

Figure 1.2
Figure portraying need structure when belongingness, safety and esteem needs are high-strength needs
(Hersey et al 2001:40)

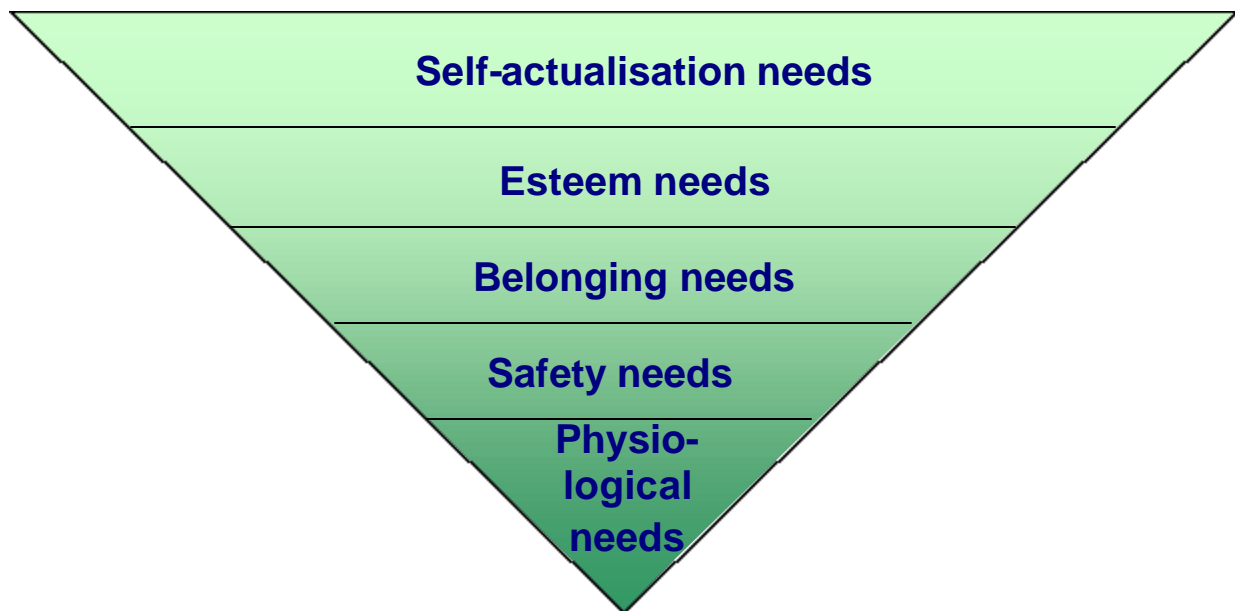


Figure 1.3
Figure portraying need structure when esteem and self-actualisation needs are high-strength needs
(Hersey et al 2001:40)