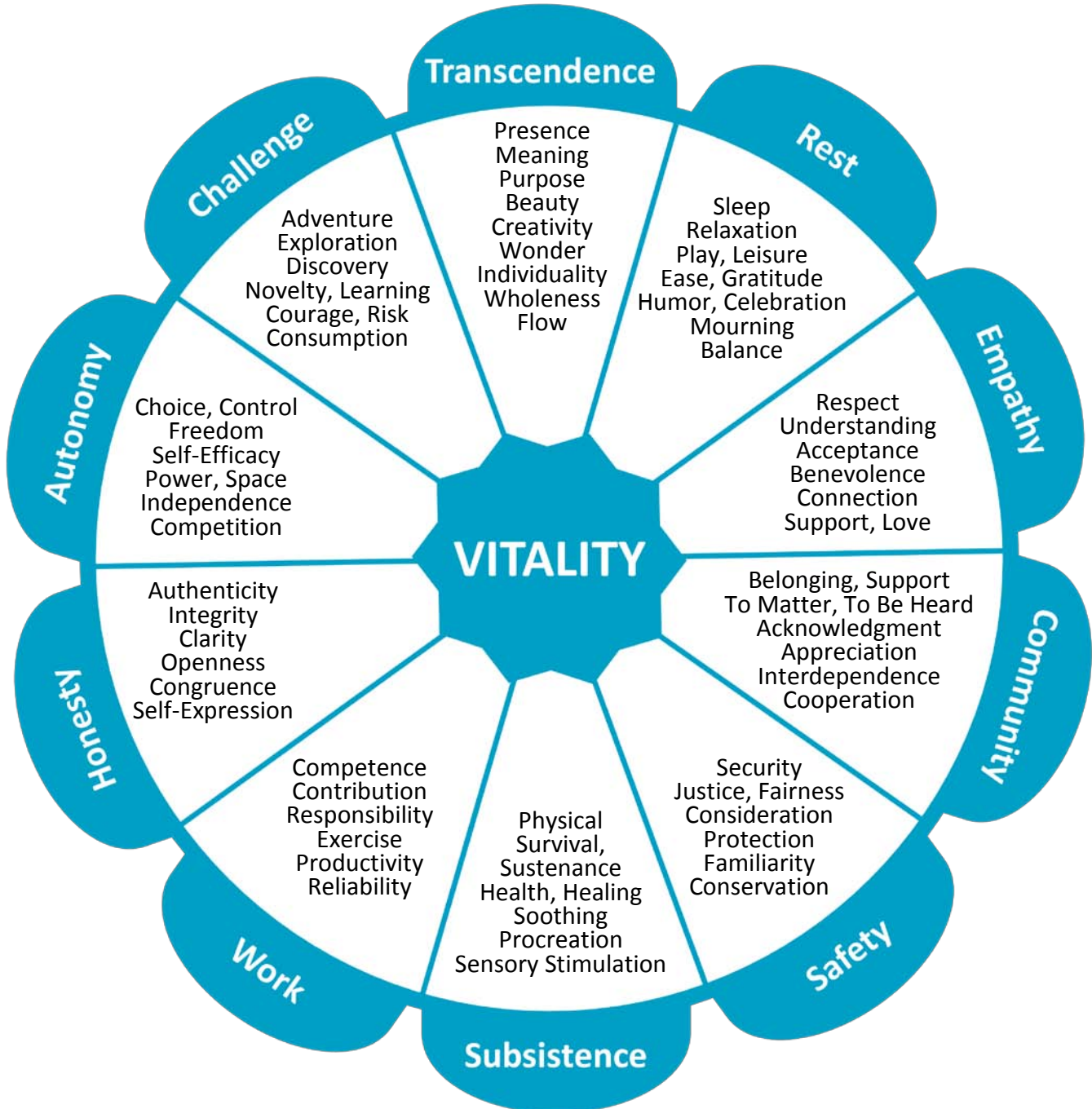


# Wheel of Needs

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*Key Distinction: Needs vs. Strategies*



Inspired by the work of Jim & Jori Manske (2005), <http://radicalcompassion.com>,  
 Marshall Rosenberg, Ph.D., <http://www.cnvc.org>, and Manfred Max-Neef, Ph.D., Chilean economist

## The Max-Neef Model of Human-Scale Development

Manfred Max-Neef is a Chilean economist who has worked for many years with the problem of development in the Third World, articulating the inappropriateness of conventional models of development, that have lead to increasing poverty, massive debt and ecological disaster for many Third World communities. Max-Neef and his colleagues have developed a taxonomy of human needs and a process by which communities can identify their "wealths" and "poverties" according to how these needs are satisfied. The main contribution that Max-Neef makes to the understanding of needs is the distinction made between needs and satisfiers. Human needs are seen as few, finite and classifiable (as distinct from the conventional notion that "wants" are infinite and insatiable). Not only this, they are constant through all human cultures and across historical time periods. What changes over time and between cultures is the way these needs are satisfied. It is important that human needs are understood as a system - i.e. they are interrelated and interactive. There is no hierarchy of needs (apart from the basic need for subsistence or survival) as postulated by Western psychologists such as Maslow, rather, simultaneity, complementarity, and trade-offs are features of the process of needs satisfaction.

Fundamental Human Needs	Satisfiers			
	<i>Being (qualities)</i>	<i>Having (things)</i>	<i>Doing (actions)</i>	<i>Interacting (settings)</i>
<i>Subsistence</i>	physical and mental health	food, shelter, work	feed, clothe, rest, work	living environment, social setting
<i>Protection</i>	care, adaptability, autonomy	social security, health systems, work	co-operate, plan, take care of, help	social environment, dwelling
<i>Affection</i>	respect, sense of humor, generosity, sensuality	friendships, family, relationships with nature	share, take care of, make love, express emotions	privacy, intimate spaces of togetherness
<i>Understanding</i>	critical capacity, curiosity, intuition	literature, teachers, policies educational	analyze, study, meditate, investigate	schools, families, universities, communities
<i>Participation</i>	receptiveness, dedication, sense of humor	responsibilities, duties, work, rights	cooperate, dissent, express opinions	associations, parties, churches, neighborhoods
<i>Leisure</i>	imagination, tranquility, spontaneity	games, parties, peace of mind	day-dream, remember, relax, have fun	landscapes, intimate spaces, places to be alone
<i>Creation</i>	imagination, boldness, inventiveness, curiosity	abilities, skills, work, techniques	invent, build, design, work, compose, interpret	spaces for expression, workshops, audiences
<i>Identity</i>	sense of belonging, self-esteem, consistency	language, religions, work, customs, values, norms	get to know oneself, grow, commit oneself	places one belongs to, everyday settings
<i>Freedom</i>	autonomy, passion, self-esteem, open-mindedness	equal rights	dissent, choose, run risks, develop awareness	anywhere

Adapted from <http://www.rainforestinfo.org.au/background/maxneef.htm>

# Feeling Words

## Feelings When Needs Are Not Being Met

### Angry

Enraged, Furious, Incensed, Indignant, Irate, Livid, Outraged, Resentful

### Afraid

Apprehensive, Dread, Foreboding, Frightened, Mistrustful, Panicked, Petrified, Scared, Suspicious, Terrified, Wary, Worried

### Sad

Depressed, Dejected, Despair, Despondent, Disappointed, Discouraged, Disheartened, Forlorn, Gloomy, Heavy hearted, Hopeless, Melancholy, Unhappy, Wretched

### Upset

Agitated, Alarmed, Discombobulated, Disconcerted, Disturbed, Perturbed, Rattled, Restless, Troubled, Turbulent, Turmoil, Uncomfortable, Uneasy, Unnerved, Unsettled

### Yearning

Envious, Jealous, Longing, Nostalgic, Pining, Wistful

### Annoyed

Aggravated, Dismayed, Disgruntled, Displeased, Exasperated, Frustrated, Impatient, Irked, Irritated

### Confused

Ambivalent, Baffled, Bewildered, Dazed, Hesitant, Lost, Mystified, Perplexed, Puzzled, Torn

### Vulnerable

Fragile, Guarded Helpless, Insecure, Leery, Reserved, Sensitive, Shaky

### Tense

Anxious, Bitter, Cranky, Distressed, Distraught, Edgy, Fidgety, Frazzled, Irritable, Jittery, Nervous, Overwhelmed, Restless, Stressed out

### Fatigue

Beat, Burned out, Depleted, Exhausted, Lethargic, Listless, Sleepy, Tired, Weary, Worn out

### Hostile

Animosity, Appalled, Aversion, Contempt Disgusted, Dislike, Hate, Horrified, Repulsed

### Embarrassed

Ashamed, Chagrined, Flustered, Guilty, Mortified, Self-conscious

### Disconnected

Alienated, Aloof, Apathetic, Bored, Cold, Detached, Distant, Distracted, Indifferent, Numb, Removed, Uninterested, Withdrawn

### Pain

Agony, Anguished, Bereaved, Devastated, Grief, Heartbroken, Hurt, Lonely, Miserable, Regretful, Remorseful

### Surprised

Disbelief, Shocked, Startled

## Feelings When Needs Are Being Met

### Joyful

Amused, Delighted, Glad, Happy, Jubilant, Pleased, Tickled

### Hopeful

Expectant, Encouraged, Optimistic

### Grateful

Appreciative, Moved, Thankful, Touched

### Peaceful

Calm, Clear headed, Comfortable, Centered, Content, Fulfilled, Mellow, Quiet, Relaxed, Relieved, Satisfied, Serene, Tranquil, Trusting

### Excited

Amazed, Animated, Astonished, Dazzled, Eager, Energetic, Enthusiastic, Giddy, Invigorated, Lively, Passionate, Surprised

### Inspired

Amazed, Awed, Radiant, Rapturous, Thrilled, Wonder

### Confident

Empowered, Open, Proud, Safe, Secure

### Engaged

Absorbed, Alert, Ardent, Curious, Engrossed, Enchanted, Entranced

### Affectionate

Compassionate, Friendly, Loving, Openhearted, Sympathetic, Tender, Warm

### Exhilarated

Blissful, Ecstatic, Elated, Enthralled, Exuberant

### Intrigued

Interested, Fascinated, Spellbound, Stimulated

### Refreshed

Enlivened, Rejuvenated, Renewed, Rested, Restored, Revived

**Words That Sound Like Feelings (“Faux Feelings”)  
But Are Actually Thoughts, Interpretations, Assessments, or Judgments  
Key Distinction: “Faux Feelings” Turn People into Foes**

I feel ... *that, like, as if, you, they, I...* .

I feel ... *by you.*

Abandoned	Ineffective	Threatened
Abused	Inefficient	Tricked
Attacked	Insulted	Unaccomplished
Belittled	Interrupted	Unappreciated
Betrayed	Intimidated	Unheard
Bullied	Invalidated	Unintelligent
Cheated	Let down	Undeserving
Coerced	Manipulated	Unseen
Cornered	Misunderstood	Unsupported
Criticized	Neglected	Untalented
Deserving	Overworked	Untrustworthy
Diminished	Patronized	Unwanted
Disorganized	Pressured	Unworthy
Distrusted	Provoked	Used
Dumb	Put down	Victimized
Entitled	Rejected	Violated
Ignored	Ripped off	Worthy
Inadequate	Stupid	Wronged
Incompetent	Taken for granted	

**Communication Patterns That Interfere With Connection  
“Don’t just do something, sit there!”**

- Advising: "I think you should..." "How come you didn't...?"
- Blaming: "You should have known better; look at the mess you've made."
- Commiserating: "Oh, you poor thing."
- Comparing: "If you were just more like ..."
- Consoling: "You poor thing; you did the best you could."
- Correcting: "That's not how it happened."
- Demanding: "You must...you have to...you need to..."
- Denying: "You really had no choice." "You really leave me no choice."
- Diagnosing: "It sounds like you have ADD." "He's really a stupid idiot."
- Educating: "This could turn into a very positive experience for you if you just..."
- Explaining: "I would have called but..."
- Incentivizing: "If you do this, you will get rewarded (or punished)."
- Interrogating: "When did this begin?"
- Judging: "That's a bad thing for you to do."
- One-Upping: "That's nothing; wait till you hear what happened to me."
- Shutting down: "Cheer up. Get over it. It's time to move on."
- Story-telling: "That reminds me of the time..."
- Victimizing: "It's not your fault; there's nothing else you could have done."

With thanks to John Cunningham, Certified NVC Trainer, for the concept of “Faux Feelings”  
Adapted From *Communication Basics: An Overview of Nonviolent Communication* by Rachele Lamb (2002)