

**AN ANALYSIS OF HIERARCHICAL NEEDS AS REFLECTED IN THE
MAIN CHARACTER IN JOY MOVIE
A FINAL PROJECT**

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STATEMENT OF WORK ORIGINALLY

Hereby, I honestly declare that the undergraduate thesis I wrote does not contain the work of other people, except those which were cited in the quotation and the references, as a scientific paper should. If my statement is not valid in the future, I absolutely agree to accept an academic sanction in the form of revocation of my paper and my degree obtained from the paper.

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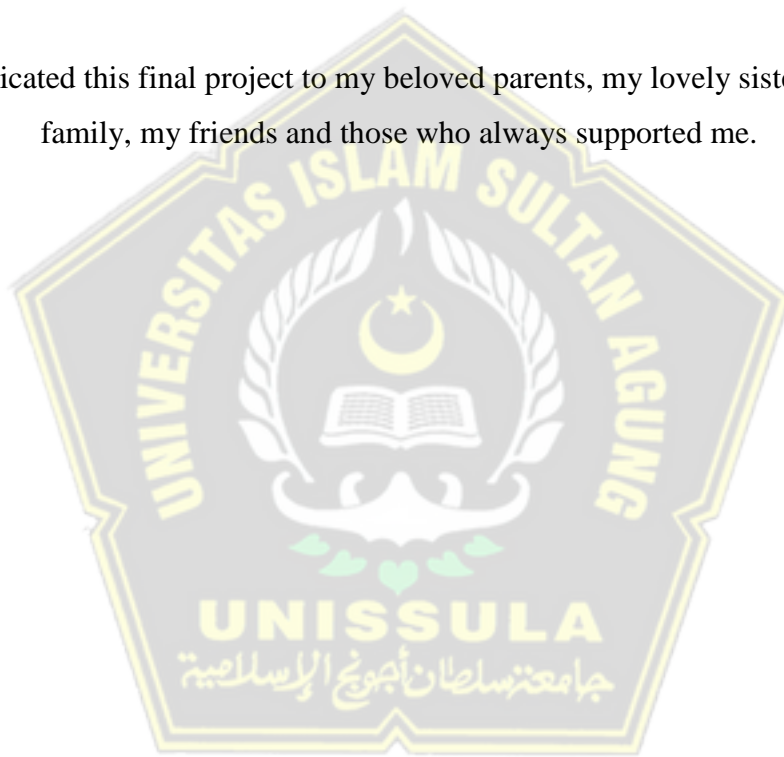
Indah Susianawati

MOTTO

“Be in the sky but still have your feet on the ground”- Mark Lee

DEDICATION

I dedicated this final project to my beloved parents, my lovely sister, my family, my friends and those who always supported me.



ABSTRACT

SUSIANAWATI, INDAH. 30801700012. The Analysis of Hierarchy Needs as Reflected in The Main Character in *JOY* Movie. Final Project of Language and Communication Science. English Literature Program. Sultan Agung Islamic University Semarang. Advisor: Idha Nurhamidah, S.S., M.Hum.

This study aims at analyzing the needs experienced by the main character and identify the characteristics of self-actualization that reflected in Joy in *Joy* movie used Hierarchy of Needs theory by Abraham Maslow.

This study used a descriptive qualitative method. Primary data was from *Joy* movie script and secondary data was from international journals, articles, sites, essays, and books which have relation to the topic of the study. Some steps are used to collect the data by watching a movie, reading the movie script, identifying the data, classifying the data, and reducing the data.

This study finds the hierarchy of needs by Abraham Maslow's theory of the main character. The first is the fulfillment of the needs experienced by Joy as the main character. The main character fulfill all the needs: physiological needs, safety needs, love and belonging needs, and esteem needs. The next is Joy reach his self-actualization. She becomes a self-actualized person, identified from 5 characteristics, namely: autonomy, problem centered, need privacy, social awareness, and creativeness.

Keywords: Hierarchy of Needs, Self-Actualization, Characteristics of Self-Actualized Person.

INTISARI

SUSIANAWATI, INDAH. 30801700012. Analisis Kebutuhan Hierarki Yang tercermin Pada Karakter Utama Dalam Film *JOY*. Tugas Akhir Ilmu Bahasa dan Komunikasi. Program Sastra Inggris. Universitas Islam Sultan Agung Semarang. Pembimbing : Idha Nurhamidah, S.S., M.Hum.

Penelitian ini bertujuan untuk menganalisis kebutuhan yang dialami oleh tokoh utama dan mengidentifikasi karakteristik aktualisasi diri yang tercermin dalam Joy dalam film *Joy* menggunakan teori Hierarchy of Needs oleh Abraham Maslow.

Penelitian ini menggunakan metode deskriptif kualitatif. Data primer berasal dari naskah film *Joy* dan data sekunder dari jurnal internasional, artikel, situs, esai, dan buku-buku yang berkaitan dengan topik penelitian. Beberapa langkah yang digunakan untuk mengumpulkan data dengan menonton film, membaca naskah film, mengidentifikasi data, mengklasifikasikan data, dan mereduksi data.

Studi ini menemukan hierarki kebutuhan menurut teori karakter utama Abraham Maslow. Yang pertama adalah pemenuhan kebutuhan yang dialami oleh Joy sebagai tokoh utama. Tokoh utama mengalami semua kebutuhan: kebutuhan fisiologis, kebutuhan keamanan, kebutuhan cinta dan rasa memiliki, dan kebutuhan harga diri. Berikutnya adalah Sebastian memenuhi kebutuhan aktualisasi dirinya. Ia menjadi orang yang mengaktualisasikan diri yang dapat dibuktikan dengan mengidentifikasi 5 karakteristik kebutuhan akan otonomi, pemusatan masalah, membutuhkan privasi, kesadaran sosial, kreativitas.

Kata Kunci: Hirarki Kebutuhan Manusia, Aktualisasi Diri, karakteristik pribadi yang teraktualisasikan diri.

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In the deepest heart, I realize this final project is imperfect and still need suggestions and also criticism. In spite of its imperfection, I hope this study will be useful for the readers. Lastly, I would like to thank everyone who has an important role in the successful realization of this final project that cannot be mentioned one by one.

Semarang, June 2022

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CHAPTER I

INTODUCTION

A. Backgound of the Study

People have potential that they want to show and they also have a goal in their life to achieve something what they dream of and they will try to make what they want come true in their life. Each people have different potential from each other then they will realize their potential and strive to develop it. They will struggle and put forth their efforts for the goals they want to achieve in their lives. They will use their talents to motivate them to achieve their dreams. People also have the desire to achieve their self-actualization in their live. This self-actualization found in the theory of Maslow. “Maslow referred to the process of fully developing personal potentials as self-actualization”(qtd.In Coon and Mitterer 409). Maslow explained the term of self-actualization as a need, with self-actualization as the highest need.

Abraham Maslow explained that a person is constantly motivated to achieve self-actualization and hierarchy of needs that must be met. These needs cannot be separated by humans. These needs must be satisfied, hierarchy of needs consist basic needs to the highest level. According to Feist and Feist says that when the lowest level is fulfill automatically people will proceed to the next level (283). In addition,

Abraham Maslow was explained about human needs with a pyramid or levels that must be met so that someone can reach the highest level. Maslow's theory is usually called the hierarchy of needs. They will struggle to meet their basic needs then achieve the higher level. "To attain self-actualization, people must satisfy lower level needs such as hunger, safety, love, and esteem. Only after they are relatively satisfied in each of these needs can they reach self-actualization."(Feist and Feist 281).

There are five hierarchies of needs by Maslow that must be fulfilled in human life. "In Maslow's hierarchy of needs, the need for self-actualization is the ultimate need that exhibits when the basic needs or lower level of needs is satisfied."(Tripathi and Nishi 499). The needs hierarchy starting from the most basic needs, namely physiological need. This physiological need must be fulfilled because it is a basic need that exists in humans being, then the need for security, after the need for security is fulfilled, the next is the need for love and belongingness, then the need for esteem needs, and the last is the need for self-actualization.

The hierarchy needs also occur in *Joy Movie* , the main character of *Joy Movie*, *Therefore* the analysis of this movie will use Hierarchy of needs theory proposed by Abraham Maslow. The theory is suitable for analyzing this movie because of how the main character in fulfilling the needs of hierarchy needs and he also shows her self-actualization.

So, title of this study is The Hierarchy of Needs Reflected on Joy in *Joy* Movie.

Joy Movie is a romantic comedy-drama movie, *Joy* played by Jennifer Lawrence as Joy Mangano. The movie was released in 2015 and was directed by David O.Russell. This movie is an inspiring movie based on a true story.

Joy movie tells about a woman named joy, she is fighting for her dream and to provide for her family, Joy started a business with her idea, she created an automatic mop, joy faced all the challenges in her life until she managed to sell thousands of mops and made Joy a successful woman in business.

So, this study will analyze *Joy* using theory hierarchy of human needs by Abraham Maslow. This will describe about the struggle of the main character in fulfilling the basic needs of hierarchy needs until the main character get her self-actualization. Self-actualization characteristics in a person is provided to convince the finding.

B. Limitation of the Study

In *Joy* Movie, there are hierarchies of needs that must be fulfilled by the main character. This study, based on the background above, will focus on analyzing the hierarchy of needs and the achievement of Self-actualization the Joy gets.

C. Problem Formulation

1. How the hierarchies of needs are reflected on Joy in *Joy* Movie?
2. What are the characteristic of self-actualized person portrayed in Sebastian in *Joy* Movie?

D. Objectives of The Study

Based on the Background of The Study and research questions, there are some objectives of this study

1. To explain the hierarchy of needs fulfilled by Joy characters.
2. To identify the characteristics of self-actualization appear in Joy character.

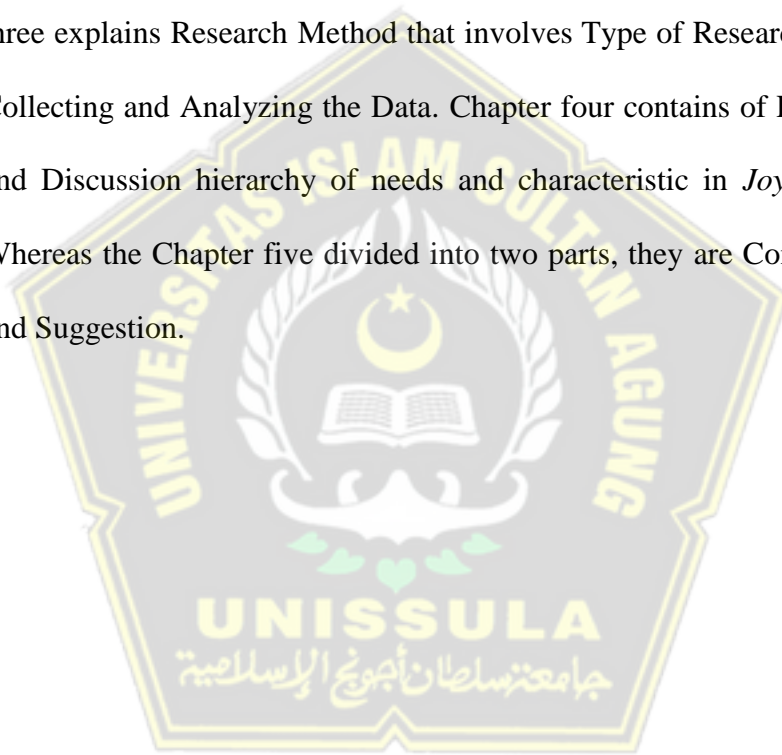
E. Significance of the study

The result of this study is expected to be useful:

1. To help people understand about Hierarchy of needs theory by Abraham Maslow.
2. To help students of English literature get references about Hierarchy of Needs

F. Outline of the Study

The present final project consists of five chapters. Chapter one provides Background of the Study, Problem Formulations, Objectives of the Study, Significance of the Study and Outline of the Study. Chapter two explains the review of related literature that consists of a synopsis of *Joy* and review of related literature with theory of hierarchy of needs and characteristic of self-actualization. Chapter three explains Research Method that involves Type of Research, Data Collecting and Analyzing the Data. Chapter four contains of Findings and Discussion hierarchy of needs and characteristic in *Joy* movie. Whereas the Chapter five divided into two parts, they are Conclusion and Suggestion.



CHAPTER II

REVIEW LITERATURE

A. Synopsis of *Joy*

Joy Mangano, a single parent divorced from her husband, she trying to provide for her family and children, she works as an ordinary employee but she has a talent since childhood to create and make products. Joy lives with two children and her mother. Joy's mother is depressed after her divorce from her father. In addition, Joy's ex-husband named Tony is also still living at Joy's house and lives in the basement of her house. Then Joy's father also lives with Joy in the basement with Tony, Joy's father named Rudy, he has a new lover who comes from a rich person and invites her family go on vacation to a cruise ship.

When they were on a cruise and drinking wine suddenly the wine fell and broke the glass, then joy cleaned it using a mop, she was injured by the broken wine glass, then suddenly joy was ordered by her grandmother to leave and ask her to take rest and when she slept, she dreamed of meeting her young self, and she says that she has wasted the talent that joy has had since childhood. She also woke up and had a creative idea to make an automatic mop, and then she asked her father's girlfriend to lend her money, and then lent it to Joy.

Joy began to design her invention of the mop and tried to market it, but it didn't work, then Joy tried to market it through TV programs, at first she didn't succeed in selling her mop, because when she presented it he was very nervous, she then tried again, and managed to do it well, it made her mop sold to thousands, but a big problem is facing joy, her business partner betrayed Joy, the factory claimed that the product design that Joy provided was similar to the product design that had been patented by the factory. And the factory raised the cost of producing the mop. Joy was so confused about paying the exorbitant fees that she had to mortgage the house she shared with her mother and three children to pay the factory's demands.

Joy finally decided to come directly to the factory and she tried to negotiate, and Joy could get her money paid back. However, when Joy came to the factory, she discovered the fact that so far there has never been a patent owned by the factory for a similar design of the mop product and the factory is currently producing a mop with Joy's invention. Joy tried to study all her former companies and she finally found factory relation data linking the factory with its investors in Hong Kong.

Joy threatened the factory with threats to report all fraudulent acts and fraudulent investments carried out by the factory to investors. In the end, Joy won and he got the patent. Joy also managed to sell thousands of her mops back and make her a very great businesswoman.

B. Related Literature

Abraham Harold Maslow is one of the famous psychologists who developed the humanistic theory, Maslow has an interest in studying human behavior and personality, this theory is called the hierarchy of need theory. “Abraham Maslow propounded the theory of human needs which is popularly known as Maslow’s hierarchy of needs in human environment in the society” (Aruma and Hanacor 15). This theory includes that humans have levels of needs in their lives. Maslow considers humans as individuals who move towards their desires according to their potential. “Maslow believe that every person has a strong desire to realize his or her full potential, to reach a level of self-actualization” (Mawere et. al2). individual life with unique self-actualization tendencies and aimed at enhancing experiences that lead to growth within the self.

C. . Hierarchy of Human Needs Theory

Based on the statement of a psychologist named Abraham Maslow, people are always motivated to meet their satisfaction at home and work. Maslow proposed the human needs categorization into five levels of the hierarchical model namely the Hierarchy of Needs model, which consists of “Physiological Needs, Safety needs, The Belongingness and Love Needs, Self-Esteem Needs, The Self Actualization Needs.” It is arranged in a pyramidal way, with

physiological needs making up the bottom of the pyramid (Maslow 189). The Hierarchy of Needs becomes popular as Maslow's Pyramid or Theory of Human Behavior. Abraham Maslow stated that it is impossible for people to pass over a level of the Hierarchy of Needs.

Figure 1 Maslow's hierarchy of needs

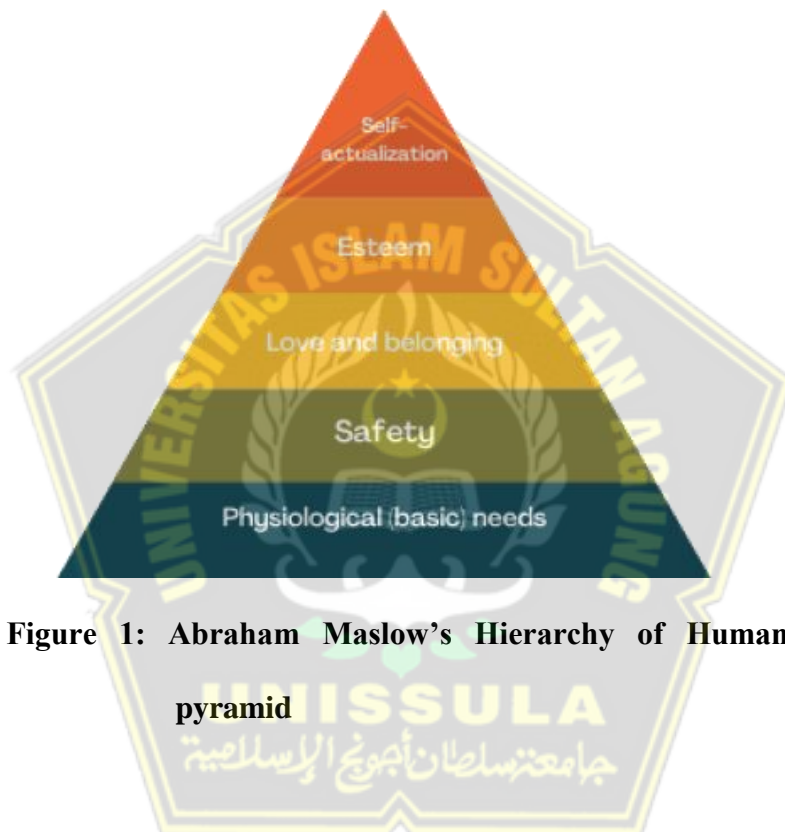


Figure 1: Abraham Maslow's Hierarchy of Human Needs pyramid

The foundation of Maslow's Hierarchy of Needs is shown by the lowest level in the pyramid where the pattern of the needs begins. The higher the level in Maslow's Hierarchy of Need, the more difficult it becomes to satisfy the needs. Maslow assumes that every person has their needs and those needs can be achieved in a specific order. The needs are put in a pyramid and divided into five

levels; the first level becomes the foundation and contains the physiological needs; the second layer contains the safety needs; the third layer is contained the love and belongingness needs; the fourth layer is contained self-esteem needs; and the fifth layer, on the top of the pyramid, is self-actualization needs.

Each hierarchical need should be met before someone moves up to the higher or next needs in the pyramid. It is crucial to consider the successful fulfilment of each layer of needs in personality development (Boundless). Each need relates from one to another; the needs in the lower level should be satisfied or relatively satisfied at a minimum before the higher level needs become motivators (Feist and Feist 286). Five levels of Maslow's hierarchy human needs have important role in psychological in nature of human needs.

“each level of Maslow's hierarchy of needs, one must satisfy lower level or the basic needs before progressing on to the next higher level of needs. Once the lower or the basic needs are rationally and sensibly satisfied one after the other, one may reach the highest level known as self-actualization,” (Tripathi and Nishi 499)

If one of the basic needs cannot be met, it can lead to several kinds of diseases or other negative impacts. For example, the non-

fulfilment of physiological needs can lead to fatigue, malnutrition, and so on. Threats to someone can lead to the individual feeling that danger is threatening, feelings of insecurity, as well as feelings of extreme fear. When the need for love is not met, a person becomes extremely aggressive, defensive, or socially awkward. Then lack of self-esteem can lead the emergence of self-doubt, self-depreciation, and lack of self-confidence. Pathology is potentially detected when a human can not fulfill their self-actualization.(Feist and Feist 292).

C.1 Physiological needs

Physiological needs included to the most crucial and most basic needs. The most basic needs that is essential to survival or the Primary Needs, such as the need for water, food, air, shelter, sex, clothing, and sleep. In other words, the basic amenities of life depend on physiological needs. Human body can not work optimally when this type of needs are not satisfied. “Physiological needs are the need at the bottom of the triangle and include the lowest order need and most basic. This includes the need to satisfy the fundamental biological drives such as food, air, water and shelter.” (kaur 1062)

Physiological needs have a distinctive characteristic from the other needs in at least two main difference. First, physiological needs are the only needs that can be fulfilled and even always

fulfilled. Second, the characteristics of physiological needs are their ability to reappear (recurring nature), these needs appear continuously periodically, while needs at other levels do not reappear continuously. (Feist and Feist 279). When someone can meet his physiological needs, a person will tend to move to try to reach the needs above it in order to meet the next level needs because the most important motivation in the hierarchy of needs is physiological needs.

C.2 Safety Needs

When people had fulfilled the Physiological needs, their motivation will increase to fulfill the need for safety. Safety needs is the need for comfort and peace of life. This need will be most visible when someone faces a problem. If the physiological needs have been relatively fulfilled, then the next needs emerge which can be categorized as the need for security. the need for a sense of security is a need that boosts individuals to achieve a state of certainty, peace, and order of their environment

“safety–security needs may be defined as the lack of protections such as shelter from environmental dangers and disasters, personal protection from physical harm, financial protection from destitution, legal protection from attacks on one’s rights to a

peaceful existence, or a lack of stability in one's life.”

(Taormina and Gao 157).

Based on that statement, safety need is not only a feeling of physical security but also a sense of financial security such as avoiding poverty and feeling mentally safe.

According to Maslow, safety needs consist of “physical security, stability, dependency, protection, and freedom from threatening forces such as war, terrorism, illness, fear, anxiety, danger, chaos, and natural disasters. The needs for law, order, and structure are also safety needs” (qtd.in Feist and Feist 287). Safety needs can not be overly satisfied like physiological needs. People will always face danger and feel unsafe, they will never be completely protected from natural danger or any danger that comes from humans. Humans' uncertainty creates a tendency to do the effort to reach as higher as protection, guarantees, and order which are related to human ability.

C.3 Love / Belongingness Needs

After meeting the needs of human security, human physiological and be motivated by the need for a sense of love and a sense of belonging, so that all who have described repeated back by putting such things as the central point of the new (Maslow 53).

According to Maslow, some aspects of relationships and sexuality with other people take an important part of love and belongingness

needs, they include the need of accepting and giving love to others (qtd.in Feist and Feist 288). Therefore, belongingness and love needs are important for human being in order he can live his life well. Individuals have the right to love and be loved by other individuals.

A sense of belonging and love needs can also be fulfilled when people incorporate themselves into an organization, gathering, or group, then accept the properties and values by integrating them into the sense of belonging. “love and belonging indicate the need to be a part of a group such as a family, group of colleagues in a workplace, friendship, social group among others in the society” (Aruma and Hanachor 22) Therefore, to meet the need of love, a human can start with building an intimate relationship and socializing with people in general specifically with other people. In the relationship, accepting and giving love are considered equally crucial.

C.4 Esteem Needs

When the love and belongingness needs have satisfied then humans will motivated to pursue the need for appreciation. The fourth need, namely the need for self-esteem. According to Maslow:

“Esteem Needs; there are two kinds of esteem needs. The first is the need to be appreciated and respected by others related to the reputation of a person, such as status, recognition, and appreciation. The other one is the need for self-appreciation and self-esteem, such as self-

confidence, independence, success, and talent (Griffin, 2013)”(qtd. in UYSAL at,all 27)

Based on references Maslow distinguishes two types of esteem needs, namely esteem that comes from others and respect for oneself or self-esteem. A sense of self-worth comes from appreciating others and oneself based on reputation and success in society. Humans with self-esteem will own confidence and find a secure state that is worth for them.

C.5Self-Actualization

Self-Actualization Needs becomes the highest need in Maslow’s hierarchy. Maslow stated that “Self-actualization needs include self-fulfillment, the realization of all one’s potential, and a desire to become creative in the full sense of the word” (qtd. In Feist and Feist 289). According Rawat state that“Self actualization is the desire in a human being to become actualized in what he is capable of becoming” (132). Completely human being is indicated by a human who have reached the self-actualization level. Self-actualizing people are independent people who can adjust their feeling based on a certain situation whether when they are rejected, scorned, or dismissed by other people by maintaining their self-esteem. They have become independent from the love or self-esteem needs satisfaction (Feist and Feist 289).

Complete development of the specified qualities is the cause of the growth of this needs category (Development Needs). Self-actualization includes problem-solving, morality, creativity, etc. According to Abraham Maslow, people will always need to achieve their self-development and chase after new needs, becoming a better person in the context of what they are good at. For instance, an athlete wants to perform even better, a manager wants to have an even bigger company, and an artist wants to be more passionate about his work. The series of preceding examples are called Self-Actualization. The self-actualization needs are never fully satiable.

In conclusion, the highest human need is the need for self-actualization. This need is achieved when the basic needs are met and satisfied.

D. Characteristics of Self-Actualized Person

Self-actualizing people have fulfilled all that is in the hierarchy of needs, therefore they live with a high level of sufficiency. Self-actualization of hierarchy of need has 14 characteristics

D.1 Perceive Reality More Efficiently

People who have self-actualized will be able to distinguish what is right and what is fake, he can distinguish between right and wrong..

“Self-actualizing people can more easily detect phoniness in others. They can discriminate between the genuine and the fake” (Feist and Feist 297). The first characteristic of self-actualized people is an exceptional ability to detect the false, fake, and deceptive in people's personalities, as well as to judge people accurately and efficiently in general (Maslow, 153).

Moreover, he also argued that self-actualized people are less scared of the unknown and able to open their mind to accept something that is unknown. They not only tolerate uncertainty better, but they also actively seek it out and feel comfortable with problems and puzzles that have no clear right or wrong answer. Self-actualizing individuals are especially well-suited to be philosophers, explorers, or scientists because they welcome uncertainty, ambiguity, indefiniteness, and uncharted paths (Feist and Feist 291).

D.2 Acceptance (Self, Others, Nature)

The second characteristic of self-actualized people argued by Maslow is acceptance. They are able to accept their own human nature in the stoic style, with all of its flaws and deviations from the ideal image, without feeling genuine concern. They are individuals who can endure pain or hardship without showing their feelings or complaining. It would be a wrong opinion to say that these people are self-satisfied. Self-actualized people have a tendency to accept human nature's flaws

and sins, weaknesses, and evils with the same unquestioning faith that they accept nature's characteristics (Maslow 155).

The first and most obvious level of acceptance is at the so-called animal level. Those that are self-actualizing are typically healthy creatures or healthy animals, with large appetites that enjoy themselves without regret, guilt, or apology. For all the reasonably physiological desires, they seem to have a consistently healthy appetite for food; they appear to sleep well; they appear to enjoy their sexual lives without unnecessary hesitation, and so on. They can accept themselves not only on these low levels, but on all levels, such as affection, protection, belonging, honor, and self-respect (Maslow 156-157).

D.3 Spontaneity, Simplicity, Naturalness

Self-actualizing people are spontaneous, simple and natural. They do not conventionally, but not compulsively. There is similarities between people who have actualized himself with the children and also the animals. What they have in common lies in their spontaneous and natural behavior, and also usually they live a simple life, they too not pretending and not afraid or ashamed to express joy, admiration, excitement, sadness, anger or other strong emotions (Feist and Feist 291).

A properly self-actualizing person is marked with all actions, behavior, and ideas carried out spontaneous, natural, and not artificial.

Thus, what they do not pretend. This trait will give birth to an airy attitude to what is the habit of the people, please don't against their most important principles, even though they laughed at it in they heart. However, if the environment/customs in the community are contrary to the principles they believes in, then they don't hesitate to express it assertively. Habit in the community, among others, such as immoral customs, lies, and an inhumane social life.

D.4 Problem Centered

Individuals will have more respect for the existence of others in their environment. With a few exceptions it can be said that objects are usually concerned with basic issues and questions of the kind that have been studied philosophically or ethically. The self-actualizing person is oriented towards problems that transcend needs.

The fourth characteristic of self-actualizing people is their concern in issues that are not specifically related to them. Self-actualizing people are task-oriented and concerned about issues outside of themselves, while non-self-actualizing people are self-centered and see all of the world's problems in relation to themselves. This interest enables self-actualizers to establish a goal in their lives and a reason for living that is beyond their ego (Feist and Feist 292).

Moreover, in general, self-actualizing people are usually unconcerned with themselves and do not create problems for

themselves. In establishing goals or missions in their lives, these tasks are non personal or unselfish. The missions are focused on the good of humanity as a whole, a country as a whole, or a few members of the self-actualizers' family (Maslow 160). We can conclude that their realistic perspective helps them to differentiate between important and unimportant issues in their lives (Feist and Feist 292).

D.5 The Need For Privacy

The next characteristic is what Maslow called as the need for privacy or the quality of detachment. Self-actualizing people have a quality of detachment that When they are with other people or alone, they feel happy and at ease. They do not have the desperate need to be surrounded by other people because they have already fulfilled their needs for love and belonging (Feist and Feist 292). The need of love and a sense of belongingness is the third need from the lowest as mentioned in the previous subchapter.

Maslow argued that Detachment causes difficulties and conflicts with most people's social relationships. Coldness, arrogance, lack of affection, unfriendliness, or even animosity are easily misinterpreted by "normal" people. The ordinary friendship relationship, on the other hand, is more clingy, more challenging, and more in need of reassurance, compliments, encouragement, comfort, and exclusivity. It

is true that self-actualizing individuals do not need the assistance of others in the traditional way. For self-actualizers, being needed or being missed is the normal and sincere part in a friendship, however, detachment would be difficult for the average or normal person to accept in a friendship (Maslow 161).

D.6Autonomy (Independence of Culture and Environment)

No one can live alone, but that does not mean not independent. Independent here means depend on oneself to grow, even in times of in the past they have received love and security from others, but they are not dependent towards other people. This independence also gives them peace and tranquility of the soul that is not felt by people who live off the acceptance of others (Feist and Feist 292).

People who have reached self-actualization, not depend on their environment. They can do anything and anywhere without being influenced by the environment (situation and conditions) that surrounds them. This independence shows resistance to all shocking problems, without despair let alone commit suicide. The need for others is not dependent, so that growth and optimal self-development.

D.7 Continued Freshness of Appreciation

Self-actualizing people have the wonderful ability to enjoy the simple goods of life again and again, new and naively, with awe, joy, wonder, and even ecstasy, even though these encounters have become repetitive to others. In his book, Maslow gave an example that even if someone has seen a million sunsets or flowers in his or her lifetime, any sunset can be as beautiful as the first, and any flower can be as beautiful as the first to that person with self-actualization (Maslow 163). These people are fully aware of their good physical health, close friends and families, financial stability, and individual rights. Unlike other people who take their blessings for granted, self-actualizing people see ordinary things like flowers, food, and friends with new eyes. They value their belongings and do not waste time complaining about a life that is dull and uninteresting (Feist and Feist, 293).

D.8 Peak / Mystic Experiences

“peak experiences is a generalization for the best moments of the human being for the happiest moments of life for experiences of ecstasy, rapture, bliss, of the greatest joy” (Maslow 101). In addition to that, Maslow also argued that peak experiences occur when people experience something profound and aesthetic for example creative ecstasies, mature love, ideal sexual experiences, parental love, natural childbirth experiences and many others.

This occurrence is considered as a natural experience and Maslow explained that this is similar to experiencing universality and eternity. People who experience this believe that the entire universe is viewed as a single and interconnected whole, and the world is only seen as beautiful, pleasant, attractive, worthwhile, and it is never seen as bad or undesirable. Furthermore, people become more distant, objective, and capable of perceiving the world during peak experiences (Maslow 65-69).

D.9 Social awarenees

People who are able to actualize themselves, their souls are filled by feelings of empathy, compassion, compassion, and wanting to help people other. The feeling is there even if other people behave badly against them. This urge will raise social awareness where they have a sense of community and helping others. “self-actualizers nevertheless identify with all other people and have a genuine interest in helping others—strangers as well as friends.”(Feist and Feist 294).

D.10 Interpersonal Relations

People who are able to self-actualize have tendency to have good relationships with others. They can establish a close relationship with full of love and affection. This interpersonal relationship is not based on personal tendencies momentary, but based on feelings of love, compassion, and patience even though the person may not be compatible

with the behavior of the people around him. They lack desire to have to be friends with everyone, but some interpersonal relationship they have is enough deep and strong. They tend to choose people healthy as friends and stay away from relationships close interpersonal relationships with people who dependent and immature, despite attraction they allow to have feelings of empathy for these unhealthy people, and also them prefer a relationship that needs each other rather than one-sided relationship (Feist and Feist 294).

D.11 The Democratic Character Structure

People who are able to self-actualize have the democratic. “They could be friendly and considerate with other people regardless of class, color, age, or gender, and in fact, they seemed to be quite unaware of superficial differences among people” (Feist and Feist 294) This democratic nature was born because people who self-actualization does not have feelings of awkward socializing with other people. Also because of their humble attitude, so they always respects others without exception.

D.12 Discrimination between Means and Ends

self-actualized people usually know what is good and bad. “Self-actualizing people have a clear sense of right and wrong conduct and have little conflict about basic values” (Feist and Feist 294). they don't really

care about good and right, they focus on what the journey is to reach their achievement.

D.13 Philosophical Unhostile Sense of Humor

Self-actualizing people's sense of humor is different with most people's humor. He will not laugh at Humor that insults, demeans and even vilifies other people. The humor of self-actualizing people not only causes laughter, but is full of educational meaning and value. Their humor really describes the human nature that respects and upholds human values.

“Self-actualizing people is their philosophical, nonhostile sense of humor. Most of what passes for humor or comedy is basically hostile, sexual, or scatological. The laugh is usually at someone else's expense. Healthy people see little humor in put-down jokes. ... They make fewer tries at humor than others, but their attempts serve a purpose beyond making people laugh. They amuse, inform, point out ambiguities, provoke a smile rather than a guffaw.”(feist and feist 301).

D.14 Creativeness

People who actualize themselves will be creative people. Creative people are usually energetic and full of ideas, these individuals are characterized by having a desire to grow and the ability to be spontaneous, different thinkers, open to new experiences, persistent, and hardworking. Maslow said that creativity and self-actualization may

be the same thing. Not everyone who are creative self-actualizers in the arts, but all are creative in their respective fields. They have a great interest in honesty, beauty and reality which are the basic ingredients of true creativity. People who self-actualization doesn't have to be a poet or artists to be creative (Feist and Feist 295).



CHAPTER III

RESEARCH METHOD

A. Type of Research

The method use in this research is qualitative analysis. Qualitative research is views, explanations, opinions and research methods that do not use numbers in presenting research data. “Qualitative research is characterized by its aims, which relate to understanding some aspect of social life, and its methods which (in general) generate words, rather than numbers, as data for analysis” (Patton and Cochran 02). This research concentrates on examining the description of the character, characterization, and personality of the main character that can be observed through behavior. Data from the subject matter including any paragraphs, sentences, phrases, words, or the smallest units of discourse that form quotations and sentence fragments related to Abraham Maslow's concept of multilevel needs.

B. Data Collecting

B.1 Data Collecting Method

In data collection method there is data collection process that will be analyzed with information several ways related to research. These are following steps for collecting the needed data of the present study:

B.1.1 Watching Movie and reading movie script

The first step of data collection in this research is by watching movie. Watching movie entitled *Joy* in several times is considered the easiest way to obtain the deep understanding of the stories, especially to understand the plot, characters, setting of movie, and theories used in research. After watching movie for several times, next steps are reading the script of *Joy*. In analyzing this study the data used in the form the dialogue, sentences descriptions, monologue, and prologues, according to this topic

B.1.2 Identifying the Data

After watching movie and reading the script, the next step is the identification of the data from movie and movie script. The purpose of this step is to find the parts of movie that will be analyzed. The researchers will do the underlining, highlighting and giving code to identify data related to the topic.

B.1.3 Classifying the Data

The next step of the data collection method is to arrange the data in class or group called appendic. Then the researcher will arrange the data into tables. The table is based on problem formulations. It contains a column of numbers, quotes from script movie, pages, and types of analysis, types of data, comments, and references.

B.1.4 Reducing the Data

The last step of collecting the data is minimizing/reducing from the big number into a smaller number. In reducing data, relevant technique would be used to answer the problems statement. This step will be discussed in chapter four as findings of study.

B.2 Type of Data

The data of the present study is divided into two categories:

1. Primary data as the main source will take from movie and *Joy* movie script. There are some kinds of the data which is found in the movie script such as, , dialogues, narration, descriptions, and sentences
2. Secondary data takes an important role as the supporting data which are taken from articles, books, essays, international journals, and sites. The sources should contain the same topic as the present study so the supplementary data could help the researcher to elaborate the research findings to the information or theory of the study.

C. Analyzing the data

The final step in this study is analyzing data. It is a process which contains of analyzing and reporting the data. In analyzing data, the researcher will use a qualitative method by reading script movie. Then, to analyze the data the researcher will use the Hierarchy of Needs Theory. The researcher took the data from movie such as dialogue, narratives, and

monologue. The analyzed data was then reported in Chapter IV: Findings and Discussion.

CHAPTER IV

FINDINGS AND DISCUSSION

This chapter consists the fourth part of this study which becomes the problems formulation answer that has been stated in chapter one. This chapter will show how the hierarchy of needs reflected in the main character of *Joy* movie and the characteristics of self-actualized person through Joy as the main character of Joy movie.

A. The Needs that Depicted By The Main Character

Humanistic psychology by Abraham Maslow identified five categories of hierarchy of needs. These five categories of needs were arranged hierarchy of needs from the bottom to the highest Level of the pyramid.

A.1 Physiological needs

The most basic and most important needs refer to physiological needs. We have to fulfill these needs. Human basic needs (e.g. water, shelter, food, clothing) belong to physiological needs (Aruma and Hanachor 19). In this

movie , there are several physiological needs that should be fulfilled for survival, Here are quotes that show the physiological needs that have been satisfied by Joy:

“Joy sits drinking out of a plastic cup. Doug finishes a speech.”

(mumolo 91)

Based on the references physiological need are basic need food, water. From the monologue we can see that Joy drinking , she drinking out of a plastic cup, it means she has fulfilled her physiological needs by drink.

According to Kaur said that “Physiological needs are the need at the bottom of the triangle and include the lowest order need and most basic. This includes the need to satisfy the fundamental biological drives such as food, air, water and shelter.”(1062). Another proof of physiological needs portrays in *Joy* movie can see in the monologue:

“Joy drives with groceries in the back... After a few seconds, she pulls over, **breaths, turns around, and pulls into the MOTEL PARKING LOT.”** (mumolo 19).

Breathing is one of the physiological needs, breathing need air, and air is one of physiological needs. So Joy has fulfilled it by breath, we can see from the monologue that she is breathing

Another proof that shows Sebastian has satisfied his physiological need can be seen in monologue: **“Joy is asleep** on the table. The clock reads 6 a.m. A voice wakes her up.” (monologue 37)

From the monologue, Joy has fulfilled her physiological needs, namely sleep, it can be proven from her waking up which means she is asleep, based on the reference she has fulfilled her physiological needs.

A.2 Safety need

The next step of Abraham Maslow's hierarchy of needs is the safety needs. Maslow (1943) pointed out several examples of things that could possibly satisfy the needs of safety-security, such as a safe place where someone can feel safe from any danger (e.g., a shelter such as a house that protects someone from bad weather) ... (qtd. In Tarmonia 157) safety-security needs may refer to the needs of fulfilling the lack of protection such as shelter from the natural disasters and harm, individual protection from physical danger, financial protection from poverty, legal protection from attacks on one's right to a peaceful existence, or lack of stability in one's life (Tarmonia 157). The safety needs are portrayed in the monologue below:

“INT. JOY AND TONY'S HOUSE. MORNING.

Very humble, BLUE COLLAR SUBURBAN home. Some DEAD BUSHES in the front. A

DECORATIVE GRAPEVINE WREATH on the front door.” (mumolo 6)

From the reference that the house is one of the safety needs it such as a place where someone can feel safe from harm and give protection , Joy has fulfilled her safety need, it can prove from the monologue, Joy has house , that’s mean Joy have place to give her protection from disaster.

Another proof that Joy satisfied his safety need can also see in monologue in *Joy* movie

“Joy sits nervously in her kitchen going over paperwork. SUDDENLY, there is a banging at the front door. **She is FRIGHTENED. She grabs a knife and goes to the door.** She gets...She breathes a huge sigh of relief and opens the door. It’s Rudy.” (mumolo 119)

from the monologue we can see when joy is feeling scared, when she feels there is a danger coming she then takes a knife to protect herself, joy tries to protect herself by carrying a knife, then she went to the door even though after opening the door it is Rudy. From that Joy has satisfied her safety needs, when she feels scared he takes a knife for her own safety.

Another proof if joy has satisfied the safety need we can see in the monologue “Joy stands there too long. A heaviness comes over her. She turns, starts to adjust **her work uniform.**” (mumolo 33)

From the monologue, we can see that Joy wearing her work uniform, that is mean Joy having a job is one of the safety needs to avoid poverty and Through this safety needs, it can show how Joy satisfies her safety needs.

A.3 Love and belongings

When safety needs have satisfied, The third level is needs associated with love / belonging. “love and belonging indicate the need to be a part of a group such as family, group of colleagues in a workplace, friendship, social group among others in the society.”.(Aruma and Hanachor 22). people need the need to have such as family, friends and so on so that people will feel loved. “the need of belonging to a group: social communion, communication, involvement in social problems, participation in the life of the community we belong to, attending social events, the need for love and affection from family and from our loved ones” (Melinte 149). Joy has fulfill her love and belongingness, it can be show in dialogue :

This wins Joy over. He pulls her up and
dances closely with her as he BELTS IT OUT in
her face--

TONY (CONT'D)

NOOOO, I'll never. No, I'll never

LET YOU GO!!!...

They kiss. There is a dance break in the song.

They dance. (mumolo 5).

This statement show that Joy got her love and belonging from her ex-husband when Joy and her husband were not divorced yet, Tony really loves Joy, from the dialogue we can see that he will never let her go and they kiss each other.

The love and belonging that Joy get also seen the dialogue :

-She kisses each of them as Tony gets into the drivers seat.

JOY (CONT'D)

I love you.

KIDS

I love you/Bye mommy. (mumolo 33)

Not only from her husband , joy also gets love from her kids, as evidenced by her kid's words who love joy very much, and joy also loves her kids. so that joy has fulfilled her love and belonging needs

Another proof that show Joy tries to fulfill his belonging needs. can see in monologue : “Everyone on Joy’s side erupts in celebration. Ronnie, runs to Joy, they hug each other. They all hug. Joy hugs Toots, who is completely dumbfounded. She hugs Ronnie very” (mumolo 91).

We can see from the monologue that many people are on Joy's side, especially the best theme, Ronie, it can be proven when Ronie runs to Joy

and immediately hugs Joy, and they hug each other, Joy has satisfied her love and belonging not only from her family but also from her best friend.

A.4 Esteem Need

After all the previous needs are satisfied, people need to move into self-esteem, self-appreciation, self-respect.

Esteem Needs; there are two kinds of esteem needs. The first is the need to be appreciated and respected by others related to the reputation of a person, such as status, recognition, and appreciation. The other one is the need for self-appreciation and self-esteem, such as talent, independence, self-confidence, and success (Maslow, 1954, Griffin, 2013).(qtd. in UYSAL at,all 27).

In *Joy* movie Joy satisfied his esteem needs are portraying in the narrative:

A PARTY. People eat pizza, drink out of plastic cups. A banner reads **“Congratulations Joy! Best New Product!”** Joy sits drinking out of a plastic cup. Doug finishes a speech. (mumolo 91).

From the monologue, we can see that there is a party to celebrate the hard work that has been done by Joy, Joy has succeeded in selling her

products and people appreciate Joy by making a party with a banner "congratulations joy" this proves that Joy has got her esteem need.

Another proof also can be seen in dialogue :

He searches the room. Locating Joy, he turns
ALL of his
attention on her.

TONY (CONT'D)

There she is. Come here baby.

Isn't she beautiful, everyone?

Joy blushes, shaking her head.

TONY (CONT'D)

She's more beautiful than Crystal Gayle.

(mumolo 5)

From the dialogue, we can see that Joy has satisfied her esteem need, it can be proven when Tony praises Joy in front of many people, he makes joy blush with the words spoken by Tony.

Another proof that Joy has satisfies his esteem need can be proof in dialogue

Joy looks up at Tony.

TONY (CONT'D)

You take your best shots when

you're down. Of all of the options

here, there's only one that isn't a
guarantee of losing everything. And
as far as the mob goes, they're
animals. **But you've survived much
worse than anything they could do.**

JOY

What?

TONY

Your folks.

Joy cracks a smile “very funny.” (mumolo 115)

Tony is Joy's ex-husband, but Tony still supports Joy when Joy is having difficulties, Tony really appreciates Joy's efforts, from the dialogue we can see Tony giving encouraging words to Joy and appreciating Joy, he says positive things to Joy and cheers Joy up to Joy smile, this proves that joy has got its esteem need.

A.5 Self-actualization

Self-actualization is the highest level of the pyramid hierarchy of need by Maslow. According to Maslow said that “A musician must make music, and an artist must paint, a poet must write, if he is to be ultimately at peace with himself. What a man can be, he must be, he must be true to his own

nature, this need we may call self-actualization” (46). An indicator of a complete human being can be derived from a human who have reached this level. Self-actualized people have their independence, they are also able to maintain their feelings especially their self-esteem even though they are being rejected, dismissed, or even scorned by the others. They are independent and tend to be self-reliant of either self-esteem or love needs (Feist and Feist 289).

Joy has managed to fulfill all the lowest levels, that means Joy has become a self-actualization person and it can be seen from the monologue below

Joy and Chrystal are doing their thing.

CHRYSTAL

And that concludes our time with

Joy and her **amazing Miracle Mop!**

**We have broken the sales record for
the segment at 40,000 mops!** Folks
we have just witnessed HSN history.

JOY

(on top of the world!)

Unbelievable!...

Thank you

so much! Good night!(mumolo 94)

From the monologue, we can see that Joy has already got her self-actualization, it can be proven from the monologue that Joy has succeeded in selling her mop, Joy who has potential in her has succeeded in creating an automatic mop that she has designed from her own idea.

B. Characteristics of Self-Actualization portrayed in the main characters.

Joy has become self-actualized person, and it can be seen that Joy has 5 characteristics out of 14 characteristics, we can see in bellow:

B.1 Autonomy

People who are self-actualizing own the confidence and therefore master a huge amount of autonomy that allows them to be unflurried by criticism as well as unaffected by insincere praise (Feist and Feist 292). Autonomy characteristic on *Joy* movie can be seen the dialogue:

RUDY

A mold. They'll take your main part there and make a mold of it, so then you can get a hundred or a thousand of these things whenever you want. And quick. That's what the pros do.

JOY

That's what I want to do.

RUDY

They're expensive. (*mumolo* 93)

From the dialogue, we can see Joy's self-confidence, she knows what she wants to do, and she is not affected by the situation she is going through, she still wants to do it even though what she does requires a lot of money.

B.2 Problem-Centering

The next characteristic of self-actualization is problem centering “A fourth characteristic of self-actualizing people is their interest in problems outside themselves. Non-self-actualizing people are self-centered and tend to see all the world's problems in relation to themselves, whereas self-actualizing people are taskoriented and concerned with problems outside themselves.”(feist and feist 292). Joy characteristic can be seen in this dialogue:

JOY

Hey. All that stuff is what got me
into college.

DOUG BRIGGS

What school?

JOY

(regrets she said that)

Uh...Harvard.

DOUG BRIGGS

Harvard!?

JOY

Yeah. No, I didn't go. I got in. I was gonna go. But, my parents divorced at that time, **so I stayed home. My Mom needed me there.** She was really distraught. (mumolo 93).

Joy was able to go to Harvard College, but she didn't go because she has to take care of her mother and decided to stay home with her mother and not go to Harvard, Joy who became a self-actualized person, namely problem-centering, when she saw her mother's problem which was a problem outside of her. , and she decided to not going to college for her mother.

B.3 The need for privacy

Self-actualizing people have a quality of detachment that When they are with other people or alone, they feel happy and at ease. They do not have the desperate need to be surrounded by other people because they have already fulfilled their needs for love and belonging (Feist and Feist 292). This characteristic can be seen on *Joy* movie through this dialogue:

TONY (CONT'D)

Joy come on. Its freezing cold out here.

JOY

You're not coming in here. Go wherever you go, but you can't be here.

TONY

(sees a NEIGHBOR come onto their porch)

Come on. Let's go inside and talk about this.

JOY

There's nothing to talk about. I put the kids to sleep. They are in bed. Not tonight, Tony. You, you go away. Please. (mumolo 133)

Joy is a person who has self-actualized, in the dialogue between Joy and Tony we can see that she needs privacy, when Tony wants to approach her, she refuses, and asks Tony not to come because she wants to be alone.

B.4 Social awareness

One of the characteristics of actualized people is social awareness. “self-actualizers nevertheless identify with all other people and have a genuine interest in helping others—strangers as well as friends.”(Feist and Feist 294).we can see joy have become self-actualized person, it can be proof by monologue

“Rudy sits isolated, no longer part of the family, no longer respected by the mob. Shamed. He looks pathetic. **Joy watches him. A hint of sympathy comes across her face.** Joy’s group excitedly starts to head out the door. Last in line, Joy stops where Rudy is sitting.”(*mumolo 133*)

Self-actualization person has a social character, joy is a person who has actualized himself he has sympathy for people, we can see in

the narrative she sees Rudy who looks pathetic, and joy feels sorry for Rudy.

B.5 Creativeness

Another characteristic possessed by actualized people is creativeness. “Not all self-actualizers are talented or creative in the arts, but all are creative in their own way. They have a keen perception of truth, beauty, and reality ingredients that form the foundation of true creativity.”(Feist and Feist 295). The characteristic of creativeness can be seen on the dialogue:

JOY

**The drawing's not great but it's
all in my head. The lever pushes
the rollers down and wrings it out.**

Joy demonstrates proudly. She pushes the LEVER
down. (mumolo 35)

From the dialogue we can see that Joy is a creative person, she succeeded in creating an automatic mop, she had an idea and then she drew her idea and showed it to her family.

CHAPTER V

CONCLUSION AND SUGGESTION

In this chapter of this study, the writer provides the conclusion and suggestion as the closing of this study and it is based on the analysis of chapter four

A. Conclusion

The conclusion of the problems in this study is based on the analysis in the chapter four. This study analyses about the hierarchy of needs and self-actualization of the main characters in *Joy* movie using Abraham Maslow's hierarchy of needs theory. This study shows needs that experienced by the main characters and the self-actualization's characteristics portrayed in *Joy*. Abraham Maslow explained the hierarchy of needs which are arranged hierarchically from the bottom to the top. The bottom and the basic needs in hierarchy needs theory are physiological needs, the main characters have satisfied by drinking, sleeping, and breathing. The next are safety needs, Joy has a house, job, and she can protect herself when she scared of something. Joy also has satisfied the love / belongingness needs, Joy gets love from her ex-husband, her kids and her best friend. Joy has satisfied the esteem needs such as, Joy get appreciation from her husband and from her coworkers. And the top and the highest needs is self-actualization. Joy get her self-actualization when she can sell her miracle mop that she design from her own idea. In self-actualization, it has fourteen characteristics. They are:

perceive reality more efficiently, acceptance (self, others, nature), spontaneity (simplicity and naturalness), problem cantering, the quality of detachment (need for privacy), autonomy (independence of culture and environment), continued freshness of appreciation, peak/mystics experiences, social interests, interpersonal relations, the democratic character structure, discrimination between good and evil, philosophical unhostile sense of humor, creativeness. As the explanation of chapter four, the main characters experienced all the needs except the self-actualization. Joy has satisfied the self-actualization's characteristics. She becomes the self-actualized person. Firstly, Autonomy. Joy is autonomous person. Secondly, it is Problem-Centering. Joy focuses on her mother problems not ego centered. Thirdly, the need for privacy. Joy does not want to meet her ex-husband and want to be alone. fourthly, social awareness, joy feel so sympathy to her father. Lastly, creativeness . Joy is creative person who can make her miracle mop.

B. Suggestion

Based on this study, there are some suggestions to the readers. First, the readers could analyze the other movie using the hierarchy of needs theory. Second, *Joy* movie can be used as the object of analysis using another theory such as masculinity theory.

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