

A Review of the Literature on the Research on the Level of National Needs

BinGao^{1,a,*} and Ping Li^{1,b,*}

^{1,2} School of Economics and Management, Changchun University of Technology, Changchun, Jilin, China

^a 254351796@qq.com, ^b 2306821861@qq.com,

* corresponding author

Keywords: National demand; Maslow's hierarchy of needs; International relations

Abstract: Due to the continuous progress of the society, the country can better represent the demands of the majority of its residents. Therefore, national policies are formulated to meet the individual needs of most residents of the country. So, it is more feasible to improve Maslow's hierarchy of needs theory at the individual level and apply it to the national level. This paper reviews Maslow's hierarchy of needs theory at the national level. It mainly discusses the origin of hierarchy of national needs from two perspectives: foreign and domestic. From the perspective of national psychology, international political science, international political psychology and other relevant aspects, this paper summarizes the development of the research on national needs hierarchy. Based on the above theoretical analysis, this paper discusses the application of national needs hierarchy theory from the perspectives of national interests, foreign national interests and bilateral relations. Based on the summary of the above research results, the author found that some studies on the level of national demand lack sufficient theoretical support, the division of the level of national demand is not unified, and the application of the level of national demand is still limited.

1. Introduction

In 1943, the famous American social psychologists and the sponsor of the humanistic psychology Abraham Maslow proposed the famous Maslow's hierarchy of needs, in the theory, he saw people motivation as a whole, and this kind of motivation theory developed into "demand level theory" also known as the "Maslow's hierarchy of needs". Maslow believed that people from low to high satisfaction of demand, the continuously meet the requirements of process to promote the development of the people, in other words the social process of constant development, because of the intrinsic motivation of human inner demand, he put the demand from low to high divided into physiological needs, security needs, love and belonging needs, respect the needs and self-actualization needs five levels. Applying Maslow's hierarchy of needs theory to the national level complements the deficiency of international relations research which is dominated by macro research approach, and it is of great practical significance. But is there any theoretical support for applying Maslow's hierarchy of needs theory to the national level? How are the levels of demand at the national level classified? Is it really feasible to apply Maslow's hierarchy of needs theory to the analysis of changes in national needs? Does the hierarchy theory of national needs really play a guiding role in the formulation of a country's foreign policy and the development of foreign trade? Based on these questions, this paper reviews Maslow's hierarchy of needs theory at the national level, hoping to get answers to these questions.

2. The Origin of National Demand Level Research

The study of international relations mainly focuses on the systematic level (macro level), followed by the unit level (medium level), and finally the individual level (micro level). As the modern political decision-making process cannot be completely open to the outside world, there are relatively few research materials at the individual level and therefore relatively few research results. However, according to the current literature, the embryonic form of national demand stratification

theory can be found in the research results of some scholars at home and abroad, and some research results can provide theoretical basis for the construction of national demand stratification theory.

2.1. Early relevant research abroad

Hans J. Morgenthau (1948) Published *Politics Among Nations — The Struggle for Power and Peace*, In this book, he argues that the main demand of the state is the pursuit of power. “International politics, like all politics, is a struggle for power. Whatever the ultimate goal of international politics, power is always its immediate goal.” Kenneth Neal Waltz(1996), the founder of the realism school of theoretical structure of international relations, argued that “In the short term, what the country is doing is important. Thus, the internal factors of a country can solve many things in a given period of time.” He also believes that the basic need of the state is to satisfy its own security needs. John J.Mear-sheimer(2003) argued that the main goal of a nation is survival. It did not mean that the state has no other goals, but that its primary goal is survival. And countries are basically rational actors, strategic calculators, and they are generally good at identifying smart strategies to ensure their survival. In addition to this, he also argued that “The most powerful political ideology in the world is not liberalism, not democracy, not communism but nationalism.” From the above point of view, we can see that John J.Mear-sheimer did not address the level of national needs directly, but his proposition has recognized that survival is the most fundamental goal of a country, and his viewpoint that nationalism is the strongest political form can be used as an important basis for studying the level of national needs from the perspective of national psychology.

2.2. Domestic early relevant research

China Foreign Affairs University college professor Qin Hanqing (1998) is the domestic earlier start using analytic hierarchy process (AHP) to study the international scholar, professor Qin hierarchy theory system has been indispensable to any scientific research methods, so the research method also applies to international relations, his main points are to use analytic hierarchy process can be more scientific, careful analysis of problems, but not using the theory of methodology help achieve breakthroughs. Although professor Qin's research mainly discussed the possible application of Hierarchical theoretical system in the study of international relations and the possible problems, his research results have a strong guiding role in applying Maslow's hierarchy of needs theory to the national level. Yi Jiwu (2007) studied what role emotions play in the international political world, namely the path of emotional analysis and the relationship between emotions and rationality. Professor Zhang Qingmin (2006) believes that the core of the problem faced in the study of international relations is “How to select and apply different patterns to guide the study of specific decisions”, and the author believes that the analysis ideas should be selected according to the nature of the issues involved in diplomatic decision-making, the personality of the highest decision-maker and the specific situation of the decision-making unit. Although the above studies did not directly put forward the national demand hierarchy, they all provided ideas and theoretical basis for the construction of the national demand hierarchy theory.

3. The Development of National Demand Level Research

3.1. Ethnic psychology

Yu Zhiqiang (2007) proposed that Maslow's psychology be modeled on “The hierarchical psychological needs hypothesis of nationalities (countries)” In his opinions, the formation of national psychological needs is due to : (1) national identity, that is, common psychological characteristics. In order to maintain national identity, national honor, sense of belonging and national cohesion are generated.(2) the internal factors of national psychology objectively need to be widely recognized and respected by the outside, but the environment restricts the development of national psychological needs and the duration and intensity of national psychological needs. Because individuals have their own psychological needs, so Yu Zhiqiang think nationality (country),

as part of the international mechanism of individuals, also meet the psychological needs of same theorem, and according to Maslow's hierarchy of needs, dividing the nation needs for survival needs, security needs, and national development needs and self-actualization needs.

3.2. International political perspective

In *Analysis of National Demand Structure from the Perspective of International Politics*, according to Chu Xinyu (2006), Marx understood social relations in a realistic sense as human needs, as Marx said “because their needs, their nature, and the way in which they seek satisfaction, are linked to them, they must be interrelated”. As participants in the international community, countries also have corresponding needs, which are necessary for national development. Moreover, the essence of demand satisfaction is that countries achieve their goals through certain ways, and the development of international relations is an important way for countries to meet their needs, so it is feasible to put forward the level of national demand. On the basis of the above theories, the author combined Marxism with Maslow's demand theory, and put forward the national demand hierarchy theory according to the actual development situation of China, from the low level to the high level, including survival security needs, belonging needs, self-realization needs and self-esteem needs.

3.3. International political psychology

In *The Change of Sino-Soviet Relationship from the Perspective of Hierarchy of Needs Theory*, Shi Weitong from the perspective of international political psychology, this paper makes use of metaphor and projection, and combines the “perception and false perception theory” and “prospect theory” in psychology. The author demonstrates the rationality of developing from individual hierarchy of needs theory to national hierarchy of needs theory and Shi combination with the theory of individual needs and the actual situation, the demand theory at the national level is divided into survival and security needs, economic development needs and political needs, and the three levels of demand are transferred from the low level to the high level. In the process of development, there is a level of demand at the core, which is the driving force to stimulate the individual behavior of the state, that is, the national demand also meets Aldefer's “law of desire reinforcement”, “progressive rate” and “law of frustration regression”.

3.4. Other aspects

Su Ping (2009) innovatively demonstrated the feasibility of applying the personal demand hierarchy theory to the national level from the perspectives of legality, modern political psychology and political audience cost. He believes that legitimacy enables a government to meet the general needs of the majority of people in a country. Therefore, domestic and foreign policies should reflect the general will and demands of the people; modern political psychology requires the state to reflect the needs of the people to a greater extent, thus promoting the transformation of individual needs to the needs of the state; The increasing openness of political events increases the political cost. The increase of political cost makes the policy making of national leaders more in line with the needs of local residents, which is more consistent with Hans J. Morgenthau's views “The magnification of individual power will is the state power will”. According to Maslow's hierarchy of needs theory, the author puts forward the hierarchy of needs theory at the national level, and believes that the hierarchy of needs theory at the national level follows the law of desire reinforcement, the law of progress and the law of frustration regression. And the demand theory at the national level satisfies the following principles: (1) multi-level demand may exist simultaneously, (2) national demand is dynamic, and (3) dominant demand is the principle that motivates a country's foreign policy.

4. The Application of the Hierarchy Theory of National Needs

4.1. Analyze the national interests with the hierarchy of national needs

Li Jiangwei (2010), from China Foreign Affairs University college, used the hierarchy of needs theory to analyze China's foreign policies to meet national interests in the 21st century, and

according to the theory of national demand hierarchy, he looks into the future interest hierarchy of China. Therefore, he proposed that with the enhancement of China's comprehensive strength and the promotion of its international status, only by accurately positioning the focus of future national interests can China successfully realize the rejuvenation of the Chinese nation. Yu Zhiqiang analyzed the national psychological changes of China's participation in the international mechanism by using the hierarchy of needs theory of nation (nation) constructed, and made the following prediction on China's future integration into the international mechanism: (1) Accelerated integration into international mechanisms;(2) China will advocate more and more international mechanisms;(3) China's status in the United Nations will be further enhanced;(4) The international mechanism advocated by China will be recognized by more countries;(5) China's active integration into international institutions will be tortuous.

In *The Change of New China's Foreign Policy -- the Demand Level in Foreign Policy Decision* Xiao Yu of according to Maslow's demand theory, this paper puts forward the survival needs, security needs, development and belonging needs as well as respect for hierarchy theory of the demand of the national level. The author analyzes the formulation of China's foreign policy with the theory of hierarchy of national needs, concludes that China is in the stage of rising demand for respect, and suggests that China's diplomacy should seize the strategic opportunity to do the following: (1) Diplomatic work revolves around economic construction;(2) To link China's development with the progress of the world and assume international responsibilities;(3) Strengthen cooperation with other countries in science, education, culture and health;(4) Strengthen its own soft power.

4.2. Analyze foreign national interests with the hierarchy of national needs

In *Study on national demand and external strategy of Kazakhstan*, Shu Jinglin (2014) adopted the theory of national demand to analyze and explain the question "what is the motivation of Kazakhstan's all-round foreign strategy formulation and practice". Based on Maslow's hierarchy of needs, proposed the theory of the demand of the national level and can be divided into: security needs and development needs, and harmonious requirements, in accordance with the division, the author from the three levels of Kazakhstan's national needs to analysis. And the author according to the requirements of different countries, Kazakhstan, the different stages of the foreign strategy. In *The New Perspective of American Foreign Policy*, Su ping analyzed the three historical stages of American foreign policy from the perspective of national needs, from a new perspective and with certain practical explanatory power.

4.3. The bilateral relationship is studied with the hierarchy of national needs theory

Shi Weitong who graduated from China Foreign Affairs University college summarized the views of the three major American theories of international relations and establishes a new analytical framework: "National needs -national interests - state behaviour". In addition, due to the frequent interaction between countries in the world, naturally to establish bilateral relations between countries, and the essence of the bilateral relationship is battle around the interests of the state and the game between the two countries. According to the author, the essence of studying bilateral relations is to study the relationship between the needs of countries. According to this view, the author divides the possible interaction between two countries into complementary needs, compatible needs, bumping needs and irreconcilable needs. According to this view, the author divides the possible interaction between two countries into complementary needs, compatible needs, bumping needs and irreconcilable needs. And he made the following assumptions :(1) if the core needs of the two countries match or complement each other, the relationship between the core needs of the two countries is reconcilable, so the relationship between the two countries is strengthened, at least not deteriorated.(2) if the core needs of the two countries collide with each other, the relationship between them will be irreconcilable. Therefore, the relationship between the two countries will continue to deteriorate and the contradiction will gradually escalate. Based on these two basic assumptions, the author established a table to illustrate the status of the core demand interaction in bilateral relations, and analyzed the changes of bilateral relations between China and

the Soviet union from June 1952.06 to March 1965.03 and the underlying reasons.

In *A Brief Analysis on the Development of Sino - China Relations-Based on the Hierarchy of Needs Theory* by analogy with Maslow's hierarchy of needs, the author puts forward the hierarchy of needs at the national level, including survival needs, security needs, economic development needs and political needs. With the development of a country and its national strength, the demand of a country will gradually develop from the low level to the high level. In the process of China's own demand transition from the low level to the high level, there will be certain disputes and frictions between China and the United States at various levels of demand. In order to deal with the frictions, the author believes that in military affairs, China and the United States should define their relations as threats, economic relations as business partners, and political relations as competitors, and generally maintain a strategic relationship of both competition and negative cooperation, which will be more conducive to the long-term and healthy development of China-US relations.

5. Conclusion

With the deepening of studies on international relations, researchers pay more and more attention to the micro-research path of international relations. The hierarchy of national needs theory based on Maslow's needs will surely be more abundant and perfect. According to the existing literature, there are various research perspectives from Maslow's personal level of needs to the national level of needs, mainly from the perspective of national psychology, international politics and international political psychology. Although various research perspectives are based on different theoretical foundations and research methods, all of them can, to a certain extent, prove that the individual hierarchy of needs theory can evolve into the hierarchy of needs theory at the national level. However, as can be seen from all the literatures, some literatures do not elaborate on how the author derives the national hierarchy of needs theory from the individual hierarchy of needs theory, but directly use the national hierarchy of needs theory to study relevant issues. Therefore, it is still necessary for future research scholars to strengthen the research on the theoretical basis of the national hierarchy of needs, so as to truly establish a national hierarchy of needs theory with complete and rigorous logic. In addition, the demand for national level division has a different conclusion based on the different research Angle, different scholars have different division. Each document together for the first two levels of the division of national demand relatively unified opinions, mostly needs for survival and security needs, but the level of demand for after division are not identical. Therefore, there is still a lack of convincing research results on the establishment of the national demand hierarchy and the division of the demand hierarchy is not consistent. However, it is believed that with the in-depth research on this issue, a division with more credibility will be found. Finally, review the literature of the research content, mostly is the study of China's foreign policy and a subject of bilateral relations, demand for national level has some limitation of application of Maslow's hierarchy of needs was applied to countries, set up a state of dynamic level of hierarchy of needs, the country's foreign relations, foreign trade and free trade between countries is a potential application prospect, so the following research direction should be more widely.

Acknowledgements

Corresponding author is Ping Li. The research work was supported by the National Social Science Foundation of China under Grant No.18BGJ007, the foundation of Department of Education of Jilin provincial under Grant No.JJKH20181054SK.

References

- [1] Quoted from Zheng Haiyan. Professor Kenneth Neal Waltz 's Interview, *The Journal of International Studies* , and Issue, 1997, pp. 101-103.
- [2] Ren Xiao. So says a realist theorist -- John J. Mear-sheimer *The Journal of International Studies* , 2003, 2:28-34.

- [3] Proposition. Peace is the Basic Pursuit of International Politics -- on Hans J. Morgenthau national politics -- Power Struggle and Peace [J].Public Diplomacy Quarterly, 2016(2) : 117-130.
- [4] Faulkner. The Sound and the Fury[M]. Trans. Li Wenjun. Shanghai: Shanghai Translation Publishing House, 1984:17-25.
- [5] Qin Hanqing. Power•System•Culture: A Collection of Studies on Theories and Methods of International Relations [C].Beijing: Peking University Press, 2005:4-10.
- [6] The Ji Wu. Emotion, Reason and the International Political World [J].European Studies, 2007,6:75-93.
- [7] Foreign-Policy Decision. Microanalysis Model of Foreign Decision-Making and Its Application [J]. World Economics and Politics, 2006, 11:15-23.
- [8] Yu Zhiqiang .Analysis on the National Psychological Needs of China's Integration into the International Mechanism [D].Guangzhou: JiNan university, 2007.
- [9] Chu Xinyu. Analysis of National Demand Structure from the Perspective of International Politics [J].Marxist studies, 2006, 8:76-81.
- [10]Shi Weitong. The Change of Sino-Soviet Relations from the Perspective of Demand Hierarchy [D].Beijing: China Foreign Affairs University college, 2014.
- [11] Su Ping. A New Perspective on American Foreign Policy [J].Graduate School of Chinese Academy of Social Sciences, 2009, 3:139-143.
- [12] Su Ping. Demand Hierarchy Analysis of State Behavior [J].Journal of WuHan university, 2009,3:250-254.
- [13] Li Jiangwei. Maslow's Hierarchy of Needs Theory and China's National Interests [J].Journal of HuBei Institute of Finance and Economics, 2010, 2:15-17.
- [14] Gao Fei, Xiao Yu. Hierarchy of Needs Theory and Its Enlightenment to the Study of Foreign Decision-Making [J]. International BBS, 2010, 12:51-56.
- [15] Xiao Yu.Changes in New China's Foreign Policy -- Hierarchy of Needs in Diplomatic Decision-making [D].Beijing: China Foreign Affairs college, 2009.
- [16] Shu Jinglin. Study on National Demand and External Strategy of Kazakhstan [D].Shanghai: Shanghai International Studies University, 2014.
- [17] Hu Wenhong. A Brief Analysis on the Development of China-US Relations -- Based on the Hierarchy of Needs Theory [J]. Labor Security World , 2016, 7z: 56-59.