

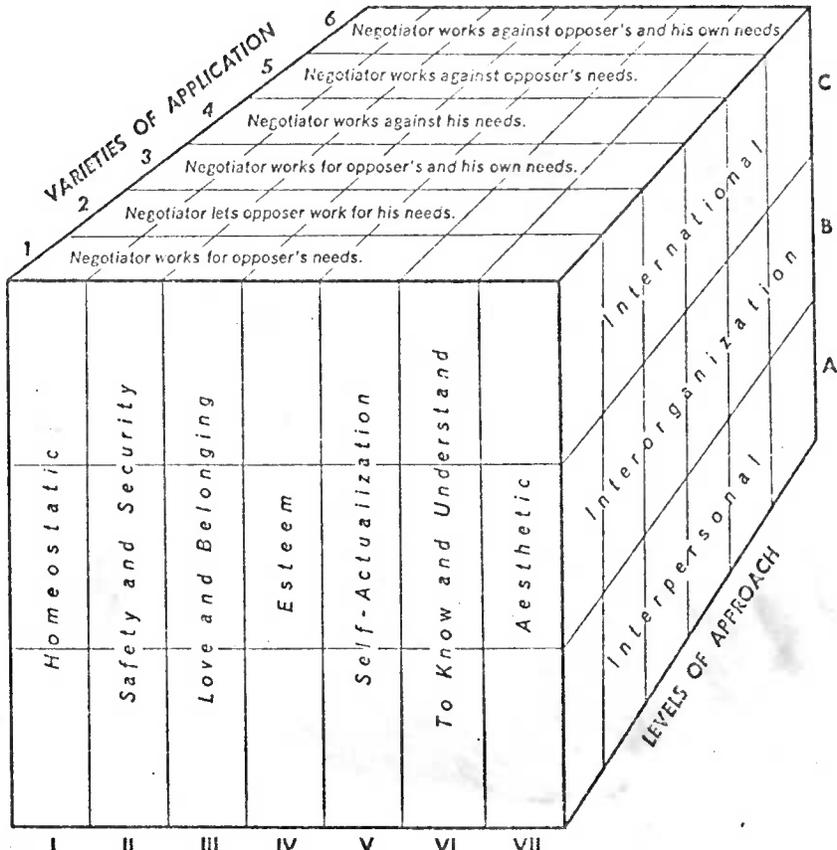
Gerard I. Nierenberg (131, THE ART OF NEGOTIATING: PSYCHOLOGICAL STRATEGIES FOR GAINING ADVANTAGEOUS BARGAINS, Hawthorn/68) in this diagram uses Maslow's needs taxonomy, defining "Homeostatic" as (74) "the automatic efforts of the body to maintain itself in a normal, balanced state." 78: "An individual's existence is a constant struggle to satisfy needs; behavior is the reaction of the organism to achieve a reduction of need pressures; and behavior is directed to some desired goal." This book is to help one "employ these facts about human needs in successful cooperative negotiation." 131: "The underlying philosophy of negotiating success--everyone wins."

Here's what strikes me hardest in dimension #1 (I-VII):

...in dimension #2 (1-6):

...in dimension #3 (A-C):

THE STRUCTURE AND ORDER OF GAMBITS IN THE NEED THEORY OF NEGOTIATING



NEEDS (fr. Maslow, MOTIVATION AND PERSONALITY, Harper/54)  
 This matrix figure represents a block of 126 individual cubes, each of which stands for a different negotiating gambit. These cubes can be further subdivided.