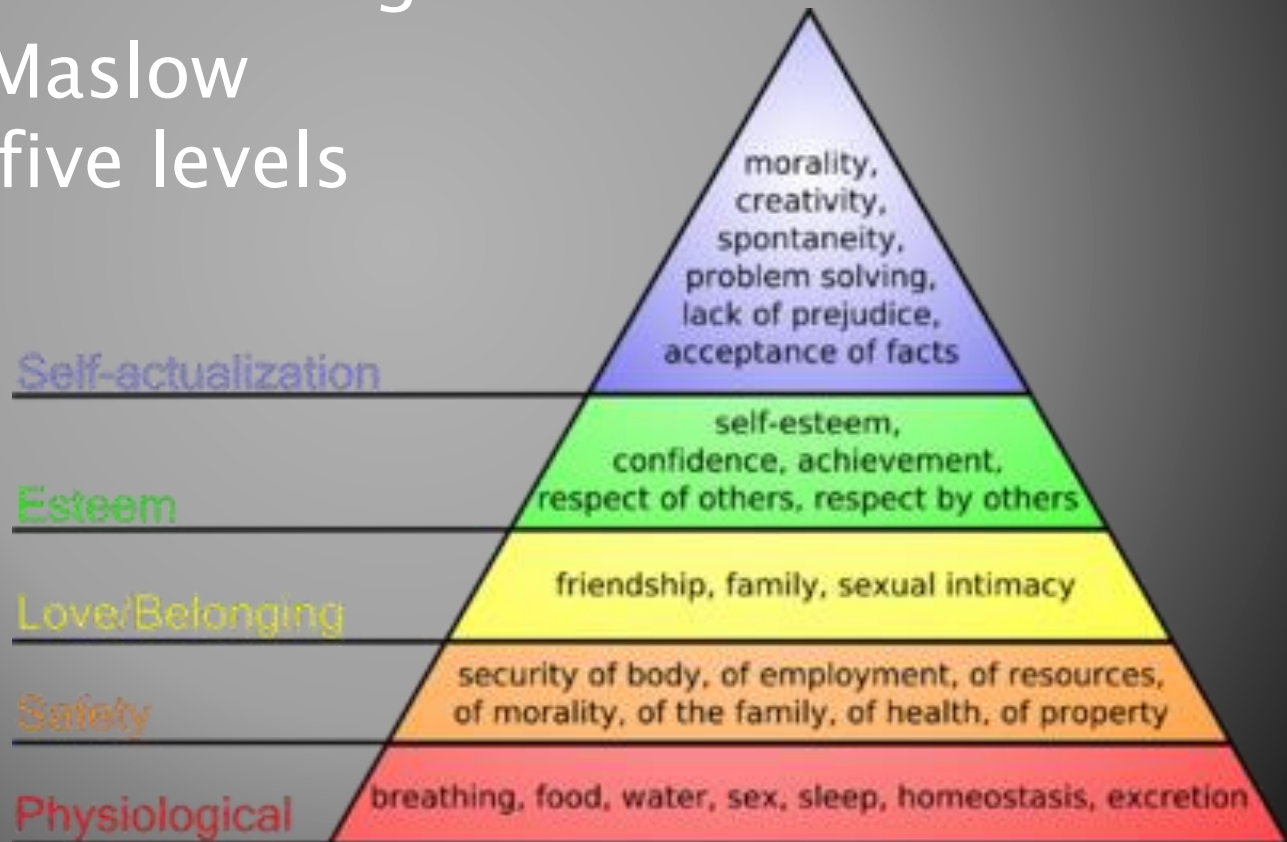


1–3 Influences on Behavior

Human Needs

- ▶ **Needs:** basic items that are required for living
- ▶ Abraham Maslow identified five levels



Human Needs

- ▶ **Wants:** those things people desire, but don't need. Not necessary for survival
- ▶ Needs and wants are related
 - i.e. you need to eat but you may want to eat at home or eat at a restaurant
- ▶ One person's want may be one person's need
 - An adult needs to work to provide for a family a teen may want to work

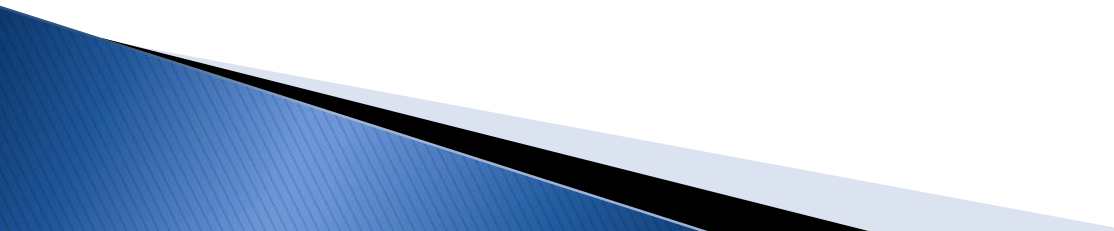
Personal Priorities, Goals, and Standards

- ▶ **Personal Priorities:** the beliefs, feelings and experiences you consider to be important and desirable.
 - Affect your behavior and guide your decisions
 - Develop over time and change as you change

Personal Priorities, Goals, and Standards

- ▶ Factors influencing your personal priorities
 - Relationships with others
 - Experiences
 - Education
 - Needs
 - Family Life cycle
- ▶ Personal Priority Conflicts
 - Personal Priorities are honesty and friendship
 - Do you tell the truth or save a friendship?

Tennis Ball

- ▶ Take a tennis ball and know what number you have.
 - ▶ When I say start, throw your tennis ball as high in the air as you can without touching the ceiling and catch it.
 - ▶ How many balls touched the ground?
 - ▶ This time, you are to catch someone else's ball.
Start!
 - ▶ How many balls touched the ground?
- 

Tennis Ball

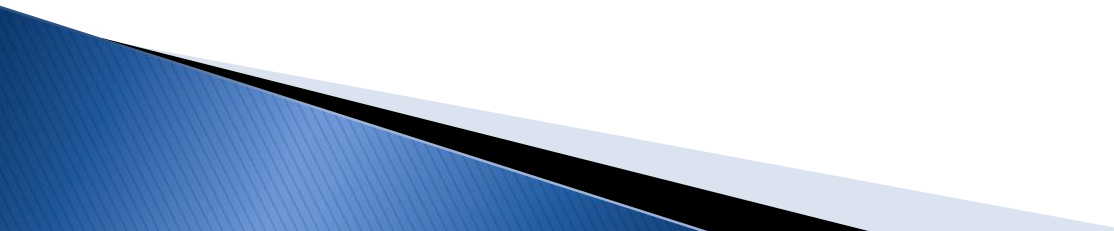
Was it harder to catch your own ball or someone else's?

How could you have been more successful to catch someone else's ball?

How is this related to goal setting?

If you zero in on just one goal, is it easier or harder to accomplish the goal?

Goals

- ▶ **Goals:** the aims people consciously try to reach
 - Goals reflect a person's personal priorities
 - Goals can involve only you, your family, or your friends etc...
 - ▶ **Short-term goals:** can reach in an hour, a day, or a week
 - ▶ **Long-term goals:** need several months or years
 - ▶ **Visionary goals:** goals you don't really expect to achieve
- 

Goals

- ▶ Setting and Achieving goals
 - Make a list of what you want out of life
 - Consider your personal priorities
 - List the ways you could achieve your goals
 - Make some definite plans
 - Establish deadlines and rewards

Standards

- ▶ **Standards:** accepted levels of achievement
 - ▶ These are related to your personal priorities and goals
 - ▶ Standards will be high for the items you value
- 