

Needs/satisfiers matrix

	Being (qualities)	Having (things)	Doing (actions)	Interacting (settings)
Subsistence	physical, emotional and mental health	food, shelter, work	work, feed, procreate, clothe, rest/sleep	living environment, social setting
Protection	care, adaptability, autonomy	social security, health systems, rights, family, work	cooperate, plan, prevent, help, cure, take care of	living space, social environment, dwelling
Affection	respect, tolerance, sense of humour, generosity, sensuality	friendships, family, relationships with nature	share, take care of, make love, express emotions	privacy, intimate spaces of togetherness
Understanding	critical capacity, receptivity, curiosity, intuition	literature, teachers, educational and communication policies	analyse, study, meditate, investigate	schools, families, universities, communities
Participation	adaptability, receptivity, dedication, sense of humour	responsibilities, duties, work, rights, privileges	cooperate, propose dissent, express opinions	associations, parties, churches, neighbourhoods
Idleness	imagination, curiosity, tranquillity, spontaneity	games, parties, spectacles, clubs, peace of mind	day-dream, play, remember, relax, have fun	landscapes, intimate spaces, places to be alone, free time
Creation	imagination, boldness, curiosity, inventiveness, autonomy, determination	skills, work, abilities, method, techniques	invent, build, design, work, compose, interpret	spaces for expression, workshops, audiences, cultural groups
Identity	sense of belonging, self-esteem, consistency	symbols, language, religion, values, work, customs, norms, habits, historical memory	get to know oneself, grow, commit oneself, recognize oneself	places one belongs to, everyday settings, maturation stages
Freedom	autonomy, passion, self-esteem, open-mindedness, tolerance	equal rights	dissent, choose, run risks, develop awareness, be different from, disobey	temporal/spatial plasticity (anywhere)

Table 4. Matrix of needs and satisfiers. It should be noted that the matrix does not contain any material elements. So, in the ‘Having’ column there are no objects; only principles, institutions, norms, traditions, etc. In conventional economics we have two links: wants and goods. In Human Scale Development Theory (see Chapter 13) we have three links: needs, satisfiers and goods. For instance, there is the need for Understanding, whose satisfier is literature and whose good is a book.