh McKenna addresses the theory needs of both students and qualified staff. He demystifies the confusing terminology associated with nursing theory and shows how all nurses can build theory from practice through reflection and analysis. This text offers step-by-step guidelines on: * how to analyse concepts * how to generate and select theory * how to apply and test theory in practice. Written in a friendly, easy to read style, *Nursing Theories and Models* puts forward realistic strategies for bridging the theory-practice gap.

Although the management of organizational behavior's importance should be evident, students often don't take the course that seriously. One common student response is that organizational behavior is nothing more than common sense. The field of organizational behavior is a valuable source of practical insight that managers can use to improve the workings of their own firms and to thrive where others might fail. Other textbook authors have avoided deep coverage and failed to build any sense of challenge. John Wagner and John Hollenbeck avoid these pitfalls and challenge students on many levels. They have made the key connection between theory and practice and understand students can excel when challenged to learn something meaningful. *Organizational Behavior* is written to motivate exceptional student performance. The content requires the student to think and take seriously organizational behavior and why its importance is one of the keys to securing competitive advantage.

The destruction of wildlife habitats ... organized crime ... AIDS ... illiteracy ... acid rain -- these are among the 130,000 topics documented and discussed in the new edition of the Encyclopedia. But its truly unique goal is to present this complex set of issues in ways that facilitate an organized response. To this end, the book also focuses on the complex relationship between problems and society's own ideological relationship with these problems. How do human priorities and perceptions aggravate or enable problems? What are the established and alternative responses? The Encyclopedia contains over 158,000 cross-references between entries, an extensive 91,000 practical key term index, bibliographies, and full cross-referencing to the Yearbook of International Organizations. For anyone concerned with the world community, here are the means to explore and participate in today's most crucial endeavors. Volume 2, *Human Potential: Transformation and Values*, contains 7,700 entries reflecting a spectrum of problem-solving approaches based on such human development issues as self-learning, creativity, and modes of awareness. The volume also focuses on specific religious beliefs, value systems, and thought patterns. With the radical growth in the ubiquity of digital platforms, the sharing economy is here to stay. This Handbook explores the nature and direction of the sharing economy, interrogating its key dynamics and evolution over the past decade and critiquing its effect on society.

Medical Education: Theory and Practice is a new text linking the theory and the practice for graduate students and educators who want to go beyond the basics. The scholarship of medical education is, above all, a 'practice', but one that has a strong theoretical foundation. Neither theory nor practice stand still, and both are grounded in research. The novelty of this book lies in its interweaving of practice, theory, innovation and research. The book starts with a theorised, contemporary overview of the field. Next, it explores the theoretical foundations of medical education in depth. The remainder of the book reviews a whole a range of educational contexts, processes and outcomes. This work has been edited by a distinguished, international team of medical educationalists and written by equally accomplished authors from across the globe representing a spectrum of disciplines. This will be an invaluable text for all Masters Students in health professions education as well as PhD students and education researchers wanting a background to the discipline. Educators and medical students will also find it a very useful resource. Written by key figures in medical educational research combined with a strong editorial influence from the international editorial team. The text has a strong evidence-based approach that is fully cognisant of research methodology issues, The book provides a scholarly explanation on the topic, rather than aiming to say the last word. Written throughout in a clear and comprehensible style. The content is extensively referenced with additional suggestions for further reading.

Applying organization theory to public and governance organizations, *Organization Theory and Governance for the 21st Century* presents readers with a conscious and thoughtful awareness of the history and evolving nature of organizations. Authors Sandra Parkes Pershing and Eric Austin address emerging theories rarely touched upon in competing titles, and take a deeper look into assumed theories to give the student a chance to critically consider the consequences these embedded assumptions have for organizational practice. By providing a consistent theoretical grounding and a clear focus on post-traditionalist thinking, the book gives students the background they need to analyze organizational settings and take effective action in the unique setting of contemporary governance.

This volume presents a state-of-the-science review of the most promising current European research -- and its historic roots of research -- on complex problem solving (CPS) in Europe. It is an attempt to close the knowledge gap among American scholars regarding the European approach to understanding CPS. Although most of the American researchers are well aware of the fact that CPS has been a very active research area in Europe for quite some time, they do not know any specifics about even the most important research. Part of the reason for this lack of knowledge is undoubtedly the fact that European researchers -- for the most part -- have been rather reluctant to publish their work in English-language journals. The book concentrates on European research because the basic approach European scholars have taken to studying CPS is very different from one taken by North American researchers. Traditionally, American scholars have been studying CPS in "natural" domains -- physics, reading, writing, and chess playing -- concentrating primarily on exploring novice-expert differences and the acquisition of a complex skill. European scholars, in contrast, have been primarily concerned with problem solving behavior in artificially generated, mostly computerized, complex systems. While the American approach has the advantage of high external validity, the European approach has the advantage of system variables that can be systematically manipulated to reveal the effects of system parameters on CPS behavior. The two approaches are thus best viewed as complementing each other. This volume contains contributions from four European countries -- Sweden, Switzerland, Great Britain, and Germany. As such, it accurately represents the bulk of empirical research on CPS which has been conducted in Europe. An international cooperation started two years ago with the goal of bringing the European research on complex problem solving to the awareness of American scholars. A direct result of that effort, the contributions to this book are both informative and comprehensive.

Includes Original Essays & Letters "The more evolved and psychologically healthy people get, the more will enlightened management policy be necessary in order to survive in competition and the more handicapped will be an enterprise with an authoritarian policy."-Abraham Maslow In a world in which each new day brings a new management theory or strategic proposition, the timeless ideas of Abraham Maslow resonate with unimpeachable insight and clarity. Dr. Maslow, the pioneer behind elemental concepts including the hierarchy of needs and the human search for self-actualization, innately understood that the goals and passions that so impact humans in their everyday life could be just as applicable-and his own findings just as valuable-in the work environment. The *Maslow Business Reader* collects Maslow's essays and

letters for his many devoted adherents, and introduces his published and unpublished works to readers unfamiliar with Maslow's management breakthroughs. From recognizing and warning against management's natural progression to mechanize the human organization to brilliant discussions of human motivation, Dr. Maslow never fails to instantly recognize the heart and soul of each matter and provide direct, across-the-board solutions. Abraham Maslow's contributions to behavioral science shine on every page. In notes and articles, as well as personal letters to icons B. F. Skinner, John D. Rockefeller II, and others, The Maslow Business Reader provides his outlook on: * Management and leadership issues such as customer loyalty, entrepreneurship, and the importance of communication * Ways to build a work environment conducive to creativity, innovation, and maximized individual contributions * Techniques for finding comfort in change and ambiguity, and using them to spur creativity and innovation Amid today's impressive technological innovations, business leaders sometimes forget that work is-at its core-a fundamental human endeavor. The Maslow Business Reader reminds us of Dr. Abraham Maslow's towering contribution to the understanding of human behavior and motivation, and how his efforts can lead to a greater understanding of the twenty-first-century workplace-and the workers who call it home. An important analysis of workplace motivation-from the twentieth century's most influential behavioral expert Abraham Maslow is renowned-and rightfully so-for his pioneering work on the hierarchy of needs and the human drive for self-actualization. As today's worker increasingly equates professional success with personal satisfaction and fulfillment, Dr. Maslow's words and ideas have become recognized for their wisdom and prescience on performance improvement and management/employee relationships. The Maslow Business Reader collects Abraham Maslow's most instructive, intuitive thoughts and essays into one important volume. Assembled from the wealth of behavioral research and analysis Dr. Maslow left upon his death in 1970, the enclosed selections reveal a man comfortable with his position in history, tireless in his efforts to better understand what truly makes humans strive to reach their potential, and gifted in his ability to translate the most profound concepts and realities into entertaining, thought-provoking prose. Abraham Maslow is still regarded as the modern world's most articulate, insightful authority on human behavior and motivation. Discover his beliefs and conclusions on worker drives and motivations-as applicable today as when they were first written-in The Maslow Business Reader.

The Goal of my book or Journal has been finding Heaven on Earth within our own families learning better communication habits that builds better relationships. Gods Love is what I think can save this old world of ours one family one church one town at a time. Gods Love to You. -Pam

A Theory of Human Motivation GENERAL PRESS

Edition after edition, Kathleen Stassen Berger's bestselling textbooks connect all kinds of students to current state of developmental psychology, in an engaging, accessible, culturally inclusive way. Berger's Invitation to the Life Span does this in just 15 concise chapters, in a presentation that meets the challenges of exploring the breadth of the life span in a single term.

US psychologist Abraham Maslow's A Theory of Human Motivation is a classic of psychological research that helped change the field for good. Like many field-changing thinkers, Maslow was not just a talented researcher, he was also a creative thinker – able to see things from a new perspective and show them in a different light. He studied what he called exemplary people such as Albert Einstein, Jane Addams, Eleanor Roosevelt, and Frederick Douglass rather than mentally ill or neurotic people. Maslow generated new ideas, forging what he called 'positive' or 'humanistic psychology'. His argument was that humans are psychologically motivated by a series of hierarchical needs, starting with the most essential first. His theories parallel many other theories of human developmental psychology, some of which focus on describing the stages of growth in humans.

After fifteen years of rising to the pinnacle of the hospitality industry, Chip Conley's company was suddenly undercapitalized and overexposed in the post-dot.com, post-9/11 economy. For relief and inspiration, Conley, the CEO and founder of Joie de Vivre Hospitality, turned to psychologist Abraham Maslow's iconic Hierarchy of Needs. This book explores how Conley's company "the second largest boutique hotelier in the world" overcame the storm that hit the travel industry by applying Maslow's theory to what Conley identifies as the key Relationship Truths in business with Employees, Customers and Investors. Part memoir, part theory, and part application, the book tells of Joie de Vivre's remarkable transformation while providing real world examples from other companies and showing how readers can bring about similar changes in their work and personal lives. Conley explains how to understand the motivations of employees, customers, bosses, and investors, and use that understanding to foster better relationships and build an enduring and profitable corporate culture.

Released for the first time in paperback, this landmark social and political volume on feminism is credited with being responsible for raising awareness, liberating both sexes, and triggering major advances in the feminist movement. Reprint.

With its signature focus on evolutionary psychology, MOTIVATION: THEORY, RESEARCH AND APPLICATION, 6E reflects the latest developments from the field in its thorough coverage of the biological, behavioral, and cognitive explanations for human motivation. The book clearly presents the advantages and drawbacks to each of these explanations, allowing students to draw their own conclusions. Relevant and timely, the text helps readers understand the processes that activate their behavior by drawing examples from topics that interest students, including sleep, stress, eating disorders, helping behavior, emotion, and more. Extremely student friendly, the text includes numerous study aids to maximize learner success, while vivid graphic illustrations offer additional insight into key concepts. In addition, its unique thematic approach gives instructors ultimate flexibility. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Full facsimile of the original edition, not reproduced with Optical Recognition Software. In this compelling book, Professor Maslow uses studies of psychologically healthy people and of the healthiest experiences and moments in the lives of average people to demonstrate that human beings can be loving, noble and creative, that they are capable of pursuing the highest values and aspirations. A classic text in the field of humanistic psychology.

Integrating control theory, evolutionary psychology, and a hierarchical approach to personality, this book presents a new approach to motivation, personality, and consumer behavior. Called the 3M, which stands for 'Meta-theoretic Model of Motivation', this theory seeks to account for how personality traits interact with the situation to influence consumer attitudes and actions. The book proposes that multiple personality traits combine to form a motivational network that acts to influence behavior. Mowen argues that in order to understand the causes of enduring behavioral tendencies, one must identify the more abstract traits underlying surface behaviors. In constructing the 3M model, the author reports data from fifteen empirical studies employing over 3500 respondents. In this hierarchical model, four types of personality traits are identified: elemental, compound, situational, and surface traits. Eight elemental traits are proposed as forming the underlying dimensions of personality. Consistent with control theory, the research reveals that the elemental traits combine to form compound traits, such as self-efficacy, task orientation, playfulness, and competitiveness. These elemental and compound traits combine with situational influences to cause enduring behavioral tendencies within general situational contexts. Examples of situational traits investigated include impulsive buying, value consciousness, sports interest, and health motivation. In the 3M model the elemental, compound, and situational traits combine to yield surface traits, which are enduring dispositions to act in specific behavioral contexts. Five surface traits are empirically investigated in the book: compulsive buying, sports participation, healthy diet lifestyles, proneness to bargaining, and a tendency to frugality. Across these five studies, the empirical results reveal that the 3M model accounts for over 44% of the variance in the surface trait measures. By presenting a new meta-theory of motivation and personality that is testable, Mowen's 3M model accounts for high levels of variance in consumer behavior. By integrating the work of selected past and current theorists into a comprehensible whole, the 3M model provides

coherence in a field currently dominated by conflicting ideas, theories, and approaches. The book provides evidence that by understanding the individual dispositions that underlie consumer behavior, public policy officials and marketing specialists can develop better communication programs to influence and persuade their target audiences. The book shows how to employ the 3M model to segment the marketplace, provide psychographic inventories, position brands, create promotional themes, and develop brand personalities.

In this provocative exploration into the nature and value of power in organizations, authors David McClelland and David Burnham reveal how the drive for influence is essential to good management. The authors provide a wealth of counterintuitive insights about what using power really means in today's business landscape. *Power Is the Great Motivator* is a must-read for all managers seeking to foster high morale and a strong sense of responsibility and commitment in their workforce. Since 1922, *Harvard Business Review* has been a leading source of breakthrough ideas in management practice. The *Harvard Business Review Classics* series now offers you the opportunity to make these seminal pieces a part of your permanent management library. Each highly readable volume contains a groundbreaking idea that continues to shape best practices and inspire countless managers around the world.

An updated version of an influential study, originally published in 1963 as *Euspychian Management*, of human behavior and motivation in the workplace includes interviews with Bill Bradley, Steve Jobs, Mort Meyerson, and others. 30,000 first printing. \$50,000 ad/promo.

I have tried in this revision to incorporate the main lessons of the last sixteen years. These lessons have been considerable. I consider it a real and extensive revision—even though I had to do only a moderate amount of rewriting—because the main thrust of the book has been modified in important ways which I shall detail below.

With more than 300 entries, these two volumes provide a one-stop source for a comprehensive overview of communication theory, offering current descriptions of theories as well as the background issues and concepts that comprise these theories. This is the first resource to summarize, in one place, the diversity of theory in the communication field. Key Themes Applications and Contexts Critical Orientations Cultural Orientations Cybernetic and Systems Orientations Feminist Orientations Group and Organizational Concepts Information, Media, and Communication Technology International and Global Concepts Interpersonal Concepts Non-Western Orientations Paradigms, Traditions, and Schools Philosophical Orientations Psycho-Cognitive Orientations Rhetorical Orientations Semiotic, Linguistic, and Discursive Orientations Social/Interactional Orientations Theory, Metatheory, Methodology, and Inquiry

The goal of this book is to examine three major theories and their approach to psychotherapy: psychodynamic, affective, and behavioral—which are defined as specific skills that a clinician or student can readily understand. In this book, these theories of psychotherapy are broken down into three phases or levels: beginning (Level I) intermediate (Level II) and action (Level III). Theories that are Level I will be appropriate for establishing a counseling relationship. Level II counseling skills further enhance this initial counseling relationship. Level III theories are action-oriented theories.

How do you tailor education to the learning needs of adults? Do they learn differently from children? How does their life experience inform their learning processes? These were the questions at the heart of Malcolm Knowles's pioneering theory of andragogy which transformed education theory in the 1970s. The resulting principles of a self-directed, experiential, problem-centered approach to learning have been hugely influential and are still the basis of the learning practices we use today. Understanding these principles is the cornerstone of increasing motivation and enabling adult learners to achieve. This eighth edition has been thoughtfully updated in terms of structure, content, and style. On top of this, online material and added chapter-level reflection questions make this classic text more accessible than ever. The new edition includes: Two new chapters: Neuroscience and Andragogy, and Information Technology and Learning. Updates throughout the book to reflect the very latest advancements in the field. A companion website with instructor aids for each chapter. If you are a researcher, practitioner or student in education, an adult learning practitioner, training manager, or involved in human resource development, this is the definitive book in adult learning that you should not be without.

First published in 2009. Routledge is an imprint of Taylor & Francis, an informa company.

"The Handbook of Humanistic Psychology presents a historic overview, theory, methodology, applications to practice and to broader settings, and an epilogue for the new millennium...The Handbook of Humanistic Psychology is an academic text excellently suited for collegiate education and research...The Handbook of Humanistic Psychology will be the inspiration and reference source for the next generation of humanists in all fields." - Lynn Seiser, Ph.D., *THE THERAPIST* "This volume represents an essential milestone and defining moment for humanistic psychology.... [It] belongs on the shelf of everyone who identifies with the humanistic movement and can serve as an excellent resource for those who would like to offer their students more than the perfunctory three paragraphs designated to humanistic psychology found in most introductory psychology books" -Donadrian Rice, *CONTEMPORARY PSYCHOLOGY* "Psychologists already partial to humanistic perspectives will take great pleasure in reading this book, and those seeking to expand their understanding of psychological humanism will find themselves much informed, perhaps even inspired, by it." - Irving B. Weiner, *PSYCHOTHERAPY RESEARCH* "A cornucopia of valuable historical, theoretical, and practical information for the Humanistic Psychologist." — Irvin Yalom, Emeritus Professor of Psychiatry, Stanford University "The editors represent both the founding generation and contemporary leadership and the contributors they have enlisted include most of the active voices in the humanistic movement. I know of no better source for either insiders or outsiders to grasp what humanistic psychology is about, and what either insiders or outsiders should do about it." — M. Brewster Smith, University of California at Santa Cruz "As a humanist it offered me a breadth I had not known existed, as a researcher it offered me an excellent statement of in depth research procedures to get closer to human experience, as a practitioner it offered me inspiration. For all those who work with and explore human experience, you can not afford to miss the voice of the third force so excellently conveyed in this comprehensive coverage of its unique view of human possibility and how to harness it." — Leslie S. Greenberg, York University Irvin Yalom, M. Brewster Smith, Leslie S. Greenberg, Inspired by James F. T. Bugental's classic, *Challenges of Humanistic Psychology* (1967), *The Handbook of Humanistic Psychology* represents the latest scholarship in the resurgent field of humanistic psychology and psychotherapy. Set against trends toward psychological standardization and medicalization, the handbook provides a rich tapestry of reflection by the leading person-centered scholars of our time. Their range in topics is far-reaching—from the historical, theoretical, and methodological, to the spiritual, psychotherapeutic, and multicultural. Psychology is poised for a renaissance, and this handbook plays a critical role in that transformation. As increasing numbers of students and professionals rebel against mechanizing trends, they are looking for the fuller, deeper, and more personal psychological orientation that this handbook promotes.

How do you tailor education to the learning needs of adults? Do they learn differently from children? How does their life experience inform their learning processes? These were the questions at the heart of Malcolm Knowles' pioneering theory of andragogy which transformed education theory in the 1970s. The resulting principles of a self-directed, experiential, problem-centred approach to learning have been hugely influential and are still the basis of the learning practices we use today. Understanding these principles is the cornerstone of increasing motivation and enabling adult learners to achieve. The 9th edition of *The Adult*

Learner has been revised to include: Updates to the book to reflect the very latest advancements in the field. The addition of two new chapters on diversity and inclusion in adult learning, and andragogy and the online adult learner. An updated supporting website. This website for the 9th edition of The Adult Learner will provide basic instructor aids. For each chapter, there will be a PowerPoint presentation, learning exercises, and added study questions. Revisions throughout to make it more readable and relevant to your practices. If you are a researcher, practitioner, or student in education, an adult learning practitioner, training manager, or involved in human resource development, this is the definitive book in adult learning you should not be without. Elkins, a long-time leading voice in humanistic psychology, presents a compelling case about what is wrong with contemporary psychotherapy and how, through a re-envisioned humanistic psychology, it needs to change.

Proposing religious experience as a legitimate subject for scientific investigation, Maslow studies the human need for spiritual expression. About the Author Abraham H. Maslow taught at Brooklyn College and the Western Behavioral Sciences Institute, and was Chairman of the Department of Psychology at Brandeis University. From 1967 to 1968 he was President of the American Psychological Association. Dr. Maslow was one of the foremost spokesmen of the humanistic, or "Third Force," psychologies, and author of many books and articles, including *Toward a Psychology of Being*, *The Psychology of Science*, and *Religions, Values, and Peak-Experiences*.

Through analysis of the lives and theories of the three major exponents of humanism, Allport, Maslow, and Murray, the authors have marshaled some compelling arguments for an alternative to the extreme behaviorism of Skinner and the logical positivism of Freud. This work is a concise, clear synthesis of both broad theoretical positions and specific concepts that underlie humanistic psychology.

Psychology for Nurses and Allied Health Professionals is a brand new textbook written for all those studying and working in nursing and in the allied health professions including midwifery and health visiting. It provides comprehensive coverage of the core subject areas of psychology: social processes such as conformity, obedience, social behaviour, development across the lifespan, including early experiences, cognitive, adolescence, adulthood and old age - as well as health psychology, stress and personality. Written by the bestselling Psychology author Richard Gross, and Nancy Kinnison, a highly experienced nurse and nursing lecturer, *Psychology for Nurses and Allied Health Professionals* is a refreshingly new approach to applying the theoretical aspects of psychology to the practical aspects of nursing and health care. This highly illustrated text is accessible, practical, and comprehensive.

The facilitation of learning is a central feature of coaches' and coach educators' work. Coaching students and practitioners are, as a result, being expected to give increasing levels of thought towards how they might help to develop the knowledge and practical skills of others. *Learning in Sports Coaching* provides a comprehensive introduction to a diverse range of classic, critical, and contemporary theories of learning, education, and social interaction and their potential application to sports coaching. Each chapter is broadly divided into two sections. The first section introduces a key thinker and the fundamental tenets of his or her scholarly endeavours and theorising. The second considers how the theorist's work might influence how we understand and attempt to promote learning in coaching and coach education settings. By design this book seeks to promote theoretical connoisseurship and to encourage its readers to reflect critically on their beliefs about learning and its facilitation. This is an essential text for any pedagogical course taken as part of a degree programme in sports coaching or coach education.

US psychologist Abraham Maslow's *A Theory of Human Motivation* is a classic of psychological research that helped change the field for good. Like many field-changing thinkers, Maslow was not just a talented researcher, he was also a creative thinker - able to see things from a new perspective and show them in a different light. At a time when psychology was dominated by two major schools of thought, Maslow was able to forge a new, third paradigm, that remains influential today. Sigmund Freud's psychoanalysis had developed the idea of understanding the mind through dialogue between patient and analyst. The behaviorism of Ivan Pavlov and John Watson had focused on comprehending the mind through behaviors that could be measured, trained, and changed. Maslow, however, generated new ideas, forging what he called "positive" or "humanistic psychology." His argument was that humans are psychologically motivated by a series of hierarchical needs, starting with the most essential first. Maslow thought it important for the advancement of psychology to identify, group and rank these needs in terms of priority. His belief in the value of this third way was important in leading those who studied psychology to redefine the discipline, and so see it in new ways.

Political realism is a highly diverse body of international relations theory. This substantial reference work examines political realism in terms of its history, its scientific methodology and its normative role in international affairs. Split into three sections, it covers the 2000-year canon of realism: the different schools of thought, the key thinkers and how it responds to foreign policy challenges faced by individual states and globally. It brings political realism up-to-date by showing where theory has failed to keep up with contemporary problems and suggests how it can be applied and adapted to fit our new, globalised world order.

[The book] is designed both to explain the major personality theories and to stimulate critical thinking about them. [The author] has pursued four main objectives. To present a clear and concise picture of the major features of each important personality theory ... To focus on significant ideas and themes that structure the content of the different personality theories ... To provide criteria to guide the evaluation of each theory ... To present activities, informed by the tenets of each theory, that will provide growth in critical thinking skills.-Pref.

Self-directed learning is perhaps the Holy Grail of adult learning and for good reason. Within this seemingly simple phrase lies the battleground for the frustrations of both educator and learner as they work through the difficulties of an unequal and sometimes intense partnership

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