

## Levels of Existence as Seen by Dr. Clare W. Graves

from... "Human Nature Prepares for a Momentous Leap," *The Futurist*, April 1974\*

Level	Learning System	Thinking	Motivational System	Specific Motivation	Means Values	End Values	Nature of Existence	Problems of Existence
<b>A-N</b>	Habituation	Automatic	Physiological	Periodic physiological needs	No conscious value system	No conscious value system	Automatic	Maintaining physiological stability
<b>B-O</b>	Classical conditioning	Autistic	Assurance	Aperiodic physiological needs	Traditionalism	Safety	Tribalistic	Achievement of relative safety
<b>C-P</b>	Operant conditioning	Egocentric	Survival	Psychological survival	Exploitation	Power	Egocentric	Living with self-awareness
<b>D-Q</b>	Avoidant learning	Absolutistic	Security	Order, meaning	Sacrifice	Salvation	Saintly	Achieving everlasting peace of mind
<b>E-R</b>	Expectancy	Multiplistic	Independence	Adequacy, competency	Scientism	Materialism	Materialistic	Conquering the physical universe
<b>F-S</b>	Observational	Relativistic	Affiliation	Love, affiliation	Sociocentricity	Community	Personalistic	Living with the human element
<b>G-T</b>	All learning systems open	Systemic	Existential	Self-worth	Accepting	Existence	Cognitive	Restoring viability disordered world
<b>H-U</b>	All learning systems open	Differential	Experience	??????	Experiencing	Communion	Experientialistic	Accepting existential dichotomies

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