

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

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