

***(Self-actualization in Dale's Carnegie's how to win friends
and influence people)***

Réalisation de soi dans "Comment se faire des amis et influencer les autres" de
Dale Carnegie

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Abstract:

Developing learning experiences that facilitate self-actualization and creativity is among the most important goals of our society in preparation for the future. To facilitate deep understanding of a new concept, to facilitate learning, learners must have the opportunity to develop multiple and flexible perspectives. The process of becoming an expert involves failure, as well as the ability to understand failure and the motivation to move onward. Meta-cognitive awareness and personal strategies can play a role in developing an individual's ability to persevere through failure, and combat other diluting influences. Awareness and reflective technologies can be instrumental in developing a meta-cognitive ability to make conscious and unconscious decisions about engagement that will ultimately enhance learning, expertise, creativity, and self-actualization. This paper will review different perspectives of psychology, engineering, education, and computer science to present opportunities to enhance creativity, motivation, and self-actualization in learning systems.

Keywords: Maslow, self-actualization, hierarchy of needs, self-actualized people

المخلص:

تطوير خبرات التعلم التي تسهل تحقيق الذات والإبداع من أهم أهداف مجتمعنا استعدادًا للمستقبل. لتسهيل الفهم العميق لمفهوم جديد، لتسهيل التعلم، يجب أن نتاح للمتعلمين الفرصة لتطوير وجهات نظر متعددة ومرنة. تتضمن عملية أن تصبح خبيرًا الفشل، بالإضافة إلى القدرة على فهم الفشل والدافع للمضي قدمًا. يمكن أن يلعب الوعي ما وراء المعرفي والاستراتيجيات الشخصية دورًا في تطوير قدرة الفرد على المثابرة من خلال الفشل، ومحاربة التأثيرات المخففة الأخرى. يمكن أن يكون الوعي والتقنيات الانعكاسية مفيدة في تطوير القدرة المعرفية الفوقية لاتخاذ قرارات واعية وغير واعية حول المشاركة التي ستعزز في النهاية التعلم والخبرة والإبداع وتحقيق الذات. سترجع هذه الورقة وجهات نظر مختلفة لعلم النفس والهندسة والتعليم وعلوم الكمبيوتر لتقديم فرص لتعزيز الإبداع والتحفيز وتحقيق الذات في أنظمة التعلم.

الكلمات المفتاحية: ماسلو، تحقيق الذات، التسلسل الهرمي للاحتياجات، الأشخاص المحققون لذواتهم

Introduction

In psychology, **self-actualization** is achieved when we're able to reach our full potential. Being truly self-actualized is considered the exception rather than the rule since most people are working hard to integrate their needs. The aim of this research is to study of self-actualizing of people.

Self-actualization means a person's desire to use all his or her efforts to maintain everything and reach the higher things (*self-actualization is the ultimate goal of all organism*) (Goldstein). The concept of Self-actualization became a mainstream and widely known when it first used by Maslow in his famous theory "*hierarchy of needs*" and that what we will clarify it in the next lines: Abraham Maslow is a prominent psychologist known for his services to humanistic psychology.

Maslow's passion of knowledge, his eagerness to humanistic psychology and his interest especially in self-actualization is derived from his early experiences in his childhood when he witnessed the horror of World War II. US psychologist Abraham Maslow's *A Theory of Human Motivation* is a classic of psychological research that helped change the field for good. Like many field-changing thinkers, Maslow was not just a talented researcher, he was also a creative thinker – able to see things from a new perspective and show them in a different light. (Frick,2000; Hoffman,2008). Through the presenting of hierarchy of needs, Maslow identified five needs:

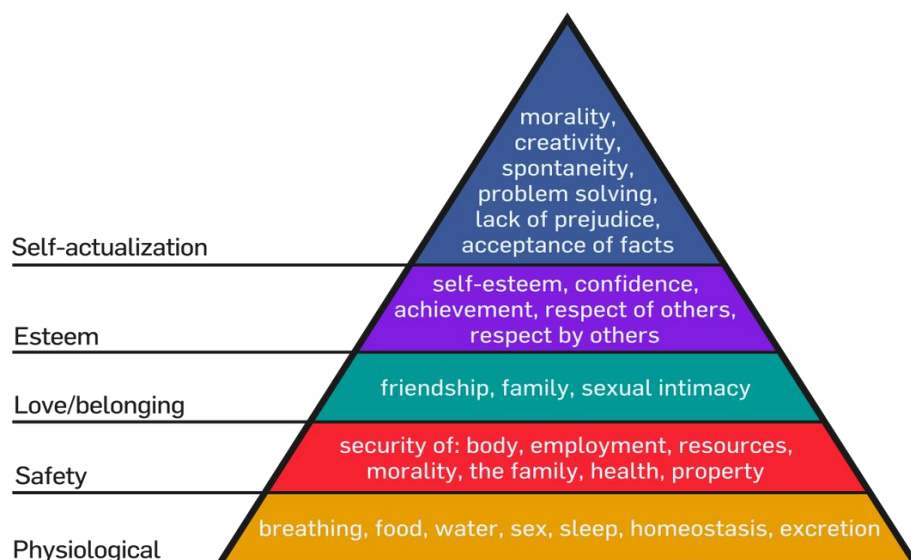
- 1- Psychological
- 2- Safety
- 3- Love
- 4- Esteem
- 5- Self- actualization

-*Psychological needs* including the necessities that make us survive just like : (air, food, water).

-*Safety needs* including things that make us feel healthy such as (having -health care)and physically safe.

-*Love needs* are establish through love and being accepted by others.

-*Esteem needs* is achieved successfully through self-confident .



Self-actualization needs are achieved when human being magnetizes in self-development and personal growth. As a human, self-actualize and self-transcend, they tend to concentrate less on themselves and more on tasks outside of themselves. As they grow in age and wisdom, they tend to move from selfishness to unselfishness. That's why we will present the characteristics of self-actualized people in order to learn how they communicate and affect other people through:

Characteristics of self-actualized people:

1-Self- actualized have a **peak experience**. Peak experience means that : Peak experiences are often described as transcendent moments of pure joy and elation. These are moments that stand out from everyday events. The memory of such events is lasting and people often liken them to a spiritual experience. Peak experiences are often described as transcendent moments of pure joy and elation. These are moments that stand out from everyday events.

2- Self- actualized people own **Self-Acceptance and a Democratic World View** they accept themselves and others as they are. They are able to enjoy themselves and their lives free of guilt. Not only do self-actualized people accept themselves, they also embrace other people for who they are.

3-Self-actualized people have a "**sense of realism**". they are more logical and rational than being scared of things that are different from what they know.

4-Self- actualized people have a **strong sense of responsibility**, they have a strategies in solving other people's problems or any difficult situations what they used to do is to discover the problem, understand it, then taking action of solving it, that's why they called problem- centered.

5- Self- actualized people are freelance, self- actualized person has the freedom to control himself without depending on other people's ideas, he/she has own perspective to create happiness.

6- Self-actualized people prefer to live in solitude and privacy and do prioritize companying people at the same time.

7-Self-actualized individuals have a **sense of humor**. They're able to enjoy the humor in situations and laugh at themselves, but they don't make a joke at another person's feelings.

8-Another characteristic of self-actualized people is **spontaneity**. these people are normal and unprompted in their expectations, they don't subject to norms in their thoughts or behaviors.

9- Self-actualized people have a certain goals, they don't see things in a simple way. They always have a journey toward accomplishing their **goals**.

According to Abraham Maslow, self-actualization is an evolutionary process through which an individual eagers to realize true potential after satisfying basic needs. Self- actualized people tends to be fulfilled with their lives and spend significant time making different activities.

Dale Carnegie:

Who was Dale Carnegie?

He was the author of " how to win friends and influence people" one of the best- selling self- helping book of all time, the teacher of public speaking classes in the United States and because of his talented, the students are offered to pay him money to teach them public speaking. His classes immediately became famous. Carnegie in his teaching focused on every day needs of businesspeople , he taught them how to interview well, make persuasive presentations and forge positive relationships.

Carnegie believes that " *the best way to learn the secrets of success was to read up on history's most successful people*"

Dale's Carnegie's approach to communicating has endured for a century, touching millions of readers. Carnegie's lesson about communication have lasted, he proves wise and helpful teacher in

this digital landscape. Carnegie's advice on how to communicate, lead, and work efficiency remains priceless across the ages.(Carnegie p2)

Why Carnegie's Advice Still Matters?

" the art of communication is the language of leadership" Dale makes a compelling statement to his readers: " Dealing with people is probably the biggest problem you face" however developing strategies for dealing and cooperating with people is more complex. Messaging speed is instantaneous. Communication media have multiplied. Network have expanded beyond borders. Industries and ideologies.

What all come to understand is that there is no such thing as a neutral exchange. We leave someone either a little better or a little worse. The best way to leave others a little better with every nod, every inflection, every interface. This one idea embodied daily has significant result.

Conclusion:

Finally, we have to say that communication with others is simply an outward manifestation of our thoughts, intentions, and conclusions of other people around us.

Self-actualization is the complete realization of one's potential and the full development of one's abilities and appreciation for life. The originator of this concept was Abraham Maslow who created the famous hierarchy of needs. According to Maslow, the internal drive to self-actualize would seldom emerge until more basic needs are met. Maslow introduced the concept of hierarchy of needs. This hierarchy suggests that people are motivated to fulfill the basic needs before moving on to other more advanced needs, while some of other schools of thought tended to focus on problematic behavior. Maslow was more interested in learning about what makes people happy and avoid loneliness, depression, and anxiety through feel loved and accepted by others.

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