

Becoming a Needs Ninja

A Next Level Worksheet

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*Okay, you've already filled out your **Daily Activities Data Collector Sheet** and you have an idea of the **types of activities** you're doing, and what you perceive as the **purpose** of those activities.*

Now it's time to level-up and dig into the NEEDS behind our perceived purpose.

When we look at things through the lens of our own needs, things start to get interesting, not purely in terms of **productivity**, but in terms of becoming sharp as sharks' teeth about **what we're doing and why**.

Clarity around this is one of the keys to good **decision-making**, getting **motivated** and ultimately being able to step into the zone of **great creative work** and full autonomy.

It also makes working with others a gazillion times more enjoyable, because part of this process teaches us that **while we are responsible for our own Interdependence, we aren't responsible for others' needs** ... which in turn frees us up to be exactly who we are ... and let others be exactly who they are.

If you're having a 'Needs?! WTF?' reaction, try thinking about it like this:

If we don't value our needs, others may not either.

According to Marshall Rosenberg, who developed the Nonviolent Communications Framework, there are typically 7 areas of human needs:

Autonomy

Integrity

Celebration

Interdependence

Play

Spiritual Communion

Physical Nurturance

TASK 1: Read over the list below, and notice the needs that resonate with you. You could add a phrase around the word, like, “I feel the need for self-worth.”

Now pick 10 that are relevant to you and your life.

You’ll notice none of the needs are associated with real-world goals or objects like money or cars or furniture. This is because needs are a starting point, and the rest follows.

List of Basic Human Needs, according to Marshall B. Rosenberg

<p>Autonomy</p> <ul style="list-style-type: none"> • To choose one’s dreams, goals, values • To choose one’s plan for fulfilling one’s dreams, goals, values 	<p>Integrity</p> <ul style="list-style-type: none"> • authenticity • creativity • meaning • self-worth 	<p>Celebration</p> <ul style="list-style-type: none"> • To celebrate the creation of life and dreams fulfilled • To celebrate losses: loved ones, dreams, etc. [mourning]
<p>Interdependence</p> <ul style="list-style-type: none"> • acceptance • appreciation • closeness • community • consideration • contribution to the enrichment of life (to exercise one’s power by giving that which contributes to life) • emotional safety • empathy • honesty (the empowering kind, that enables us to learn from our limitations) • love • reassurance • respect • support • trust • understanding • warmth 	<p>Physical Nurturance</p> <ul style="list-style-type: none"> • air • food • water • movement, exercise • protection from life-threatening forms of life: viruses, bacteria, insects, predatory animals • rest • sexual expression • shelter • touch 	<p>Spiritual Communion</p> <ul style="list-style-type: none"> • beauty • harmony • inspiration • order • peace <hr/> <p>Play</p> <p>fun laughter</p>

TASK 2: Now go back to your **Daily Activities Data Collector Sheet** and use the final column on the right hand side (currently unnamed) to write down a NEED (of YOURS, not someone else) that your activity is fulfilling.

For example, if I spend time doing sales calls, perhaps it's fulfilling a need related to living an **autonomous life**, or **interdependence**. (*"I love being in touch with the people in my community."*)

OR perhaps it is not fulfilling a need IN THAT MOMENT, but longer term. For example, sales calls might also answer to **Physical Nurturance**. (*"Ultimately, my sales will fulfill a need for **shelter** and **food**."*)

TASK 3: Now write down 5 examples of where you see your needs ARE effectively being met, behind your activities.

Activity	Need

TASK 4: Write down 5 examples of activities that you could tweak or drop. And don't forget you might be able to outsource an activity, lose it altogether, or find a way to reframe it so it *does* fit with your needs.

For example, if taxiing your kids around town is not cutting it for you, but you can't quite work out why you're resisting it, don't stop at: "I like looking after others' well-being." Ask instead if it's answering to your need for e.g. **Interdependence** in some way. Or perhaps even **Play**: some kids make their parents laugh all the time, and laughter might be one of your needs.

Activity	Action