

**THE MAIN CHARACTER'S HIERARCHY OF NEEDS IN
ARTHUR MILLER'S *THE DEATH OF A SALESMAN***

THESIS

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DEPARTMENT OF ENGLISH LITERATURE

FACULTY OF HUMANITIES

UNIVERSITAS ISLAM NEGERI MAULANA MALIK IBRAHIM MALANG

2018

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THESIS

Presented to

Universitas Islam Negeri Maulana Malik Ibrahim Malang

In partial fulfillment of requirement for Degree of Sarjana Sastra (S.S.)

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2018

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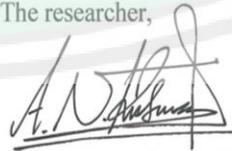
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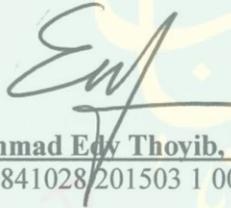
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APPROVAL SHEET

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STATEMENT OF AUTHENTICITY

I declare that this thesis entitled is “**The Main Character’s Hierarchy Of Needs In Arthur Miller’s The Death Of A Salesman**” is truly my original work to accomplish the requirement for the degree of *Sarjana Sastra* (S,S.) in Department of English Literature, Faculty of Humanities, Universitas Islam Negeri Maulana Malik Ibrahim Malang. It does not incorporate any materials previously written or published by another person, except those indicated in quotations and bibliography. Due to this act, I am the only person responsible for the thesis if there is any objection or claim from others.

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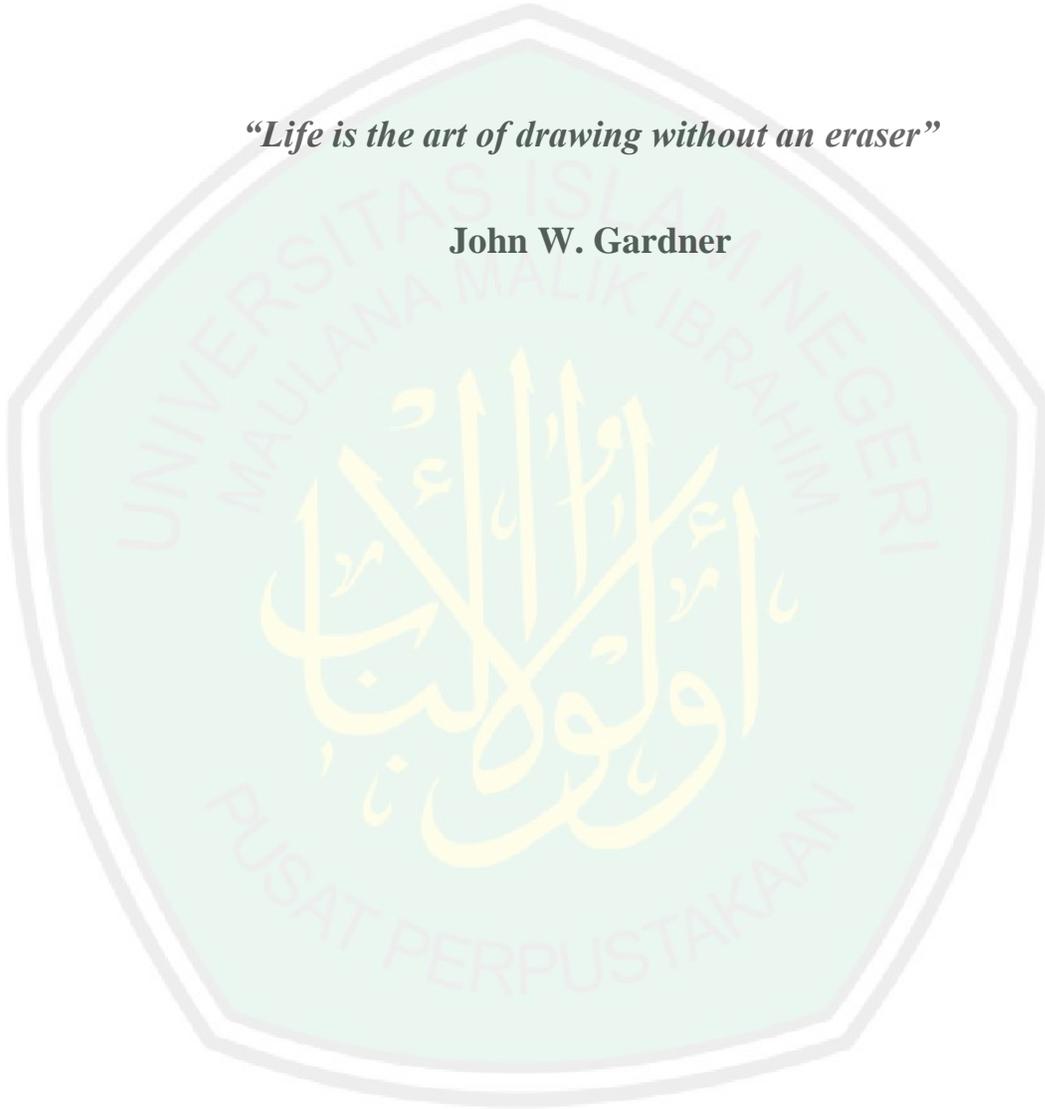
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MOTTO

“Life is the art of drawing without an eraser”

John W. Gardner



DEDICATION

My beloved father and mother for their great motivation, endless love and sincere prayer.

My beloved brother, uncle and aunt that always give a big support and constructive advice to me.



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The researcher realizes that this study is far from perfect. He will be grateful to people who will give critics and suggestions that make this study better. Finally, the researcher hopes that this study will be useful for the readers especially for students majoring in literature.

Malang, December 17th 2018



Achmad Nidzam Kusuma

ABSTRACT

Kusuma, Achmad Nidzam. 2018. *The Main Character's Hierarchy Of Needs In Arthur Miller's The Death Of A Salesman*. Thesis. Malang: English Literature Department. Faculty of Humanities. State Islamic University of Maulana Malik Ibrahim Malang.

Advisor: Muhammad Edy Thoyib, M.A.

Keywords: Hierarchy of Needs, Human Motivation

The present study endeavors to examine the hierarchy of needs of Willy Loman in Arthur Miller's drama *The Death of Salesman*. The drama is chosen for this study attempts to recognize the issue of psychological needs in that era. The Death of a Salesman is a drama by Arthur Miller (1949) which tells the story of the main character, Willy Loman as ordinary man who has a big dream of being a successful and well-respected person. In reality, he cannot reach it so he commits suicide.

With the title *The Main Character's Hierarchy of Needs in Arthur Miller's The Death of a Salesman*. The researcher aims to analyze the motivation and the processes of fulfilling Willy Loman's needs in the chronology of his life by using Abraham Maslow's theory as a psychological approach. The theory explains motivation through a hierarchy of needs in the form of Physiological needs, Safety needs, Love and Belonging needs, Esteem needs (D-Needs or Deficiency Needs) and Self-Actualization (B-Needs or Being Needs).

The result of this study are; 1. During his lifetime Willy Loman was always shadowed and drowned out by his big dreams which became a motivation (Being Needs) in fulfilling Self-actualization. 2. Willy Loman faces many problems in meeting physiological needs, safety needs, love needs and esteem needs (Deficiency Needs) that are very erratic or fluctuating.

It can be concluded that Willy Loman is unsuccessful in fulfilling all the needs. He is an ordinary man being a salesman who pursues his big dream and Willy Loman's choice to commit suicide is a form of personal weakness from the psychological impact when he fails to reach his big dream that makes Willy Loman not think realistically in the face of life which is full of needs that must be met.

مستخلص البحث

كوسوما، أحمد ندم. 2018، هرم الحاجات للشخص الرئيسي في المسرحية "وفاة أحد البائع" لآرثر ميلر. البحث الجامعي، قسم الأدب الإنجليزي. كلية العلوم الإنسانية. جامعة مولانا مالك إبراهيم الإسلامية الحكومية مالانج.

المشرف: محمد إدي طيب، الماجستير.

الكلمات الرئيسية: هرم الحاجات، الدافع الإنساني

تسعى الدراسة الحالية إلى دراسة هرم الحاجات للشخص الرئيسي ويلي لومان في مسرحية آرثر ميلر "وفاة أحد البائع" كالمسرحية المختارة لهذه الدراسة تحاول التعرف على قضية الاحتياجات النفسية في تلك الحقبة. "وفات أحد البائع" هي مسرحية قام بها آرثر ميلر (1949) والتي تحكي قصة الشخصية الرئيسية، ويلي لومان كرجل عادي لديه حلم كبير في أن يكون الشخص ناجحًا ومخترمًا. في الواقع، لا يستطيع الوصول إليها، لذا فهو ينتحر.

مع عنوان هرم الحاجات للشخص الرئيسي في "وفاة أحد البائع" آرثر ميلر. يهدف الباحث إلى تحليل دوافع وعمليات تلبية احتياجات ويلي لومان في التسلسل الزمني لحياته باستخدام نظرية أبراهام ماسلو كنهج نفسي. تشرح النظرية الدوافع من خلال هرم الحاجات في شكل الاحتياجات الفسيولوجية، واحتياجات السلامة، واحتياجات الحب والانتماء، واحتياجات تقدير (D-Needs or Deficiency Needs)، وتحقيق الذات (B-Needs or Being Needs).

نتيجة هذه الدراسة هي؛ 1. خلال حياته، كان ويلي لومان دائمًا مظللاً ومغموراً بأحلامه الكبيرة التي أصبحت حافزاً (Being Needs) في تحقيق تحقيق الذات. 2. تواجه ويلي لومان العديد من المشكلات في تلبية الاحتياجات الفسيولوجية، واحتياجات السلامة، واحتياجات الحب والتقدير (Deficiency Needs) غير المنتظمة أو المتقلبة.

يمكن أن نستنتج أن ويلي لومان لم ينجح في عملية تحقيق التسلسل الهرمي للاحتياجات بقلم أبراهام ماسلو. هو رجل عادي كونه بائعاً يسعى لتحقيق حلمه الكبير وأن اختيار ويلي لومان للانتحار هو شكل من أشكال الضعف الشخصي الناجم عن التأثير النفسي عندما يفشل في الوصول إلى حلمه الكبير الذي يجعله شديد الخطورة لا تفكر بشكل واقعي في مواجهة الحياة المليئة بالاحتياجات التي يجب الوفاء بها.

ABSTRAK

Kusuma, Achmad Nidzam. 2018. *Hierarki Kebutuhan Pada Karakter Utama Dalam The Death Of A Salesman Karya Arthur Miller*. Skripsi. Malang: Jurusan Sastra Inggris. Fakultas Humaniora. Universitas Islam Negeri Maulana Malik Ibrahim Malang.

Pembimbing: Muhammad Edy Thoyib, M.A.

Kata Kunci: Hierarki Kebutuhan, Motivasi Manusia

Penelitian ini berupaya untuk memeriksa hierarki kebutuhan Willy Loman dalam drama *The Death of a Salesman* karya Arthur Miller. Drama yang dipilih untuk studi ini berupaya mengenali masalah kebutuhan psikologis di era itu. *The Death of a Salesman* adalah drama karya Arthur Miller (1949) yang mengisahkan tentang tokoh utama, Willy Loman sebagai manusia biasa yang memiliki impian besar untuk menjadi orang yang sukses dan dihormati. Pada kenyataannya, dia tidak bisa mencapainya sehingga dia bunuh diri.

Dengan judul Hirarki Kebutuhan Karakter Utama dalam *The Death of a Salesman* karya Arthur Miller. Peneliti bertujuan untuk menganalisis motivasi dan proses pemenuhan kebutuhan Willy Loman dalam kronologi hidupnya dengan menggunakan teori Abraham Maslow sebagai pendekatan psikologis. Teori ini menjelaskan motivasi melalui hierarki kebutuhan dalam bentuk kebutuhan fisiologis, kebutuhan keselamatan, cinta dan kebutuhan, kebutuhan harga (D-Needs atau Deficiency Needs) dan aktualisasi diri (B-Needs atau Being Needs).

Hasil dari penelitian ini adalah; 1. Selama hidupnya Willy Loman selalu dibayangi dan tenggelam oleh mimpi-mimpinya yang besar yang menjadi motivasi (Being Needs) dalam memenuhi aktualisasi diri. 2. Willy Loman menghadapi banyak masalah dalam memenuhi kebutuhan fisiologis, kebutuhan keselamatan, kebutuhan cinta dan kebutuhan penghargaan (Deficiency Needs) yang sangat tidak menentu atau berfluktuasi.

Dapat disimpulkan bahwa Willy Loman tidak berhasil dalam memenuhi semua kebutuhan. Ia adalah seorang biasa yang menjadi sales yang mengejar impian besarnya dan pilihan Willy Loman untuk bunuh diri adalah bentuk kelemahan pribadi dari dampak psikologis ketika ia gagal mencapai impian besarnya yang membuat Willy Loman tidak berpikir realistis dalam menghadapi kehidupan yang penuh dengan kebutuhan yang harus dipenuhi.

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CHAPTER I

INTRODUCTION

This chapter provides background of the study which discusses the rationale of why choosing the topic. The statement of problems with its objectives to be answered. The scope and limitation are the borders of the study. Significance of the study provides the benefits of this study. Research method consisting steps of data collection and data analysis is an instrument in analyzing the study. Several key terms are provided to ease the reader in comprehending the study.

A. Background of the Study

It is true to say that every human being has the sense of accommodating all the knowledge. Knowledge, in this case, related to everything he gets from various aspects. Either past or present experiences can affect the way people think about the future plans. Through this behavior, people can measure their creative way of thinking. The science of literature has also described a result of many aspects that affect human behavior through fiction called literary works. Literature is a true picture or reflection of human's life. It describes what and how human life is, and it usually reflects the events that happen in a society (Wilbur, 1962: 24).

Furthermore, literature is used to describe anything from creative writing to more technical or scientific works, according to Pushkin (in Eagleton, 1996: 3), the term literature means a permanent expression in words of some thought or idea about

life and the world. However, the term is most commonly used to refer to works of the creative imagination, including works of poetry, drama, fiction, and nonfiction. Meanwhile, literary criticism itself is a study, evaluation, and interpretation of literature. A literature interprets the sense of literary work from the science or the knowledge they have such as history, philosophy, psychology, sociology, economy or etc.

The explanation indicates that literature also has a connection with the psychology. It is described that Psychological elements become the present in literary works as long as humans are the theme of the texts. Literature psychology covers almost everything we want to know about literature because literature is a product of a mind. Since psychology explored the mental processes it would also provide a deep insight into the literature, because the human mind is the source of all science and arts. Thus, the two sciences are learning about the human's soul. Literary works study humans and describe their inner world with all its aspects as well as products of certain psychological conditions. (Freud, Jung, and Adler, 1981, p. 53)

According to Emir (2016), a literary work supports psychology in terms of depicting human psychological conditions, as we see in the example of Dostoevsky's characters. At the same time, Jung noted that psychology also provides insights into literature by exploring mental processes. A literary work benefits from psychology in terms of successfully presenting characters, expressing their moods, and bringing the reader into the psychological dimension of human reality.

An example of literary works reflecting psychological dimension is the work of American playwright Arthur Miller entitled “The Death of Salesman”. The drama told about a man who pursued his dreams. It described the psychological impact of failing to succeed in reaching his dreams as a form of personal weakness of the character. It also portrayed American social reality. The drama was published in 1949 and Arthur Miller had twice won the New York Drama Critics Circle Award, and in 1949 he was awarded the Pulitzer Prize.

The Death of a Salesman told the tragedy of a salesman who came from a common-man. His life was full of ambition and a strong desire. It made him got involved a very big motivation to realize all the desires and dreams even though at the end of the story salesman prefer to end his life with a tragic death. From the brief explanation above, the main character of *The Death of a Salesman* drama was Willy Loman. There were some characters in this drama, they were Linda, Biff, Happy, Bernard, The Woman, Charley, Uncle Ben, Howard Wagner, Jenny, Stanley, Miss Forsythe, and Letta.

Based on above explanations, the researcher has analyzed the Hierarchy of Needs by Maslow’s theory in *The Death of a Salesman*. There are several aspects why the researcher choose this object. First, *The Death of a Salesman* drama told the American dream has successfully portrayed the real social condition, capitalist system in economy sector. This American dreams portrayed psychological impact on American people. The second, the researcher has curiosity on the word combination

between the word death and salesman. The meaning of "death" in English dictionary is the cause of the end of life or the end or destruction of something. While the meaning of "Salesman" is a man whose job is selling things in a shop or directly to customers (based on Cambridge dictionary). So, a salesman should be very enthusiastic, full of desire and charismatic in playing his role. A salesman is a leading position in the success of a company.

From the reasons above, the researcher meant to analyze the psychological impact and the combination of word "death and salesman" using Hierarchy of Needs in Willy Loman as the main character depicted *The Death of a Salesman* drama. The researcher focused on some needs in Willy Loman that he must fulfill his needs in order he can achieve what he wanted to be or to do. It was to realizing the need for a form of encouragement or motivation for each individual person to be self-actualizing.

In 1943, a Brooklyn-born American psychologist namely Abraham Maslow pointed out that human is constantly being motivated by one need or another need. In his theory of Human Motivation, Maslow proposed that people are motivated to achieve certain needs. The needs in which arranged Hierarchical of Needs, consisted of 1) physiological needs, 2) safety needs, 3) love and belonging needs, 4) esteem needs, and 5) self-actualization needs. The argument reinforced the statement that The Maslow's Hierarchy of Needs concept assumed lower level needs have pretense over higher level needs (Feist & Feist, 2002). The above explanation is one of literary

criticism theories as the tool to analyze or examine a form of literary works, as it was also applied in this current paper.

It is true to say that every human being has primary needs or basic needs such as water, food, sex and the other needs. Therefore, a research about Hierarchy of Needs is considered as a need to find out and observe the needs of human being. It somehow became this paper significance since the drama of *The Death of a Salesman* by Arthur Miller, Willy Loman as the main character also have basic needs and other needs- gave a deep insight about human life from the psychology side. The researcher has done a thoughtful analyze to know how the process main character effort in fulfilling his needs on *The Death of a Salesman* drama. The analysis included Physiological need, safety needs, love and belongingness needs, self-esteem needs and self-actualization needs which are represented in the main character.

B. Problems of the Study

Based on the background above, the problems of the study can be formulated in the form of questions as follow:

1. What motivates the main character to fulfill his needs in Arthur Miller's *The Death of a Salesman*?
2. How does Willy Loman fulfill the Hierarchy of Needs in Arthur Miller's *The Death of a Salesman*?

C. Objectives of the Study

The objectives are arranged based on the problems of the study. The objective lead to something that should be found out and solved. In lines with the problems above, this research find out the answers to those question, as followed by:

1. To find out the main character's motivation to fulfill his need.
2. To explain the main character process in achieving his needs viewed from Abraham Maslow's Hierarchy of Needs theory.

D. Significance of the Study

The researcher expected that this research can assign a contribution to both theoretical and practical knowledge. Theoretically, this research aimed to show that literary work could be a reflection of the real-life through the characterization, the condition of life, human need even the psychological condition. It also proves that both of psychology and literature have deep relation toward the same objects, those are about human and their lives. Moreover, this study conducted for the readers in term of increasing their knowledge and experience in literature and psychology.

Practically, this research expected to be able to help readers in understanding about the Hierarchy of Needs. This drama could be the reference for students who want to know more about the application of psychological approach in the literary work. The result of this studies are supposed to be useful for the readers in term of giving the better understanding about what hierarchy need is, thereby the reader can

understand well regarding the Hierarchy of Needs and the causes of it in real life. Finally, this research is purposed to be able to sign more understanding about the idea of psychoanalysis from Abraham Maslow the intention that can be more useful for the next researcher who wants to do the same scientific discipline.

E. Scope and Limitation

This research focuses on how to understand the needs that must be fulfilled by the main character through Hierarchy of Needs by Abraham H. Maslow's theory in *The Death of a Salesman* by Arthur Miller's. This discussion was meant to limit the research so that it's not going too broad in order to get the target more clearly about the causes of it. As being described in the drama, the object of this research was not all about the characters. It only focuses on the main character named Willy Loman.

F. Research Method

This research applies a qualitative method which clearly exposes the figures based on Hierarchy of Human Needs of Abraham H. Maslow's theory. This research method includes: research design, data source, data collection and the last is data analysis.

1. Research Design

This study was a literary criticism concerning with defining, classifying, analyzing and evaluating works of literature (Abrams, 1981 cited in Siswantoro, 2005). In other words, literary criticism refers to any kinds of limitless comments

from the point of view of structuralism, sociology, philosophy, politics, psychology, cultural studies and many more.

The present study observed the Hierarchy of Needs in the drama *The Death of a Salesman* in the point of view of the psychology of literature. The researcher explained the data qualitatively. The researcher used Hierarchy of Human Needs of Abraham H. Maslow's approach based on critical study and sharp analysis of the qualitative data. First, the researcher read the drama script carefully for several times. It was to learn the contents of the drama intensively so it could prevent misunderstanding in the analyzing. Then, the researcher underlined (highlighting process), and identified *The Death of a Salesman* drama carefully. Finally, the researcher analyzed the related data according to the human needs theory. By applying this approach, it was expected to be able to inspect intensely about what happens with the character. Hence, psychological criticism was really appropriate in analyzing this drama. At this point, the researcher applies the Human Motivation by Abraham Maslow's theory which was appropriate with the character's condition that appears in the drama related to the five human needs.

2. Data Source

The source of is the drama. The data presented in the form of words, phrases, and sentences which indicate the characters of need and the cause of character of need itself. The source of the data is taken from the drama *The Death of a Salesman* by Arthur Miller. This drama contains 3 chapter that is Act one, Act two and

Requiem. This drama or playwright was published by Christopher Bigsby in Penguin Books 1998. This drama consist of three chapter; every chapter has a relation to the story and this drama played by 13 Characters.

3. Data Collection

In collecting the data, the researcher did several steps. Firstly, the researcher read and understand the drama book. It means that while reading the drama, the researcher gave a deep thought and full attention to the contents of the drama, thereby the researcher completely understood what the story means. Secondly, the researcher classified all information of references which concern to the topic that the researcher wanted to analyze, they were about Hierarchy of Needs and the causes of it. Thirdly, the researcher identified the data that are related to the two research problems, in this case, the researcher read the drama for several times again in accordance with the appropriate data. The last, the researcher classified the required data in accordance with those researcher question.

4. Data Analysis

After collecting the data, the researcher analyzed the data with the several following steps. First of all, the researcher categorized the data which were suitable for the research problems. Secondly, the researcher interpreted the data that have been categorized by applying the theory of Hierarchy of Needs by Abraham Maslow. Thirdly, the researcher arranged all information as the result of interpretation. Finally,

the researcher drawn a conclusion as the final result of Hierarchy of Needs that is experienced by the main character, Willy Loman in the drama.

G. Definition of the Key Terms

Absolutely, in this research, there is a term that appears. In order to avoid misinterpretation of the term. The researcher describes the definition of the term itself.

1. Drama: A composition in verse or prose presenting a story or dialogue that containing conflict of character.

2. Hierarchy of Needs: Abraham Maslow's psychological theory which is categorized by five levels (psychological need, safety need, belonging and love need, esteem need, and self-actualization need).

3. Human Motivation: Theoretical construct used to explain human behavior which used to represent the reasons for human actions, desires, and needs.

4. Main Character: The character who consider as the most important who is given priority in the story.

5. Psychology of Literature: The branch of literary studies which is reading and interpreting based on the various concepts and theoretical framework used in psychology.

CHAPTER II

REVIEW OF RELATED LITERATURE

This chapter presents and discusses the review of related literature which consists of psychological of literature, the correlation between psychology and literature, basic concept of humanistic psychology, the hierarchy of human needs theory by Abraham Maslow, Physiological Needs, Safety Needs, Love and Belonging Needs, Esteem Needs and Self-Actualization Needs.

A. Literature and Psychology

An interdisciplinary study of literature is currently growing. The study is not only about the intrinsic element of literature itself, but also correlates with the various field of psychology, sociology, anthropology, gender, and history. Those correlations create the variety of approaches called psychological of literature, sociological of literature, anthropological of literature, feminist literary criticism, and Marxist literary criticism. Among those approaches, psychological of literature is one of the branches of literary studies which is reading and interpreting based on the various concepts and theoretical framework used in psychology.

According to Budi Darma (2004: 138), the reason why psychology of literature are included as a part of literary studies. First, understanding the character's behavior and motivation in literature. Directly or indirectly, characters' behavior and motivation are seen as human behavior in reality. In daily, it enables to find the

similar behavior or motivation of people in reality with the characters in the story. Second, understanding the behavior and motivation of the author. Third, understanding the response of the readers.

While the steps of understanding the psychology of literature through in three ways. First, by understanding the theories of psychology then applied in literary work. Second, by deciding the literature first as the object of study, and then deciding theory which is relevant to be applied. Third, by determining the theory and the object of study simultaneously (Endraswara, 2008: 89). Furthermore, it indicates that the text showed by literary theory is reflecting a concept of psychology carrying out by the fictional characters.

This theories about literature are growing continuously. Reokhan (in Aminuddin, 1990) states that literature is a disciplined study which is held up by three approaches. First, the expressive approach which examining the psychological aspect of the author about his creative process which is reflected in his literary work. Second, textual approaches, examining the psychological aspect of the character in the literary work. Third, receptive-pragmatic, examining the psychological aspect of the reader after reading the text. It can be called as the reader response.

Psychology of literature research has the significant role in understanding literature because of some benefits such as examining deeper about characterization. Besides, it can offer feedback for researchers developing characterization. (Endraswara in Minderop, 2013: 2).

The correlation between literature and psychology, sociology, and also anthropology are extremely close because all of them have the similar object of the human environment and human life. Darma (2004) said that literature is actually an expressing of the human problem, philosophy, and spiritual. The author is the expert of spiritual and philosophy which express the human problem, spiritual, and philosophy through his literary work.

According to Rene Wellek and Austin Warren (1973: 81-93), psychology enters the field of literary criticism in some ways. They are understanding about literary creation, understanding about psychology toward the author, and understanding about the principle of psychology taken from literary work, and the impact of literary work to its reader.

If literature is a psychological phenomenon appeared in the behavior of the character, and psychology is the study of psychological, therefore a literary work is approved can be approached from psychology. This can be strengthened by crossing relationship of indirectly and functional (Roekhan in Aminuddin, 1990).

The correlation between literature and psychology is also noted by Suwardi (2004: 96) who states that literature is seen as a psychological phenomenon which is showing the psychological aspects through characterization for prose or drama, and a distinctive word choice for poetry. Not only is the soul itself which appears in literature, but also represent the souls of others. Every author often adds his own

experience in his/her work, in which the author often experience also experienced by other people in general.

B. Maslow's Theory: Basic Concept of Humanistic Psychology

Abraham Harold Maslow was an American psychologist born in Russian Jewish family on April 1, 1908, Brooklyn, New York. He was a shy, neurotic, and depressive but has a great curiosity and intelligence were outstanding. With an IQ of 195, he excelled in school (Butler-Bowdon, 2005: 273). When he was young, Maslow began to admire the work of philosophers such as Alfred North Whitehead, Henri Bergson, Thomas Jefferson, Abraham Lincoln, Plato, and Baruch Spinoza.

Maslow lives in the age where many streams emerge psychology emerging as a relatively young discipline. In America, William James developed functionalism. Gestalt psychology developed in Germany, Sigmund Freud triumphed in Vienna, and John B. Watson popularized behaviorism in America. When Maslow published his book, *Motivation, and Personality*, the two theories which very popular and influential in American universities at that time are the Sigmund Freud Psychoanalysis and Behaviorism John B. Watson (Goble, 1987: 17).

In the realm of psychology, Psychoanalysis Freud considered as the first school. While behaviorism called the second school. But Maslow (although never admired the two schools) have different principles. Freud's research samples are the neurotic and psychotic patients in his clinic. The question is: how can a conclusion

from a sample of people who are disturbed be applied to the people in healthy mentally. Maslow had the principle that before understanding the mental illness, anyone should understand first about mental health. On the other hand, the Behaviorist collect data from research on animals such as pigeons and white rats. Maslow saw that their conclusions could be applicable for fish, frogs, or mice, but not for the human race (Goble, 1987: 18-23, 33- 37).

Humanistic psychologists try to see human life as people see their lives. They tend to hold on to an optimistic perspective on human nature. They focus on the human ability to think consciously and rationally for the biological control of desires, as well as in achieving their maximum potential. In the humanistic view, the human is responsible for their lives and deeds. They also have the freedom and ability to change their attitudes and behavior.

Humanistic psychologists itself start from the assumption that every person has their own unique way of perceiving and understanding the world and that the things they do only make sense in this light. Humanistic psychologists explicitly endorse the idea that people have free will and are capable of choosing their own actions, although they may not always realize this. They also take the view that all people have a tendency towards growth and the fulfillment of their potential.

C. Hierarchy of Human Needs

Maslow's hierarchy of needs is a theory of psychology that was proposed in his paper "A theory of Human Motivation" published in 1943, which he subsequently extended to include his observation of human's innate curiosity. His theory content that as human meet basic needs, they seek to satisfy successively higher need that occupy a set hierarchy.

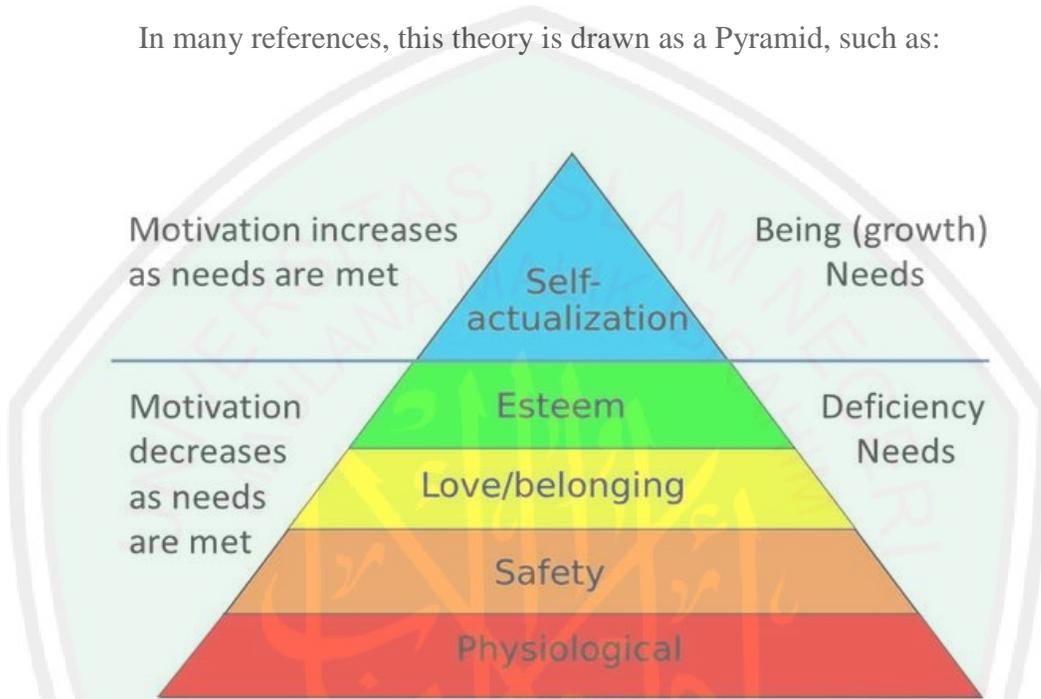
Maslow was very interesting to human potential. He believed that for inspecting psychological condition, the only one type inspected was a very healthy people Schultz (in Minderop. 2010. 276). He was critical of Sigmund Freud and other psychological experts theories of behaviorism who only understood the natural behavior by only inspected to neurotics and other people with many or great problems. Maslow summarized that every human being was born with instinctive needs. Universal needs that push us to grow up and for self-actualization. Maslow thought of human being as the creature who never feel satisfied at all. For a human, satisfaction was temporary, because when some wills had been completed the other wills will be turned up and we had to complete them to (Koswara, 1986: 118). Maslow constructed the human needs by five level.

1. Physiological need
2. Safety need
3. The need of love and belongingness

4. Esteem need

5. Self-actualization need

In many references, this theory is drawn as a Pyramid, such as:



Imaged by Saul McLeod, 2018 retrieved on <https://www.simplypsychology.org/maslow.html>

Maslow (1943) initially stated that individuals must satisfy lower level deficit needs before progressing on to meet higher level growth needs. However, he later clarified that satisfaction of a needs is not an “all-or-none” phenomenon, admitting that his earlier statements may have given “the false impression that a need must be satisfied 100 percent before the next need emerges” (1987: 69).

Generally, the higher needs appear lately in human life phase. Physiological need and safety need appear in children, love and esteem need appear in a teenager, and self-actualization appears in an adult. According to Maslow, the first need

(physiological need) is more important than the other need above it, for example: need of food (physiological need) must be fulfilled/satisfied before satisfy the need for safety, the need of safety must be satisfied before we satisfy need of love and belongingness, etc.

We will not be pushed by all of the needs at the same time. Only one important need in every certain moment or condition; which need, that depends on the other needs have been satisfied. If we are hungry we will not pay any attention to the need of safety, love and belongingness need, esteem need, and self-actualization need because the need of food is more important and must be fulfilled first than the other needs (Schultz in Minderop, 2010: 280). It means that before the physiological need as the most basic need has been satisfied we cannot skip and fulfill the other need.

1. Physiological need

Physiological need refers to need of our body for food, air, water, sleep, and sex. Absolutely these needs are the most important, basic, and powerful of all the needs, they are capable of totally blocking out every other need till physiological needs already fulfilled. People who lack food, love, and Esteem, they will preempt food, they will ignore or push other needs. Before the physiological needs are satisfied people will not do any activity, for example before eat or when people feel hungry they cannot or don't have any spirit for doing their duty (Maslow, 1987: 18).

Physiological needs such as the need of food is an important aspect to understand the human being condition, extraordinary effects caused by hunger to human behavior has been shown, like individual life even criminalities have been happened because of hunger.

2. Safety need

After the physiological need was totally fulfilled, there then emerges a new set of needs which is called as safety needs. In this condition, needs of safety are the most important need must be fulfilled than the other needs after the physiological need has been satisfied. The need of safety itself is human needs of security, stability, freedom, protection, dependency, no fear, anxiety, chaos, structure, law, order, strength in the protector and etc. (Maslow, 1987: 19).

According to Maslow safety need is an innate, understanding processor experiences which influence every human perception. For example, a baby will be afraid when she/he watch flashy light or listening high-pitched sound for the first time that when the baby grows up he/she will understand that flashy light or high-pitched sound are not dangerous things. For adult need of safety can be known in the office and other workplaces, when people want to defend their profession, reputation, money, and everything they have or love.

3. Need of love and belongingness

After the physiological and safety needs were satisfied, the third layer of human needs is love and belonging need. This involves an emotionally-based relationship in general such as friendship, sexual intimacy, and having a supportive and communicative family. When people want to express their love to someone or something they love, but as Maslow explained, not only loving, the people also want to belong what they love and always there is a motivation for that. (Maslow, 1987: 20).

The need of love and belonging is a need that encourage the person to make an effective and emotional relationship with another person in a family or a group in a society. For a human being, join another people or society is a dominant goal because they will be lonely, isolated, and powerless if their family, couple, friend and everything/everyone they love leaves them. This need sometime will encourage the human being to do everything to love and belong what they by every way they can do.

4. Esteem need

According to Maslow, all humans naturally have a need to be respected by the other and also respect the other. People need to engage themselves in order to gain recognition and have an activity or some activities that give the personal sense of contribution. These needs are classified into subsidiary parts. First is consist of the

desire for strength, achievement, adequate mastery, independence and freedom, enfacing of the world, competence, and confidence. Second, the needs which are revealed to gain respect from the other, such as status, reputation, fame and glory, dignity, dominance, importance, and appreciations. (Maslow, 1987: 21).

5. Self-actualization need

Need for self-actualization is the highest need of human being. This need will be fulfilled if the other needs below it have been satisfied or fulfilled. Self-actualization is a top performance of human, inherent need, capacity and potential development (Maslow, 1987: 22).

According to Maslow, self-actualization is not only creative force based on human special ability. Every people with every profession can actualize they their self (Koswara, 1986: 125). People will be able to achieve self-actualization if they able to through their hard time and obstacles which are coming from inside of their self or from outside. The inside obstacles such as be wary, fear, ashamed, and etc. The outside obstacles such as loss of opportunity, discrimination, and repressive attitude of an environment.

D. Humans motivation

Maslow's hierarchy of needs is a motivational theory in psychology comprising a five-tier model of human needs, often depicted as hierarchical levels within a pyramid. Needs lower down in the hierarchy must be satisfied before

individuals can attend to needs higher up. From the bottom of the hierarchy upwards, the needs are: physiological, safety, love and belonging, esteem and self-actualization. This five-stage model can be divided into deficiency needs and growth needs. The first four levels are often referred to as deficiency needs (D-needs), and the top level is known as growth or being needs (B-needs). (Saul McLeod, 2018 retrieved on <https://www.simplypsychology.org/maslow.html>)

1. Being needs

Maslow's 'growth' or 'being' needs do not necessarily stem from a lack of something, but rather from a desire to grow as a person. Once these growth needs have been more or less satisfied, one could be thought to reach the top of the pyramid of happiness or the highest level, known as 'self-actualization'. (Laibowitz, Arlo. Maslow's Hierarchy of Needs: the pyramid of happiness <https://www.happiness.com/en/magazine/science-psychology/what-is-maslows-pyramid/>)

Growth needs do not stem from a lack of something, but rather from a desire to grow as a person. Once these growth needs have been reasonably satisfied, one may be able to reach the highest level called self-actualization. (Saul McLeod, 2018 retrieved on <https://www.simplypsychology.org/maslow.html>)

Self-actualization is not limit for superstar, artist, or musician, but everyone can reach the self-actualization for themselves. The important of being self-

actualizing is to fulfill their own potentials at the highest level. There are several conditions that are required to satisfy self-actualization needs: free of constraints imposed by society and by ourselves, not be distracted by the lower-order needs, secure in self-image and in relationships with other people; be able to love and be loved in return, and have realistic knowledge of strengths and weakness, virtues and vices (Schultz and Schultz:315).

2. Deficiency needs

Maslow called the lower four levels 'deficiency needs' (D-needs): if they're not met, it influences our psychological health and obstructs our tendency for growth, autonomy, identity, and excellence. The final, top level is the so called, growth or being needs (B-needs). In many cases, deficiency needs arise due to deprivation. When they are unmet, they are said to motivate people more. Indeed, motivation to fulfill these needs becomes stronger the longer they are denied. For example, the longer a person goes without food, the hungrier they will become. (Laibowitz, Arlo. Maslow's Hierarchy of Needs: the pyramid of happiness <https://www.happiness.com/en/magazine/science-psychology/what-is-maslows-pyramid/>)

When a deficit need has been 'more or less' satisfied it will go away, and our activities become habitually directed towards meeting the next set of needs that we have yet to satisfy. These then become our salient needs. However, growth needs

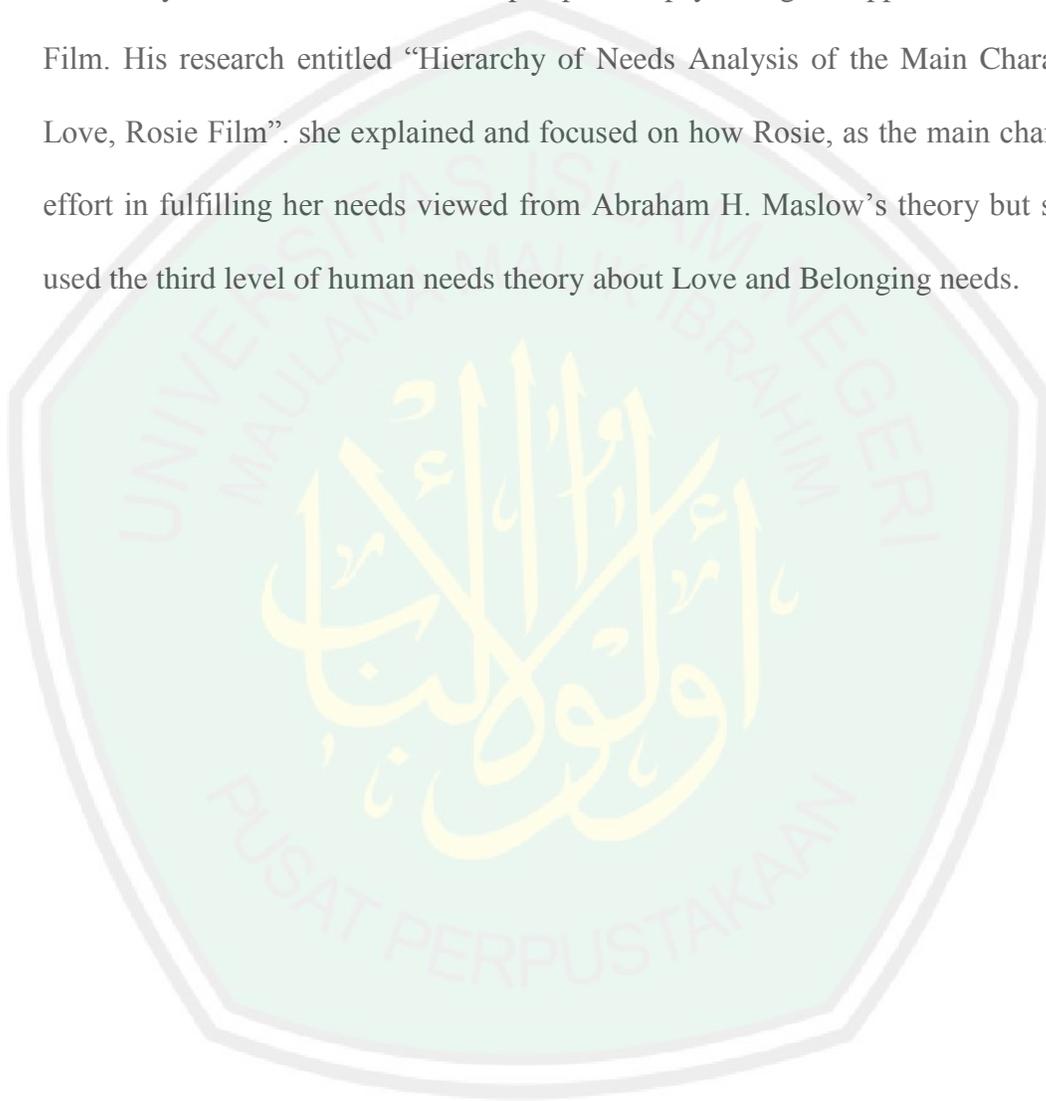
continue to be felt and may even become stronger once they have been engaged.
(Saul McLeod, 2018 retrieved on <https://www.simplypsychology.org/maslow.html>)

E. Previous Study

There are former researchers who have already reviewed and analyzed this drama. Some of them were the review of Anggun Nirmala Safitri (2014) on her thesis entitled "Committing Suicide: A Failure in Reaching American Dream reflected in Arthur Miller's *Death of a Salesman*". She explained three problems: The depiction of American Dream pursued by Willy Loman. The second is the cause of Loman's suicide. The last was how Loman's failure in reaching American Dream leads him to suicide. Sociology of Literature was used to understand deeper the social condition of the era. She applied Durkheim's theory of suicide and sociological perspective to explain the suicide.

The Death of a Salesman drama was also analyzed by Fresty Boesya Layonda (2009) on his thesis "Marxism as Reflected in Arthur Miller's *The Death of a Salesman*". He saw in *The Death of a Salesman* puts the ideas of Marxism about the material as a sufficiently influential understanding by Karl Marx. Marxism described as having a materialistic nature so that, it was alienated from oneself and the surrounding environment. The system of Capitalism through the lives of the characters especially the Willy Loman family in *The Death of a Salesman* drama became her focus.

Thirdly, Fita Megeta Sari is the student of English Language and Literature Department, Adab and Humanities Faculty, Syarif Hidayatullah State Islamic University, Jakarta 2017. She used perspective psychological approach to analyze a Film. His research entitled “Hierarchy of Needs Analysis of the Main Character in Love, Rosie Film”. she explained and focused on how Rosie, as the main character’s effort in fulfilling her needs viewed from Abraham H. Maslow’s theory but she just used the third level of human needs theory about Love and Belonging needs.



CHAPTER III

ANALYSIS

This chapter provides the analysis of the collected data to figure out the answer of the problem of study. The researcher analyzes the text through Abraham Maslow Theory's that is Hierarchy of Needs, stated by Abraham Maslow. Maslow divides the hierarchy into two parts; the first is deficiency needs which contain four items: Physiological need, safety need, love and belongings, and esteem need. The other one is being need or B-needs which related to the highest level of needs. Self-Actualization which posits at the top of Maslow hierarchy of needs pyramid is categorized as B-needs.

A. The Main Character's Motivation to Fulfill his Need

The basis of Maslow's theory of motivation is that human beings are motivated by unsatisfied needs, and that certain lower needs need to be satisfied before higher needs can be addressed. Needs at the bottom of the pyramid are basic physical requirements including the need for food, air, water, and sleep. Once these lower-level needs have been met, people can move on to the next level of needs, which are for safety and security. Once these needs have been reasonably satisfied, he or she may be able to reach the next level, and eventually after all the lower needs are met, they can reach the highest level called self-actualization. Maslow's believed that all people are motivated to move up the hierarchy toward a level of self-actualization.

Unfortunately, progress is often disrupted by the inability to meet lower level needs. He believed a person cannot become self-actualized if he or she is starving for food or if they are still seeking love and affection from others.

1. Deficiency Needs

Willy Loman is sixty years old salesman who has a tough job, he has to travel from town to town, and he often comes home exhaustedly because his journey takes hours long. In the beginning of the play, it is described that he is terribly tired.

WILLY: I'm tired to the death. [The flute has faded away. He sits on the bed beside her, a little numb.] I couldn't make it. I just couldn't make it, Linda.

LINDA [very carefully, delicately]: Where were you all day? You look terrible.

The quotations above indicates that as a human, Willy can feel tired, that exhausted feeling can trigger hunger. According to Maslow's the first fundamental human need is physiological need which include food, oxygen, shelter etc. The first physiological need of Willy Loman as described in the play is food and water. In the middle of his work hours he needs drink a coffee to fulfill his physiological need:

WILLY: I got as far as a little above Yonkers. I stopped for a cup of coffee. Maybe it was the coffee. (Act 1, p3)

After working hard all day long, Willy Loman feels hungry.

WILLY [encouraged]: I will, I definitely will. Is there any cheese?

LINDA: I'll make you a sandwich.

WILLY: No, go to sleep. I'll take some milk. I'll be up right away. The boys in? (Act 1, p4)

As described in the script above that Willy ask for cheese to make a sandwich and then Linda offers to make it for Willy but Willy refused it and prefer to feel his hungry with drinking milk.

After a slight conversation, Linda offers Willy America Cheese. As stated in the script below:

LINDA [trying to bring him out of it]: Willy, dear, I got a new kind of American-type cheese today. It's whipped.

WILLY: Why do you get American when I like Swiss?

LINDA: I just thought you'd like a change—

WILLY: I don't want a change! I want Swiss cheese. Why am I always being contradicted?

LINDA [with a covering laugh]: I thought it would be a surprise. (Act 1, p6)

As described above, to fulfill his food needs, Willy Loman likes Swiss cheese and he do not want it to be replaced with others kind of cheese.

The second physiological need of Willy Loman is having a good circulation of air. As stated below:

WILLY: Why don't you open a window in here, for God's sake?

LINDA [with infinite patience]: They're all open, dear.

WILLY: The Street is lined with cars. There's not a breath of fresh air in the neighborhood. The grass don't grow any more, you can't raise a carrot in the back yard. They should've had a law against apartment houses. Remember those two beautiful elm trees out there? When I and Biff hung the swing between them? (Act 1, p6)

Above, stated that Willy Loman feels as if the window is close because of the air and the temperature in his house. He could not feel the fresh air anymore in his neighborhood because it is just already too crowded.

The second deficiency needs are safety needs. After the physiological needs are satisfied, safety needs raise, such as security, stability, dependency, protection, freedom from fear and from anxiety. The safety needs operate mainly on a psychological level. Once a person managed a certain level of physical comfort, he'll seek to establish stability and consistency in a chaotic world. When talked about security, Maslow pictured the child who strives for predictability and certainty. For instance, most kids enjoy a set bedtime routine and grow visibly distressed if a parent tries to short-circuit the ritual. Their safety needs require a consistent and secure world that offers few surprises.

Willy Loman needs to earn money in order to fulfill his safety needs.

WILLY: If I had forty dollars a week that's all I'd need. (Act2, p61)

He needs to work hard every day to earn money, from the quotation below, can be seen that the money he earns is used for buying house.

WILLY: Figure it out. Work a lifetime to pay off a house. You finally own it, and there's nobody to live in it. (Act1, p4)

LINDA: Well dear, life is a casting off. It's always that way.

When he was still a young salesman, he could enjoy his life because he feels safe with his stable economic condition. He remembered his old days, when he come back from work and has a nice car.

LINDA: How'd the Chevy run?

WILLY: Chevrolet, Linda, is the greatest car ever built. [To the boys] Since when do you let your mother carry wash up the stairs? (act1, p21)

Back to present life, he needs money for his son Biff because Biff could not find a stable job yet, and Willy believes that someday Biff will reach something so he plans on invest money on Biff will.

LINDA: He'll find his way.

WILLY: Sure. Certain men just don't get started till later in life. Like Thomas Edison, I think. Or B. F. Goodrich. One of them was deaf. [He starts for the bedroom doorway.] I'll put my money on Biff. (Act 1, p7)

The third deficiency need is love or belonging needs. If both the physiological and the safety needs are well gratified, and then there will emerge the love, affection and belongingness needs, and the whole cycle already described will repeat itself with this new center. Now a person will feel keenly, as never before, the absence of friends, or a sweetheart, or a wife, or children. Human beings will hunger for affectionate relations with people in general, namely for a place in his group or family, and they will strive with great intensity to achieve the goal. Human beings will want to attain such a place more than anything else in the world and even though forget that once, when he/she is hungry of affection, he/she belittles at love as unreal

or unnecessary or unimportant. Now, he/she will feel sharply the lack of loneliness, lack of ostracism, lack of rejection, lack of friendlessness, and lack of rootlessness.

As a social creature, Willy Loman needs to feel that he is accepted by the society. Willy Loman believes that he is well liked and has many friends, ups and down New England, he also believes that he made friends with the cops. In addition, as a father he needs to feel affection from his sons, he and his sons were planning on to go to some good places. As stated in below:

WILLY: You and Hap and I, and I'll show you all the towns. America is full of beautiful towns and fine, upstanding people. And they know me, boys, they know me up and down New England. The finest people. And when I bring you fellas up, there'll be open sesame for all of us, 'cause one thing, boys: I have friends. I can park my car in any street in New England, and the cops protect it like their own. This summer, heh? (Act 1, p19)

As a husband, Willy Loman receives a lot of affection and love from his wife Linda. Linda loves Willy so much, and she deliver that feeling to Willy by words by saying that Willy is the most handsome man in the world. When Willy felt unsteady because of his job, Linda tried to console him.

LINDA: Darling...

WILLY: I got to overcome it. I know I got to overcome it. I'm not dressing to advantage, maybe.

LINDA: Willy, darling, you're the handsomest man in the world—

WILLY: Oh, no, Linda.

LINDA: To me you are. [Slight pause.] The handsomest. [From the darkness is heard the laughter of a woman. Willy doesn't turn to it, but it continues through Linda's lines.](Act 1, p24)

The fourth deficiency need is esteem needs which Maslow classified into two categories: (i) esteem for oneself and (ii) respect from others. Esteem for one self include need to achieve, to be competent, to gain approval and to get recognition. The need to feel superior to others also falls under this category. For fulfilling this, a person may buy good quality and costly clothes. Needs related to respect from others like reputation, status, social success and fame. The need of self-evaluation occurs in those persons who are comfortably situated and satisfied with the fulfillment of lower order needs. For example, a competent professional who has established a high reputation and does not have to worry about getting a job, may become quite choosy about what type of work he/she would accept. Esteem needs are for a higher position within a group and act to foster pride in their work and in themselves as individuals. These needs include self-esteem, respect, achievement, confidence, recognition, and accomplishment.

Same as everyone, Willy Loman needs to feel that he is respected by his company. He was a great salesman; he was respected by his late boss but he is not respected by his present boss. Knowing that her husband now is an old man, Linda suggests Willy to ask to his boss to get him compensation to do job, to do non travel job in the New York. However, Willy knows that will in vain, he thinks his boss is not pay him a respect. As stated below:

LINDA [taking the jacket from him]: Why don't you go down to the place tomorrow and tell Howard you've simply got to work in New York? You're too accommodating, dear.

WILLY: I fold man Wagner was alive I'd a been in charge of New York now! That man was a prince, he was a masterful man. But that boy of his, that Howard, he don't appreciate. When I went north the first time, the Wagner Company didn't know where New England was! (Act1, p4)

LINDA: But you're doing wonderful, dear. You're making seventy to a hundred dollars a week.

WILLY: But I gotta be at it ten, twelve hours a day. Other men, I don't know they do it easier. I don't know why I can't stop myself, I talk too much. A man oughta come in with a few words. One thing about Charley. He's a man of few words, and they respect him. (Act1, p23-24)

From the statement above, Willy Loman was success in doing his job. In the past, he could make seventy to a hundred dollars a week. He was respected by his late boss, Wagner. However, since Wagner died and his son, Howard is in charge for the company, the company did not pay him a respect anymore. He merely a salesman who could not sell anything.

2. Being Needs

Willy Loman has an ideal standard about his self-actualization. He wants to be someone like his father who was an adventurous. He has chosen his own path and he devoted himself in selling.

WILLY: Oh, yeah, my father lived many years in Alaska. He was an adventurous man. We've got quite a little streak of self-reliance in our family. I thought I'd go out with my older brother and try to locate him, and maybe settle in the North with the old man. And I was almost decided to go, when I met a salesman in

the Parker House. His name was Dave Singleman. And he was eighty-four years old, and he'd drummed merchandise in thirty-one states. And old Dave, he'd go up to his room, y'understand, put on his green velvet slippers—I'll never forget—and pick up his phone and call the buyers, and without ever leaving his room, at the age of eighty-four, he made his living. And when I saw that, I realized that selling was the greatest career a man could want. 'Cause what could be more satisfying than to be able to go, at the age of eighty-four, into twenty or thirty different cities, and pick up a phone, and be remembered and loved and helped by so many different people? Do you know? when he died—and by the way he died the death of a salesman, in his green velvet slippers in the smoker of the New York, New Haven, and Hartford, going into Boston when he died, hundreds of salesmen and buyers were at his funeral. Things were sad on a lotta trains for months after that. [He stands up. Howard has not looked at him.] In those days there was personality in it, Howard. There was respect, and comradeship, and gratitude in it. Today, it's all cut and dried, and there's no chance for bringing friendship to bear or personality. You see what I mean? They don't know me anymore. (Act2, p60-61)

As described above, Willy Loman has a father who was an adventurous and lived many years in Alaska. When he was young, Willy Loman thought that he would spent his entire live with his father and brother. However, then he met a salesman named Dave Singleman. Dave Singleman was an incredible salesman; he could sell a lot of stuff just by sitting at his desk and pick up the phone. From what Dave Singleman does, Willy Loman got inspired that being a salesman is great. Same as what Dave Singleman experienced in his late years which is make a living just by sitting on the desk; Willy Loman wanted to experience it in his old years too. He thought that nothing people could not replace that job. Nothing could more satisfying than to be able to go, at the age of eighty-four, into twenty or thirty different cities, and pick up a phone, and be remembered and loved and helped by so many different

people. On the day when Dave Singleman died, many people attended his funeral many people respected him, and Willy Loman just wanted to be the same, loved and respected by many people same as Dave.

B. Main Character Process in fulfilling his Need Viewed from Abraham Maslow's Hierarchy of Needs Theory

As human being and as a salesman, Willy Loman has done anything to fulfill his needs. According to Maslow, there are five kinds of human needs which he put on the hierarchy order which will be explained below:

1. Physiological Needs

Willy Loman never lacks of basic needs fulfillment. He has food, drink, and house even a car. Linda, his wife is usually buying him a cheese to add to sandwich. As a human, the most basic needs of human is physiological needs, human feels hungry and thirsty every day, that are the normal process of human physiology. Willy Loman also feels the same. One day, Willy Loman came back home in exhausted state, he looked terribly tired until Linda think that something bad has happened, that Willy smashed the car as described in the quotation below:

WILLY: It's all right. I came back.

LINDA: Why? What happened? [Slight pause.] Did some-thing happen, Willy?

WILLY: No, nothing happened.

LINDA: You didn't smash the car, did you?

WILLY [with casual irritation]: I said nothing happened. Didn't you hear me?

LINDA: Don't you feel well?

WILLY: I'm tired to the death. [The flute has faded away. He sits on the bed beside her, a little numb.] I couldn't make it. I just couldn't make it, Linda.

LINDA [very carefully, delicately]: Where were you all daimyo look terrible. (Act1, p2)

From quotation above, as human, Willy Loman feels physical condition such as tired. The feeling of tired indicates that Willy Loman has the need to rest or sleep. Above, it can be seen that Willy Loman came back home with terribly tired condition. When Linda ask about his journey, Willy said that when he reach Yonkers city, he stopped for a while to buy coffee. Thus, it is can be seen that coffee is one of his physiological need, it is used to fulfill his thirsty.

WILLY: I got as far as a little above Yonkers. I stopped fora cup of coffee. Maybe it was the coffee.

LINDA: What?

WILLY [after a pause]: I suddenly couldn't drive any more. The car kept going off on to the shoulder, y'know?

LINDA [helpfully]: Oh. Maybe it was the steering again. I don't think Angelo knows the Studebaker.

WILLY: No, it's me, it's me. Suddenly I realize I'm goin' sixty miles an hour and I don't remember the last five minutes. I'm—I can't seem to—keep my mind to it.

LINDA: Maybe it's your glasses. You never went for your new glasses. (Act1, p3)

After he fill his need of coffee, he back to drive again but then he blamed the coffee, he thinks that it was because of the effects of the coffee that he could not

concentrate on driving. He lose the balance for a while and when he back, he realized that he has drove sixty miles an hour and could not remember the previous five minutes. Then, Linda console him that it maybe because of the car or the glasses.

WILLY: No, I see everything. I came back ten miles an hour. It took me nearly four hours from Yonkers.

LINDA [resigned]: Well, you'll just have to take a rest, Willy, you can't continue this way.

WILLY: I just got back from Florida.

LINDA: But you didn't rest your mind. Your mind is over-active, and the mind is what counts, dear.

WILLY: I'll start out in the morning. Maybe I'll feel better in the morning. [She is taking off his shoes.] These goddam arch supports are killing me. (Act1, p3)

From quotation above, can be seen that when Linda tried to console him that there is nothing wrong with him that it is just because of the car or the glass, Willy denies that and said that it is not because of the glass because in the way back, he can see everything clearly. Then Linda said that it is because he just tired for a long journey. The other form of physiological need is sleeping or rest, humans needs to sleep or rest because it is needed by both human body and brain in order to keep maintain body and brain stability conditions. In the beginning of play, as stated in the quotation above and below that, inability of Willy Loman to sleep properly has bad effects both for his mind and body. It can be seen below that Linda offers aspirin for Willy but then Willy continue to tell Linda that he has a problem with his mind. He keep imagine somewhere else when we is driving. As stated below:

LINDA: Take an aspirin. Should I get you an aspirin? It'll soothe you.

WILLY [with wonder]: I was driving along, you understand? And I was fine. I was even observing the scenery. You can imagine, me looking at scenery, on the road every week of my life. But it's so beautiful up there, Linda, the trees are so thick, and the sun is warm. I opened the windshield and just let the warm air bathe over me. And then all of a sudden I'm goin' off the road! I'm tellin' ya, I absolutely forgot I was driving. If I'd've gone the other way over the white line I might've killed somebody. So I went on again—and five minutes later I'm dream in' again, and I nearly—[He presses two fingers against his eyes.] I have such thoughts, I have such strange thoughts. (Act1, p3-4)

Because of his lack of rest, Willy could not maintain his mind stable, so that while he is driving in the road he keep imagine a beautiful scenery until he forget that he is driving in the middle of the road.

The other kind of physiological needs of Willy Loman is when he asks for cheese. After came back from work, he looks very tired and he is hungry so then he asks for cheese and his wife offering to make him a sandwich.

WILLY [encouraged]: I will, I definitely will. Is there any cheese?

LINDA: I'll make you a sandwich.

WILLY: No, go to sleep. I'll take some milk. I'll be up right away. The boys in? (Act1, p4)

[Light rises on the kitchen. Willy, talking, shuts the refrigerator door and comes downstage to the kitchen table. He pours milk into a glass. He is totally immersed in himself, smiling faintly.] (Act1, p16)

Above statements describe that, Willy Loman can fulfill his food and drink need easily, he has refrigerator in his house, contains milk and cheese. In addition, his

wife is willingly to make him a sandwich to fulfill his hunger. His wife is a good wife who always willingly to serve her husband well. She willingly offers him some eggs.

As stated below:

WILLY: Wonderful coffee. Meal in itself.

LINDA: Can I make you some eggs?

WILLY: No. Take a breath. (act2, p52)

From the early story, the story tells that Willy just came back from work and feel tired, he cannot concentrate on driving well because he lack of sleep. Then in the Act 2, he can fulfill his need to sleep and rest properly. Then, that has a good effect on his body and mind, he looks so rested, and he has a good mood. As a man who had tough job, he could sleep well. As stated below:

LINDA: You look so rested, dear.

WILLY: I slept like a dead one. First time in months. Imagine, sleeping till ten on a Tuesday morning. Boys left nice and early, heh? (act2, p52)

Statements above describe that first time in months, Willy Loman finally can sleep well like a dead one, he said that metaphor because he has been sleeping for so long, and he has sleep until ten on a Tuesday morning. Thus, Linda see the difference of Willy in his face, because he can sleep well, he looks rested.

Based on the description above, It can be concluded that Willy Loman is still cannot to fulfill his physiological needs because he is still struggling and has not been free from circulating physiological needs even though he can eat sandwiches and drink coffee etc. but he still has to fulfill it repeatedly.

2. Safety Needs

According to Maslow (1943: 376-380), money is categorized as safety needs because it is a part of financial safety. This is supported by Taorima & Gao (2013) that what called by safety needs are the needs to have a safe and secure place to live and to be protected from dangers in the environment, as well as the need for financial security and a stable life. Further, according to Xiao and Noring (1994), financial need related to immediate consumption can be considered a lower-level need (e.g., physiological needs), and financial need related to future consumption can be viewed as a higher-level need (e.g., security needs). In this case, money is related to the future consumption because Willy assumes that he needs a certain amount of money per week, if the money here a more tend to immediate consumption, Willy will not determine the amount of money he needs per week. Below is the process when Willy tries to seek another way to fulfill his need for money, not from become travel salesman but stay in the office.

WILLY: Well, tell you the truth, Howard. I've come to the decision that I'd rather not travel any more.

HOWARD: Not travel! Well, what'll you do?

WILLY: Remember, Christmas time, when you had the party here? You said you'd try to think of some spot for me here in town.

HOWARD: With us?

WILLY: Well, sure.

HOWARD: Oh, yeah, yeah. I remember. Well, I couldn't think of anything for you, Willy.

WILLY: I tell ya, Howard. The kids are all grown up, y'know. I don't need much anymore. If I could take home—well, sixty-five dollars a week, I could swing it. (Act1, p59)

Above is the description when Willy tries to convince his boss to transfer him from travel salesman to the office. However, his boss cannot think of a place for Willy in the office. Then Willy still tries to convince his boss by saying that his sons already grown up so that he did not need much money. He asks his boss to be more generous just to give him merely sixty-five dollar a week to make living, not a huge amount of money. However, Howard still refuse to transfer Willy.

HOWARD [moving away, to the right]: That's just the thing, Willy.

WILLY: If I had forty dollars a week—that's all I'd need. Forty dollars, Howard.

HOWARD: Kid, I can't take blood from a stone, I—

WILLY [desperation is on him now]: Howard, the year Al Smith was nominated, your father came to me and—

HOWARD [starting to go off]: I've got to see some people, kid. (Act2, p61)

From the quotations above, it can be seen that Howard do not give Willy Loman a chance to be in the office. Then Willy said that he just need forty dollar a week, but still, Howard do not change his decision that he cannot transfer Willy to the office.

Above, a description about how much amount of money Willy Loman needs. Meanwhile, in his old days, Willy Loman can buy house from his salesman salary. The money he earned can be used to buy a house. The need of house is also

categorized as safety needs because the existence of house can make humans feel safe out of danger and give protection from the weather.

WILLY: Figure it out. Work a lifetime to pay off a house. You finally own it, and there's nobody to live in it. (Act1, p4)

Above statements describe that Willy Loman feels that he has to work for his life time to buy a house, after the payment complete, he thinks that he and his wife are already old and could die in the next several years so there will nobody to live in the house. However, his wife Linda feels optimistic and view it from the different view. Linda sees it as an accomplishment that they could buy the house even though they have to pay it for twenty-five years. As stated below:

LINDA [buttoning up his jacket as he unbuttons it]: All told about two hundred dollars would carry us, dear. But that includes the last payment on the mortgage. After this payment, Willy, the house belongs to us.

WILLY: its twenty-five years!

LINDA: Biff was nine years old when we bought it.

WILLY: Well, that's a great thing. To weather a twenty-five-year mortgage is—

LINDA: It's an accomplishment. (act2, p54)

Above statements describes that Willy has a different point of view about the mortgage. He thinks that twenty-five years is a very long time, and he actually grumble about it and sees negatively. He continues complain but Linda cut it and says that their house is an accomplishment.

HAPPY: Shh! Take it easy. What brought you back to-night?

WILLY: I got an awful scare. Nearly hit a kid in Yonkers. God! Why didn't I go to Alaska with my brother Ben that time! Ben! That man was a genius, that man was success incarnate! What a mistake! He begged me to go.

HAPPY: Well, there's no use in—

Above statements describe that Willy want to be rich like his brother Ben. He recalls the memory of Ben ask him to go to Alaska but he refused to go. In his old years, he feels that he is not a successful man; he thinks it is a mistake that he refused his brother invitation to Alaska.

Willy Loman just a man with full of worries. He has hope to Biff that Biff can reach something in his future. Thus, he needs money for his son Biff because Biff could not find a stable job yet, and Willy believes that someday Biff will reach something so he plans on invest money on Biff will.

LINDA: He'll find his way.

WILLY: Sure. Certain men just don't get started till later in life. Like Thomas Edison, I think. Or B. F. Goodrich. One of them was deaf. [He starts for the bedroom doorway.] I'll put my money on Biff. (Act 1, p7)

Willy has another son named Happy Loman; Happy Loman has a stable job. Happy promise that someday he will make his father retire from work. However, Willy Loman just do not believe it because he feels that his sons never available for him.

HAPPY: Pop, I told you I'm gonna retire you for life.

WILLY: You'll retire me for life on seventy goddam dollars a week? And your women and your car and your apartment, and you'll retire me for life! Christ's sake, I couldn't get past

Yonkers today! Where are you guys, where are you? The woods are burning! I can't drive a car. (Act1, p28)

Above statements explained that Willy Loman does not believe that his son could make him retire, he said that Happy's salary will not suffice for him because Happy is also has many things to pay. In addition, Willy burst-out the fact that he actually needs help because he could not event get past Yonkers, but his sons just cannot help.

From the previous explanation, it can be seen that Willy Loman could not convince his boss to transfer in him to the office. Thus, he cannot satisfy his need of money from the office, then to satisfy his need of money, he borrow money from his friend Charlie. It is as stated below:

LINDA: Are they any worse than his sons? When he brought them business, when he was young, they were glad to see him. But now his old friends, the old buyers that loved him so and always found some order to hand him in a pinch—they're all dead, retired. He used to be able to make six, seven calls a day in Boston. Now he takes his valises out of the car and puts them back and takes them out again and he's exhausted. Instead of walking he talks now. He drives seven hundred miles, and when he gets there no one knows him anymore, no one welcomes him. And what goes through a man's mind, driving seven hundred miles home without having earned a cent? Why shouldn't he talk to himself? Why? When he has to go to Charley and borrow fifty dollars a week and pretend to me that it's his pay? How long can that go on? How long? You see what I'm sitting here and waiting for? And you tell me he has no character? The man who never worked a day but for your benefit? When does he get the medal for that? Is this his reward—to turn around at the age of sixty-three and find his sons, who he loved better than his life, one a philandering bum— (Act 1, p41?)

Above is the quotation when Linda tells her sons about their father's lives, that Linda knows what happened to Willy Loman. In his old days, Willy Loman could not make sell something and that means that the office will not give him money. Then Willy Loman get money from his friend Charley, he borrows money from Charley fifty dollars a week.

From above explanation, it could be concluded that Willy Loman cannot fill his all safety needs. He can fulfill his need to have a shelter (a house). He has money but it is not come from his work, he lends the money from his friend. Safety needs that he cannot fulfill are having financial stability, and free from anxiety. Since Willy Loman still worries about his son future, he could not release himself from anxiety.

3. Love and Belonging Needs

As a social creature, Willy Loman needs to feel that he is accepted by the society. Willy Loman believes that he is well liked and has many friends, ups and down New England, he also believes that he made friends with the cops. In addition, as a father he needs to feel affection from his sons, he and his sons were planning on to go to some good places. As stated in below:

WILLY: You and Hap and I, and I'll show you all the towns. America is full of beautiful towns and fine, upstanding people. And they know me, boys, they know me up and down New England. The finest people. And when I bring you fellas up, there'll be open sesame for all of us, 'cause one thing, boys: I have friends. I can park my car in any street in New England, and the cops protect it like their own. This summer, heh? (Act 1, p 19)

As a husband, Willy Loman receive a lot of affection and love from his wife Linda. Linda loves Willy so much, and she deliver that feeling to Willy by words by saying that Willy is the most handsome man in the world. When Willy felt unsteady because of his job, Linda tried to console him.

LINDA: Darling...

WILLY: I gotta overcome it. I know I gotta overcome it. I'm not dressing to advantage, maybe.

LINDA: Willy, darling, you're the handsomest man in the world—

WILLY: Oh, no, Linda.

LINDA: To me you are. [Slight pause.] The handsomest. [From the darkness is heard the laughter of a woman. Willy doesn't turn to it, but it continues through Linda's lines.](Act 1, p 24)

Willy know that Linda loves him, and he said to Linda that Linda is a good wife, a suitable pal for his life journey. As stated below:

WILLY [with great feeling]: You're the best there is, Linda, you're a pal, and you know that? On the road on the road I want to grab you sometimes and just kiss the life outa you. (Act1, p24)

Even though Willy know that Linda and his son loves him, he could not feel that affection from his family is enough to fulfill his love desires. He still feels lonely and he needs someone to wipe away his lonely feeling, so he do adultery, he has an affair with a woman.

WILLY: I'm so lonely.

THE WOMAN: You know you ruined me, Willy? From now on, whenever you come to the office, I'll see that you go right through to the buyers. No waiting at my desk any more, Willy. You ruined me.

WILLY: That's nice of you to say that.

THE WOMAN: Gee, you are self-centered! Why so sad? You are the saddest, self-centerdest soul I ever did see-saw. [She laughs. He kisses her.] Come on inside, drummer boy. It's silly to be dressing in the middle of the night. [As knocking is heard] Aren't you going to answer the door? (Act2, p91)

When Willy and the Woman in the hotel room, Biff knocking the door and he found out what his father doing. Surprises by his father action, he disappointed by it. Then he call his father a fake little phony.

WILLY: She's nothing to me, Biff. I was lonely, I was terribly lonely.

BIFF: You, you gave her Mama's stockings! [His tears break through and he rises to go.]

WILLY [grabbing for biff]: I gave you an order!

BIFF: Don't touch me, you—liar!

WILLY: Apologize for that!

BIFF: You fake! You phony little fake! You fake! [Overcome, he turns quickly and weeping fully goes out with his suitcase. Willy is left on the floor on his knees.]

WILLY: I gave you an order! Biff, comeback here or I'll beat you! Comeback here! I'll whip you! (Act2, p95)

Above it can be seen that Willy Loman and his son Biff had an argument because of what Willy did. Biff was disappointed to his father and he called him fake. This dispute has an effect to Willy and Biff relationship. Before the incident, the two are having intimate relationship as father and son but after Biff revealed his father adultery he no longer loves his father the way he had.

Another love needs of Willy is Willy always says that he and his family has the attribute of well-liked, the “well-like” is important for him. He think that with the well-like attribute, he could achieve something big. He wants, beyond anything, to be “well liked,” for, without that, he fears he will be nothing at all.

WILLY: I've always tried to think otherwise, I guess. I always felt that if a man was impressive, and well liked, that nothing

CHARLEY: Why must everybody like you? Who liked J. P. Morgan? Was he impressive? In a Turkish bath he'd look like a butcher. But with his pockets on he was very well liked. Now listen, Willy, I know you don't like me, and nobody can say I'm in love with you, but I'll give you a job because—just for the hell of it, put it that way. Now what do you say?

WILLY: I—I just can't work for you, Charley. (Act2, p75)

Above statements describe that Willy Loman talk to Charley about well like. Then Charley responds to it by saying that it is not a must for everybody to be well like, it is not a must for everybody to like someone. He mention J.P Morgan as the examples, actually nobody likes JP Morgan from his appearance, but J.P Morgan has a lot of money, and that will turns people to like him.

From the explanation above, it could be said that Willy could not fulfill his love or belonging needs, since he always obsessed of being well like by everybody and believe that well like is important. Furthermore, he could not appreciate the love his family give to him so he still feel lonely and need love more, the love from his family not enough to fulfill his love needs so he tried to fulfill it by the love of another woman. This act of adultery, has bad effect of his love needs, rather than can fulfill his need of loves, this act of adultery takes away his son loves toward him.

Then it is the beginning of bad relationship between him and his son Biff. Thus, it can be concluded that love needs that he can obtained is come from his wife Linda. He cannot obtain love from everyone which he called as well-liked. In addition, he also cannot obtain love from his son Biff.

4. Esteem Needs

Same as everyone, Willy Loman needs to feel that he is respected by his company. He was a great salesman; he was respected by his late boss but he is not respected by his present boss. Knowing that her husband now is an old man, Linda suggests Willy to ask to his boss to get him compensation to do job, to do non travel job in the New York. However, Willy know that will in vain, he thinks his boss is not pay him a respect. As stated below:

LINDA [taking the jacket from him]: Why don't you go down to the place tomorrow and tell Howard you've simply got to work in New York? You're too accommodating, dear.

WILLY: I fold man Wagner was alive I'd a been in charge of New York now! That man was a prince, he was a masterful man. But that boy of his, that Howard, he don't appreciate. When I went north the first time, the Wagner Company didn't know where New England was! (Act1, p4)

LINDA: But you're doing wonderful, dear. You're making seventy to a hundred dollars a week.

WILLY: But I gotta be at it ten, twelve hours a day. Other men, I don't know they do it easier. I don't know why I can't stop myself, I talk too much. A man oughta come in with a few words. One thing about Charley. He's a man of few words, and they respect him. (Act1, p23-24)

From the statement above, Willy Loman was success in doing his job. In the past, he could make seventy to a hundred dollars a week. He was respected by his late boss, Wagner. However, since Wagner died and his son, Howard is in charge for the company, the company did not pay him a respect anymore. He merely a salesman who could not sell anything.

WILLY: Remember, Christmas time, when you had the party here? You said you'd try to think of some spot for me here in town.

HOWARD: With us?

WILLY: Well, sure.

HOWARD: Oh, yeah, yeah. I remember. Well, I couldn't think of anything for you, Willy.

WILLY: I tell ya, Howard. The kids are all grown up, y'know. I don't need much anymore. If I could take home—well, sixty-five dollars a week, I could swing it.

HOWARD: Oh, I could understand that, Willy. But you're a road man, Willy, and we do a road business. We've only got a half-dozen salesmen on the floor here. (Act2, p59)

From the conversation between Willy and his boss Howard above, it can be seen that Howard did not pay any concern toward Willy's life. Even though Willy said he is capable of doing the job without travel, Howard did not grant his wish. Howard said that it is all about business and Willy is a road salesman, not behind desk salesman.

WILLY [stopping him]: I'm talking about your father! There were promises made across this desk! You mustn't tell me you've got people to see—I put thirty-four years into this firm, Howard, and now I can't pay my insurance! You can't eat the orange and throw the peel away—a man is not a piece of fruit! [After a

pause] Now pay attention. Your father—in 1928 I had a big year. I averaged a hundred and seventy dollars a week in commissions.

HOWARD [impatiently]: Now, Willy, you never averaged

WILLY [banging his hand on the desk]: I averaged a hundred and seventy dollars a week in the year of 1928! And your father came to me or rather, I was in the office here it was right over this desk and he put his hand on my shoulder.

HOWARD [getting up]: You'll have to excuse me, Willy, I gotta see some people. Pull yourself together. [Going out] I'll be back in a little while. (Act2, p61-62)

Same as other person, Willy wants to be respected by his company, but what happens is actually the contradiction. Willy feels that he has devoted his life in the profit of company and earned much money for the company, he had agreement with his late boss that someday he will work behind desk. Willy insists to his boss to fulfill his father promise because Willy has contributed much. However, his boss do not have the same idea, he thinks that Willy has not contributed much, and in the middle of conversation, his boss leave the room with Willy inside. That shows that how unrespect his boss toward him.

LINDA: A small man can be just as exhausted as a great man. He works for a company thirty-six years this March, opens up unheard-of territories to their trademark, and now in his old age they take his salary away. (Act1, p40)

From what Linda says above, it can be said that Willy has worked for the company for thirty-six year, he devoted his years to being that company salesman. As a salesman, Willy could make deal in some new territories until that company become big. However, in the old years of his life, since Willy cannot work as great as

when he was younger, the company fired him. That shows that how unrespect the company to Willy, the company never concern about Willy loyalty for devoted his thirty-six years for the company.

LINDA: Are they any worse than his sons? When he brought them business, when he was young, they were glad to see him. But now his old friends, the old buyers that loved him so and always found some order to hand him in a pinch—they're all dead, retired. He used to be able to make six, seven calls a day in Boston. Now he takes his valises out of the car and puts them back and takes them out again and he's exhausted. Instead of walking he talks now. He drives seven hundred miles, and when he gets there no one knows him anymore, no one welcomes him. And what goes through a man's mind, driving seven hundred miles home without having earned a cent? Why shouldn't he talk to himself? Why? When he has to go to Charley and borrow fifty dollars a week and pretend to me that it's his pay? How long can that go on? How long? You see what I'm sitting here and waiting for? And you tell me he has no character? The man who never worked a day but for your benefit? When does he get the medal for that? Is this his reward—to turn around at the age of sixty-three and find his sons, who he loved better than his life, one a philandering bum- (Act1, p41?)

From what Linda said above, we could know that when Willy was younger, the company glad to see him. The company loved and respected him because he could make a good deal and earn much money for the company. He had so many buyers that loved him. However, after past decades of years, his buyers all died and no one know him, so in the present he cannot earn money anymore. In his old years, Willy faces a lot of things, he just too tired of working hard without earn anything. He come to Charley to borrow some money. Willy endures much stress inside because of what happen to him so that he become delusional.

LINDA: and the boys, Willy. Few men are idolized by their children the way you are. (Act 1, p 24)

Above is Linda said when she was younger, when their sons love Willy very much and their relationship run well. However, as the boys grown up and Willy become an old salesman who cannot sell anything and delusional, the boys do not pay Willy respect anymore. Biff prefers Charley to be his father and calls Willy is fake and crazy.

BIFF: People are worse off than Willy Loman. Believe me, I've seen them!

LINDA: Then make Charley your father, Biff. You can't do that, can you? I don't say he's a great man. Willy Loman never made a lot of money. His name was never in the paper. He's not the finest character that ever lived. But he's a human being, and a terrible thing is happening to him. So attention must be paid. He's not to be allowed to fall into his grave like an old dog. Attention, attention must be finally paid to such a person. You called him crazy—(Act 1, p 40)

From explanation above, it is can be concluded that Willy Loman cannot fulfill his esteem need, he cannot obtain both esteem for oneself need and respect from others need. He cannot obtain esteem for one need because he cannot achieve some achievement and recognition. Then he also cannot obtain respects from others since his company did not pay him respect. He was a man with pride and everybody likes him, company likes him because of his accomplishment for the company but not anymore. The company does not pay him respect since he is sixty years old and cannot accomplish something.

5. Self-Actualization Needs

Willy Loman has an ideal standard about his self-actualization. He wants to be someone like his father who was an adventurous. He has chosen his own path and he devoted himself in selling.

WILLY: Oh, yeah, my father lived many years in Alaska. He was an adventurous man. We've got quite a little streak of self-reliance in our family. I thought I'd go out with my older brother and try to locate him, and maybe settle in the North with the old man. And I was almost decided to go, when I met a salesman in the Parker House. His name was Dave Singleman. And he was eighty-four years old, and he'd drummed merchandise in thirty-one states. And old Dave, he'd go up to his room, y' understand, put on his green velvet slippers—I'll never forget—and pick up his phone and call the buyers, and without ever leaving his room, at the age of eighty-four, he made his living. And when I saw that, I realized that selling was the greatest career a man could want. 'Cause what could be more satisfying than to be able to go, at the age of eighty-four, into twenty or thirty different cities, and pick up a phone, and be remembered and loved and helped by so many different people? Do you know? when he died—and by the way he died the death of a salesman, in his green velvet slippers in the smoker of the New York, New Haven, and Hartford, going into Boston when he died, hundreds of salesmen and buyers were at his funeral. Things were sad on a lotta trains for months after that. [He stands up. Howard has not looked at him.] In those days there was personality in it, Howard. There was respect, and comradeship, and gratitude in it. Today, it's all cut and dried, and there's no chance for bringing friendship to bear or personality. You see what I mean? They don't know me anymore. (Act2, p60-61)

As described above, Willy Loman has a father who was an adventurous and lived many years in Alaska. When he was young, Willy Loman thought that he would spent his entire live with his father and brother. However, then he met a salesman named Dave Singleman. Dave Singleman was an incredible salesman, he could sell a

lot of stuff just by sitting at his desk and pick up the phone. From what Dave Singleman does, Willy Loman got inspired that being a salesman is great. Same as what Dave Singleman experienced in his late years which is make a living just by sitting on the desk, Willy Loman wanted to experience it in his old years too. He thought that nothing person could not replace that job. Nothing could more satisfying than to be able to go, at the age of eighty-four, into twenty or thirty different cities, and pick up a phone, and be remembered and loved and helped by so many different people. On the day when Dave Singleman died, many people attended his funeral many people respected him, and Willy Loman just wanted to be the same, loved and respected by many people same as Dave.

In spite of being a successful salesman like Dave Singleman, Willy had to face sad reality that he could no longer become a salesman since he got fired.

WILLY: Charley, I'm strapped, I'm strapped. I don't know what to do. I was just fired.

CHARLEY: Howard fired you?

WILLY: That snot nose. Imagine that? I named him. I named him Howard.

CHARLEY: Willy, when're you gonna realize that them things don't mean anything? You named him Howard, but you can't sell that. The only thing you got in this world is what you can sell. And the funny thing is that you're salesman, and you don't know that.

From the conversation between Willy and Charley above, it is can be said that according to Charley, Willy is no longer concern for his profession. Speaking about self-actualization is speaking about potential release. From what Charley said, Willy

Loman no longer think about how to take out his potential as a salesman. Willy just trapped in the good old days when he was younger and contributed to the company, to the Howard family and Willy wants them to pay for what he contributed when he was younger.

LINDA: Then make Charley your father, Biff. You can't do that, can you? I don't say he's a great man. Willy Loman never made a lot of money. His name was never in the paper. He's not the finest character that ever lived. But he's a human being, and a terrible thing is happening to him. So attention must be paid. He's not to be allowed to fall into his grave like an old dog. Attention, attention must be finally paid to such a person. You called him crazy—

Above statement describes how Willy conditions when he died. He die by committing suicide. For Linda, Willy is an ordinary man, with ordinary job and could not make much money. However, he still deserve attention because a terrible thing happen to him, he just unable to stable the burden.

BEN: the jungle is dark but full of diamonds, Willy. [Will turns, moves, listening to Ben.]

In his last seconds before his committed suicide, Willy hears Ben said that the jungle is dark but full of diamonds. He believes what Ben said that behind the hardest thing, we can get precious things like diamonds.

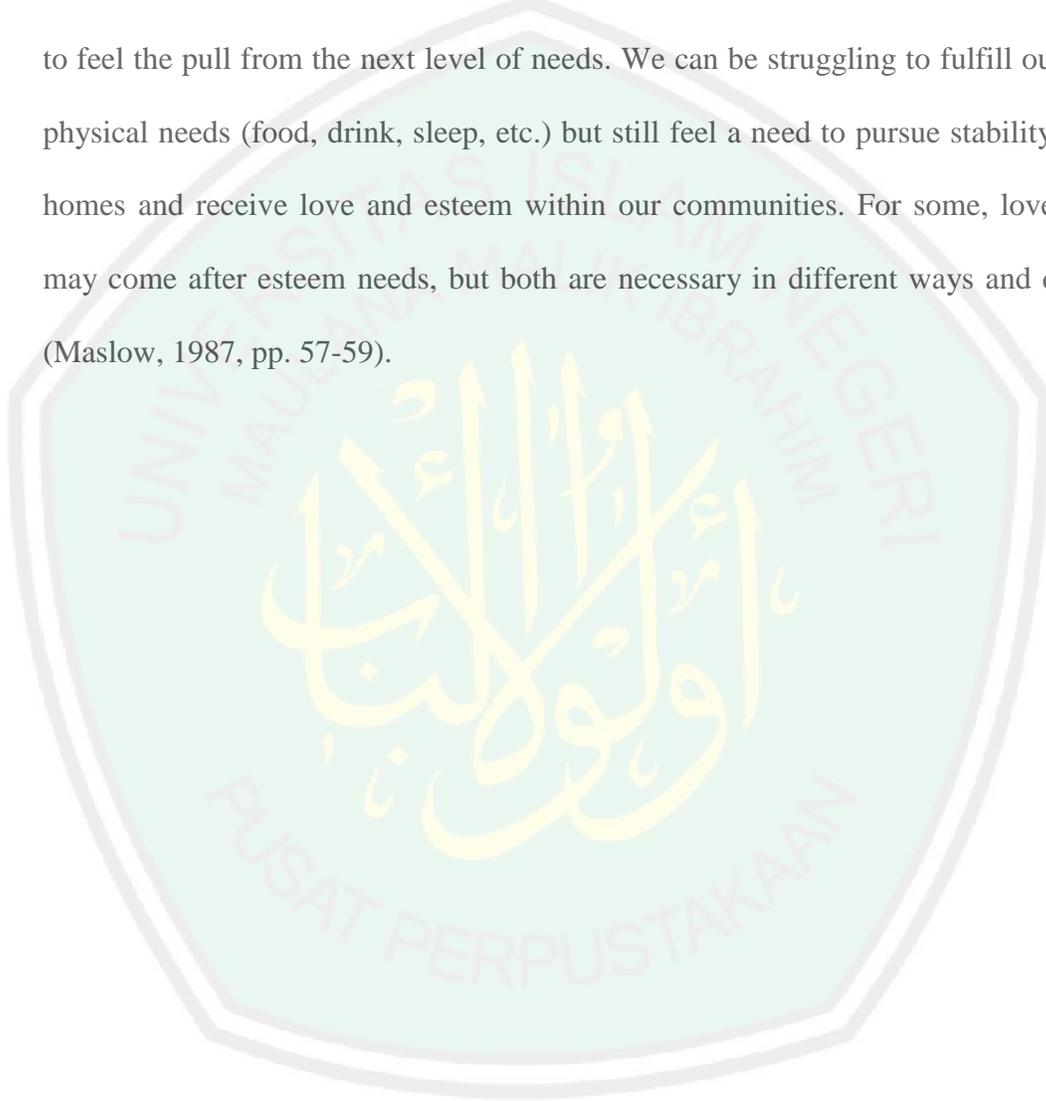
CHARLEY [stopping happy's movement and reply. To biff]: Nobody dast blame this man. You don't understand: Willy was a salesman. And for a salesman, there is no rock bottom to the life. He don't put a bolt to a nut, he don't tell you the law or give you medicine. He's a man way out there in the blue, riding on a smile and a shoeshine. And when they start not smiling back—that's an earthquake. And then you get yourself a couple of spots on your hat, and you're finished. Nobody dast blame this man. A

*salesman is got to dream, boy. It comes with the territory.
(Requiem, p, 111)*

Above, Charley observes that a salesman's life is a constant upward struggle to sell himself—he supports his dreams on the ephemeral power of his own image, on “a smile and a shoeshine.” He suggests that the salesman's condition is an aggravated enlargement of a discreet facet of the general human condition. Just as Willy is blind to the totality of his success ambition, concentrating on the aspects related to material success, so is the salesman, in general, lacking, blinded to the total human experience by his conflation of the professional and the personal. Like Charley says, “No man only needs a little salary”—no man can sustain himself on money and materiality without an emotional or spiritual life to provide meaning. When the salesman's advertising self-image fails to inspire smiles from customers, he is “finished” psychologically, emotionally, and spiritually.

From above explanation, it can be concluded that in the hierarchy of needs, Willy Loman cannot fulfill physiological needs because he was still struggling and not yet free from circulation to meet physiological needs. He cannot fulfill safety needs since he cannot economically stable. He cannot fulfill love or belonging needs since he cannot recognize love his family give to him and obsessed to be always well liked. He cannot fulfill his esteem need since the company does not pay him respect. Willy Loman fails to get his self-actualization, rather than expels his potentials, he fails to recognize it and committed suicide.

Maslow saw the hierarchy as a general description of a person's general needs. He points out that the levels are not fixed and that each need does not necessarily need to be fulfilled 100% in order for one to move on to the next level or for someone to feel the pull from the next level of needs. We can be struggling to fulfill our basic physical needs (food, drink, sleep, etc.) but still feel a need to pursue stability in our homes and receive love and esteem within our communities. For some, love needs may come after esteem needs, but both are necessary in different ways and degrees (Maslow, 1987, pp. 57-59).



CHAPTER IV

CONCLUSION AND SUGGESTION

This chapter is the conclusion of the research. This conclusion refers to the answers of the problem of research that has been presented by the researcher in the previous chapter. This chapter also contains the suggestion that the writer gives for the future researchers and the readers.

A. Conclusion

After analyzing hierarchy of needs by Maslow's theory in Arthur Miller's *The Death of a Salesman*, the researcher finally arrives at conclusion. From the analysis, the researcher finds that the main character, Willy Loman has motivation aspect and many necessities to fulfill for his life.

Firstly, in Willy Loman's motivation to fulfill his needs, Being Needs (B-Needs) motivation has dominated in Willy Loman rather than Deficiency Needs (D-Needs) motivation. Willy Loman has built a self-concept not in human to fulfill human needs but in myths that he believe. It makes, Willy Loman was motivated to achieve a big dream to be a successful man and well-liked by people. On the other hand, it makes Willy Loman unrealistic in thinking and difficult to accept the reality when his dreams could not be realized. And finally, Willy Loman's choice to commit suicide is a form of a personal weakness from psychological impact.

Secondly, the researcher find out that Willy Loman fails to get his self-actualization, rather than expels his potentials, he fails to recognize it and committed suicide. The only hierarchy needs that Willy Loman can fulfill is merely physiological needs. He cannot fulfill safety needs since he cannot economically stable. He cannot fulfill love or belonging needs since he cannot recognize love his family give to him and obsessed to be always well liked. He cannot fulfill his esteem need since the company does not pay him respect. So, human needs are vary according to period when people live, to area where people stay, and to culture that people dive in.

B. Suggestion

Based on the conclusions described above, there is some suggestion that the authors were trying to convey to the reader include: analysis of the drama can be used as a lesson for human to care about humanism. Human should aware of what other people need in their life. By knowing human needs, we can more care and more aware of other people. Through the writing of this thesis, the researcher would like to suggest to the next researcher who interested in analyzing dramas by using hierarchy of human need to pick up more modern and more up-to-date drama to see that human need will grow wider and variant as the period passes and the time flows.

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