A MAIN CHARACTER ANALYSIS OF THE ZAHIR USING HIERARCHY OF HUMAN NEEDS OF ABRAHAM H. MASLOW’S THEORY

A Thesis
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ABSTRACT


This research is aimed at finding out the way of fulfillment of the main character’s needs in The Zahir when he searches for his wife based on Hierarchy of Human Needs of Abraham H. Maslow’s Theory. The writer also analyzes motivation, behavior, deeds, thought and feeling, speech and ideology that the main character has. The writer identifies the problem of the main character needs which are revealed in his searching for his wife and how the main character fulfilling his need is. The method that is used in this research is descriptive qualitative. The data are analyzed by reading, underlining, understanding, and identifying.

In this research, Hierarchy of Human Needs Theory of Abraham H. Maslow is classified into five subsidiary sets of needs. The needs are Physiological Needs, Safety Needs, Love and Belongingness, Esteem Needs, and Self-Actualization Needs. At the first level, Physiological Needs, the main character in The Zahir can fulfill the needs easily. But at the level Safety Needs, Love and Belongingness, and Esteem Needs, he gets the challenge in fulfilling the needs because his wife leaves him. The condition gives him spirit to fulfill the needs. That spirit make him can pass through the process of life. So, he can fulfill the needs very well. Finally, at the fifth level, Self-Actualization Needs, he can fulfill when he meets his wife in the end of the story. As the conclusion, the main character in The Zahir can fulfill the needs from the lowest until the highest.
ACKNOWLEDGEMENT

In the name of Allah, the Most Gracious, the Most Merciful.

First of all, the writer would like to thank Allah SWT for all favor and guidance in completing this paper. All praises belong to Him, the Creator of living things from being nothing to existence. Many salutation and benediction be unto the noblest of the prophet and messenger, Muhammad SAW.

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5. All of the Librarians of Faculty of Letters and Humanities, the Central Library of State Islamic University Syarif Hidayatullah, the librarian of FIB Library, and The Central Library of University of Indonesia.

6. Her little sisters, little brothers, and “Bunda” for their support, motivation, and moral encouragement to finish my study.

7. All of her friends in English Letters Department, especially her classmates for their support.

Finally, the writer hopes this thesis will be useful for the readers who are interested in the same study.
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CHAPTER I

INTRODUCTION

A. Background of the Study

Literature is realization of thought that is represented through writing form and another media like drawing, music melody, painting, or architecture. Novel is one of literary product in writing form, and relates the story of acts or events as narrative. A novel is a prose narrative; it is fictitious, being imagined by the author; it pictures characters and action in a sustained plot; it is long enough to fill one or more volumes.\(^1\) As a prose narrative, novel has its own story that is similar to the real world. A novel often deals with a human’s character as a social being like in the real world. Novel is finally to be regarded as a presentation or imitation of life. Furthermore, it must be underlined that novel is only world of fiction, is a re-created fabricated world, a world of the possible or the probable, rather than actual, considerable length, having a plot that is unfolded by the action, speech, and thoughts of the characters, and still a fictional in writing work that created by the author.

As a presentation of life or imitation of life, characters in novel can be regarded a human character as a social being in real life. Their motivation, behavior, deeds, thought and feeling, speech and ideology can be equally treated and

\(^1\) John E Brewton, et al., *Exploring Literary Trails* (United State of America: Laidlaw Brothers, Inc, 1957), page. 367
understood as motivation, behavior, deeds, thought and feeling, speech, and ideology human characters have.

*The Zahir* is a novel which its major character deals with fulfilling his needs. Written by Paulo Coelho, *The Zahir* tells about a bestselling novelist’s search his missing wife, Esther. Her leaving becomes a big question in his searching which gradually influences his thought and brings him to madness. That madness makes the main character give name to Esther, *The Zahir*. The main character realizes that to find Esther, he must find himself. After that, he takes along journey from Paris to Kazakhstan that changes his thought about various meanings of love and life. In the beginning, he intends to find Esther because she is his true love. Along his journey, he experiences the most real world of self-maturing process. In the end of the story, he is successful finding Esther and his self-indeed.

The main character in *The Zahir* has the needs which must be fulfilled in his life. Maslow argues that human needs are divided into five clusters in hierarchy. The first level is Physiological Needs; the second level is Safety Needs; the third level is Love and Belongingness; the fourth level is Esteem Needs; and the fifth level is Self-Actualization Needs as the peak of hierarchy. At the first level, Physiological Needs

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2*The Zahir*, published in 2005, was in a third place of best seller according to *Publishing Trends*, after Dan Brown’s *The Davinci Code* and *Angels & Demons*.

3Paulo Coelho, The Brazilian author was born in 1947 in the city of Rio de Janeiro. Before dedicating his life completely to literature, he worked as theatre director, lyricist, and journalist. He also adapted *The Gift* (Henry Drummond) and *Love Letters of a prophet* (Kahlil Gibran). His work has been translated in 67 languages and edited in more than 150 countries, and many major prizes and decorations.
such as: hunger, thirst, and sex, the main character in *The Zahir* can fulfill the needs without the barrier and obstacle. It does not matter for him to fulfill the needs. Furthermore, at the level Safety Needs, at the level Love and Belongingness, and at the level Esteem Needs, he gets the barrier and obstacle in fulfilling the needs because his wife leaves him. The condition does not make him give up fulfilling the needs. Because of his effort and his process of life, he can fulfill the needs. Then, the fifth level, Self-Actualization needs, he can fulfill when he meets his wife, Esther.

Therefore, the behavior that the main character appears in the process of searching reveals the needs that he must fulfill. It is mentioned earlier that characters in stories can be treated like human character. The main character in *The Zahir* can be analyzed by using psychological theory. In order to understand what needs he must fulfill, the writer applied the concept Hierarchy of Human Needs of Abraham H. Maslow’s Theory.

**B. Focus of The Study**

The research will be concentrated on how to understand the needs that must be fulfilled by the main character. The writer thinks that it is necessary to analyze the novel using Hierarchy of Human Needs Theory of Abraham H. Maslow.

**C. Research Questions**

According to the focus of the research, the writer tries to identify the problem by the following questions:
1. What are the needs of the main character which motivates him to search his wife?

2. How does the main character fulfill the hierarchy of needs viewed from Abraham H. Maslow’s Theory?

D. Objective of The Study

Based on the background of the study and the focus of study above, the writer would like to classify the objective of the study into two categories below:

1. To explain the needs of the main character which motivate him to search his wife that implied in the novel.

2. To describe the main character in fulfilling his needs viewed from Abraham H. Maslow.

E. Significance of The Research

Through the research the writer hopes the result of the research has benefit for the readers who are interested in literature and know further the main character’s needs in his searches using Hierarchy of Human Needs Theory in this novel.

F. Research methodology

The research methodology comprises by many aspect such as method of research, technique of data analysis, instruments of research, and analysis unit.
1. Method of Research

Based on research questions and the significance of the study above, the writer applies descriptive qualitative method, which is analyzing the relation among words or sentences that produces particular meaning.

2. Data Analysis

The writer will explain the data qualitatively. The writer uses Hierarchy of Human Needs of Abraham Maslow’s approach based on critical study and sharp analysis to the qualitative data. First, the writer reads the novel carefully for several times. This is aimed to learn the contents of novel intensively so it can prevent misunderstanding in the analyzing. Then, the writer makes underlining, understanding, and identifying *The Zahir*’s novel carefully. Finally, the writer analyzes the related data according to the human needs theory.

3. Instruments of Research

The research instrument of this qualitative research is the writer herself. The writer analyzes by reading the novel carefully. Then, the writer marks the characterizations of the main character to find out the evidences of the fulfillment hierarchy of needs viewed Abraham H. Maslow in *The Zahir*’s novel.
4. Analysis Unit

Analysis unit that is used in this research is the novel *The Zahir* by Paulo Coelho which published in 2005, translated from The Portuguese by Margaret Jull Costa.

5. Place and Time

The research is started at the academic year of 2008 - 2009 in English Letters Department State Islamic University.
A. Maslow’s Theory

Abraham Maslow is a humanistic psychologist. He developed a theory of personality that has influenced a number of different fields, including education. This theory accurately describes many realities of personal experiences.

The cornerstone of Abraham Maslow’s understanding of motivation is the proposition that human being possess urges or basic needs at the organismic level. These basic needs, however, are weak needs, quiet biological urges that are often confused and easily overlooked in day-to-day affairs. It means that the individual seek to satisfy successively the higher needs that occupy a set of hierarchy.

Maslow had little interest in compiling a list of how many needs human beings possessed. Rather, Maslow side-stepped the numbers issue and proposed that one master need, the tendency toward growth, governs and organizes all other needs. The growth/ actualizing need organizes all others into a hierarchy featuring five clusters based needs. The arrangement of these needs, Maslow felt, was best represented visually by a hierarchy. The first need in Maslow’s hierarchy contains the set of physiological needs necessary for bodily homeostasis, quiescence, and survival.

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All the other needs in the hierarchy (safety and security, love and belongingness, esteem, and self-actualization) are psychological in nature of human needs.\textsuperscript{5}

Maslow argued that any comprehensive theory of Human Motivation must take into account the individual as a whole. One cannot hope to understand the complexities of the human condition by reducing behavior to specific responses in specific situations. The wholeness of behavior can also serve several motive states at once.\textsuperscript{6} Thus, for example, sexual behavior may serve physiological as well as psychological needs of belongingness and esteem.

Maslow argued that one must seek to understand the \textbf{ultimate goals} of behavior rather than the superficial or apparent goals, because the apparent goal for any observed behavior may be quite different from the ultimate goal.\textsuperscript{7} This implies, in fashion similar to Freudian theory that motivations occur at an unconscious level. Unlike Freud, however, Maslow saw the unconscious in positive terms. Like Rogers, Maslow also regarded the striving for protection or \textit{self actualization} as the ultimate purpose of behavior.

Maslow argued that human motivation can best be studied by observing human rather than animal behavior. His observations led him to the conclusion that human needs can be understood in terms of a \textbf{hierarchy of needs}. Needs lower on the hierarchy are \textbf{prepotent} (i.e., stronger) and must be satisfied before needs higher on

\textsuperscript{5} Ibid
\textsuperscript{6} Herbert L. Petri. \textit{Motivation: Theory and Research} (California: Wadsworth Publishing Company, 2003), page. 289
\textsuperscript{7} Ibid
the hierarchy will be triggered. Maslow did not, however, regard the hierarchy as totally rigid: one can partially satisfy lower needs, thus allowing higher needs to become partially active. Maslow regarded the satisfaction of needs on the hierarchy in a probabilistic manner. If a lower need is being satisfied most of the time (e.g., 85%), that need will have little influence on behavior, while other, higher needs that are less satisfied will have a larger influence on behavior.\(^8\) The following diagram shows Maslow’s hierarchy of needs, represented as a pyramid below:

![Diagram of Maslow's Hierarchy of Needs](https://en.wikipedia.org/wiki/Maslow%27sHierarchyOfNeeds)

Figure that depicts Maslow’s Hierarchy\(^9\)

\(^8\)Ibid

Maslow’s hierarchy of needs is often depicted as a pyramid consisting of five levels: the four levels are grouped together as deficiency needs associated with physiological needs, while the top level is termed growth needs associated with physiological needs. While deficiency needs be met, growth needs are continually shaping behavior. The basic concept is that the higher needs in this hierarchy only come into focus once all the needs that are lower down in the pyramid are mainly or entirely satisfied. Growth forces create upward movement in the hierarchy, whereas regressive forces push needs further down the hierarchy. Maslow’s basic needs are as follow:

1. Physiological Needs

The first level of the hierarchy consists of physiological needs. If needs such as hunger or thirst are not adequately being met, the needs above them on the hierarchy are pushed into the background in terms of controlling behavior. The individual is in an emergency situation and his or her whole being is dominated by the need.\(^\text{10}\) Physiological needs consist of needs for oxygen, food, water, and a relatively constant body temperature.

Maslow felt that physiological needs are adequately met for most people in our society. When these needs are met, the next need on the hierarchy emerges as a dominant force in controlling and directing behavior.\(^\text{11}\)

\(^{10}\) Herbert L. Petri (2003), op. cit. 290

\(^{11}\) Ibid
2. Safety Needs

When all physiological needs are satisfied and are no longer controlling thoughts and behaviors, the needs for security can become active.¹² These needs represent a need for safety or security in our environment. Like the physiological needs, safety needs are primarily triggered in emergency situations. Higher needs become unimportant when one’s life is endangered, and our behavior reflects our attempts to remain secure. An example of this recently occurred when the remnants of a hurricane caused extensive flooding in my neighborhood. Some of my neighbors sustained thousands of dollars of damage to their homes; yet, at the time of the flood, their material loss was unimportant to them because escaping the flood was all that mattered.¹³

Safety needs dominate our behavior primarily in times of emergency. Maslow, however, felt that working of the safety needs can also be seen in people’s preference for familiar surroundings, secure jobs, savings accounts, and insurance. Safety needs are most evident in your children, as shown when an infant cries if it is dropped suddenly, is startled by a loud sound, or a stranger enters the room.¹⁴

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¹³ Herbert L. Petri (2003), *loc. cit.*

¹⁴ *Ibid*
Maslow believed that the safety needs of most adults in our society are adequately met. One reason for the clearer appearance of the threat or danger reaction in infants is that individuals do not inhibit this reaction at all, whereas individuals in our society have been taught to inhibit it at all costs.

3. Love or Belongingness Needs

If both the physiological and the safety needs are fairly well gratified, there will emerge the love and affection and belongingness needs, and the whole cycle already described will repeat itself with this new center.\textsuperscript{15} Then, they become unimportant in the direction of behavior, and the love or belongingness needs emerge. These needs involve a hunger for affectionate relationship with others, a need to feel part of a group, or a feeling that one “belong.” The love needs are not equivalent to sexual needs (which are physiological), though sexual intimacy can serve to satisfy one’s need to belong.\textsuperscript{16} Maslow argues that individuals seek to overcome feelings of loneliness and alienation. This involves both giving and receiving love, affection and the sense of belonging.

\textsuperscript{15} C. George Boeree, (2006), \textit{loc cit.}

\textsuperscript{16} Herbert L. Petri (2003), \textit{loc. cit.}
4. Esteem Needs

If the love need have been adequately met, they too slip into the background in relation to guiding behavior, and the esteem needs become dominant. These are need for a positive, high evaluation of oneself. This evaluation can be broken down into two subcategories—a need for self esteem and a need for esteem from other.\textsuperscript{17}

The need for self-esteem motivates the individual to strive for achievement, strength, confidence, independence, and freedom. The need for self-esteem seems to have at its core the desire to feel worthwhile and appears highly similar to Roger’s concept of positive regard. The related need of esteem from others involves a desire for reputation, status, recognition, appreciation by others of one’s abilities, and a feeling of importance.\textsuperscript{18}

When the esteem needs are satisfied, one has feelings of self-confidence and self-worth and sees oneself as having a purpose in the world. When these needs are not satisfied, individual has feelings of self-frustrated, maladjustment can occur, typified by feelings of inferiority, weakness, and helplessness.

\textsuperscript{17} Ibid

\textsuperscript{18} Ibid. p. 291
5. Self-Actualization Needs

When one has satisfied the first four level of need, the final level of development, which Maslow termed self-actualization, can be reached. At the self-actualization level, the person’s behavior is motivated by different conditions than at the lower levels.\(^{19}\) It means, at this level, the individual differences are greatest.

The self-actualized individual has satisfied all the deprivation needs of the first four levels of the hierarchy. The behavior of the self-actualized person is, as a result, motivated by new set of needs, which Maslow termed the being needs (\(B\)-motivation, or metamotivation). These \(B\)-motives are values such as truth, honesty, beauty, and goodness, and they provide meaning to the life of the self-actualized individual.\(^{20}\) The clear emergence of these needs usually rest upon some prior satisfaction of the physiological, safety, love, and esteem needs.\(^{21}\)

The picture Maslow gives us of the self-actualized person is a very positive one. The self-actualized individual is no longer motivated by deficiencies but is motivated to grow and become all that he or she is capable

\(^{19}\) Ibid

\(^{20}\) Ibid

\(^{21}\) C. George Boeree, (2006), loc cit.
of becoming. Self-actualization constantly stimulates people to test their abilities and expand their horizons.\textsuperscript{22}

B. Character and Characterization

1. Character

A character, then, is presumably an imagined person who inhabits a story although that simple definition may admit a few exceptions.\textsuperscript{23} Character should be believable and consistent. Being believable means not all that character be like people we have known but that they be believable in the context of the story. Consistency requires not that the character remain exactly the same, but that any changes in character be sufficiently motivated by what happens to them in the story. Authors may reveal the character in a variety of ways: by telling about them directly, by letting their personalities, or by having other character tell about them.\textsuperscript{24}

The major characters are usually round characters; that is, their personalities are well developed and believable. Moreover, round character is a very complex individual.

\textsuperscript{22} Ibid


Minor characters are often flat character: it can be seen only one aspect of their personalities, presumably because the author does not need to reveal more about them for the purposes of the story. Flat characters are usually static characters; those characters do not change. These characters frequently change as the story progresses, and they are also described as dynamic characters. A dynamic character is one who does change psychologically, physically or otherwise.

So, it can be concluded that a flat character is not fully developed and the author may reveal only one or two personality traits. Then, static character is one who does not really change in the progress of the story.

2. Characterization

Characterization is the use of literary techniques to reveal the nature of a character. Characterization broadly refers to the description and development of characters. Arguably, most fiction is characterization in a broad sense; one could say that plots and settings, for instance, generally work to develop character. The material below describes some of the terminology writers and critics use to discuss a narrower and more conventional sense of characterization.


The characterization can be depicted through **the use of name**. Names are often to provide essential clues that aid in characterization. Names can also contain literary or historical allusions that aid in characterization by means of association.\(^{27}\) Some characters are given names that suggest their dominant or controlling traits.

Then, characterization can be depicted through **appearance**. Although, in real life most of us are aware that appearances are often deceiving, in the world of fiction details of appearance (what a character wears and how he looks) often provide essential clues to character.\(^ {28}\) This includes everything from clothing to style to body language.

Characterization also can be depicted through **by the author**. By so doing the author assert retains full control over characterization. The author not only directs our attention to a given character, but tells us exactly what our attitude toward the character ought to be. Nothing is left to the reader’s imagination.\(^ {29}\)

Characterization can be depicted through **the dialogue**. Dialogue can reveal the moods and personalities of the characters. The task of establishing character through dialogue is not a simple one. Some characters are careful and

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\(^{28}\) *Ibid*. p. 29

\(^{29}\) *Ibid*
guarded in what they say: they speak only by indirection, and it must be inferred from their words what they actually mean.\textsuperscript{30} How a character talks, including the specific words and the manner in which they are said.\textsuperscript{31} Others are open and candid; they tell us or appear to tell us, exactly what is on their minds. Some characters are given to chronic exaggeration and overstatement and subtlety.

Characterization can be depicted through action. Action is how the character behaves.\textsuperscript{32} To establish character on the basis of action, it is necessary to scrutinize the several events of the plot for what they seem to reveal about the characters, about their unconscious emotional and psychological states as well as about their conscious attitudes and values. Some actions, of course, are inherently more meaningful in this respect than others. A gesture or a facial expression usually carries with it less significance than some larger and overt act. But this is not always the case.\textsuperscript{33}

The most important thing to remember is that characters need to be three dimensional and unique instead of flat and stereotypical. Every major character should have own look, pattern of speech, personality, mannerisms, strengths, weaknesses, hopes, fears, goals and motivations. And finally, just like real people, characters need to grow and change.

\textsuperscript{30}Ibid. p. 32


\textsuperscript{32}Ibid

\textsuperscript{33}James H. Pickering and Jeffrey D. Hoepeler (1981), op cit p. 34-35
CHAPTER III

RESEARCH FINDINGS

A. Data Descriptions

After reading the novel, the writer finds that the hierarchy of needs the main character are fulfilled. It can be drawn as the table below:

<table>
<thead>
<tr>
<th>No.</th>
<th>Hierarchy Needs of Main Character</th>
<th>Remark</th>
<th>Corpus</th>
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<tbody>
<tr>
<td>1.</td>
<td>Physiological Needs</td>
<td>Hunger, thirst, and sex</td>
<td><em>I take a taxi to the center of Paris and ask to be dropped near the Arc de Triomphe. I set off down the Champ-Elysees toward the Hotel Bristol, Where Esther and I always used to meet for hot chocolate whenever one of us came back from some trip abroad.</em> (Coelho 2005, 11)</td>
</tr>
<tr>
<td>2.</td>
<td>Safety Needs</td>
<td>Security and stability</td>
<td><em>I had a lot of free time in that hospital room, and so I made a general review of my life. I had always sought both adventure and security, knowing that the two things did not really mix. I was sure of my love for Esther and yet I easily fell in love with other women, merely because the game of seduction is the most interesting game in the world.</em> (Coelho 2005, 144)</td>
</tr>
</tbody>
</table>
| 3.  | Love and belongingness Needs      | Friends, sweetheart, or wife | *Esther, the Zahir. She fills everything she is the only reason I am alive. I look around, I prepare my self for the talk I am to give, and I understand why I braved the snow, the traffic jams, and the ice on the roads: in order to be
determined to tell the truth.* (Coelho 2005, 116) |
| 4. Esteem Needs | a. Self-esteem or self-respect (freedom, independence) | I’m free. I’m out of prison, my wife has disappeared under mysterious circumstances, I have no fixed timetable for work, I have no problem meeting new people, I’m rich, famous, and if Esther really has left me, I’ll soon find someone to replace her. I’m free, independent. (Coelho 2005, 8) |
| | b. The esteem of others (recognition, appreciation, prestige) | You understand nothing, said Mikhail. These words irritated me. How could a twenty-five-year-old tell an experienced man who had suffered and been tested by life that he understood nothing? (Coelho 2005, 86) |
| 5. Self-Actualization Needs | Spontaneity, problem solving, acceptance of fact | I understand for the first time that all the frustrations I felt about previous love affairs and marriages had nothing to do with the women involved, but with my own bitterness. Esther, however, was the only woman who understood one very simple thing: in order to be able to find her. (Coelho 2005, 31) |

|  |  | Hello, I said. I’ve been waiting for you, she said. I embraced her, rested my head on her shoulder, and began to cry. She stroked my hair, and by the way she touched me I began to understand what I did not want to understand, I began to accept what I did not want to accept. (Coelho 2005, 293) |
She took a piece of bloodstained cloth from the pocket of her white dress and gave it to me, her eyes full of tears. This is for you. I’ve missed our arguments. And then, after a pause, she added: Ask Mikhail to get another horse.
I placed my hands on her shoulders and blessed her just as I had been blessed. (Coelho 2005, 296)

B. Analysis

1. The Main Character

In The Zahir, a man with no name wonders why his wife of ten years has left him, and begins which leads the main character to question his purpose in life and the things that truly matter. In this novel, the unnamed man rebels his parents and travels around the world until he becomes a lyricist, and finally, he becomes a very successful novelist. As a successful novelist, he speaks somewhat arrogantly or egotistically about his career and his achievements.

The main character gave the impression of a man with somewhat shallow feelings. He liked to underestimate another person. Before he married Esther, he had been married three times and they had not lasted long. He also conceded to occasional acts of infidelity and he undermined his credibility as a man worthy of the woman he was married to. He found new love not long after his wife’s unexplained disappearance and continued to flirt because he wanted to forget his wife, or he
invited sexual encounters, and it was one of the reasons why he was searching for his wife.

2. The Hierarchy of Needs in The Main Character

_The Zahir_ tells about the main character that searches for his lost wife. Furthermore, the main character believes to find his wife; he must find himself. Of course, in his searching, the main character has the needs which must be fulfilled in hierarchy viewed to Maslow’s Theory.

Therefore, the writer uses Hierarchy of Human Needs of Abraham H. Maslow to analyze the main character needs for searching his wife, analyzing the process of the main character in fulfilling the needs. The writer will also identify some of the main character’s behaviors, thought or feeling and some descriptions about him that represent his needs.

As it has been explained previously at Chapter II, Hierarchy of Human Needs Theory is divided into five clusters of needs. From the lowest Physiological Needs, Safety Needs, Love and Belongingness Needs, and the highest Self-Actualization Needs.

a. The First Level: Physiological Needs of Main Character

Maslow argued that the basic level of the Hierarchy consists of **physiological needs**, such as: hunger, thirst, and sex. Physiological needs are the strongest needs because if a person is deprived of all needs, the physiological needs would come first in the person's search for satisfaction. If it is not fulfilled
In very extreme circumstance, human being can lose control over their own behavior, such as: aggressive, do not feel embarrassed, do not have consideration of other, etc. At this level, the encouragements such as having a car, new shoes, will be neglected or occupied at second place. Hunger, for human being does not pay attention except for eating, and the others are not considered important. Conversely, if the need is fulfilled, then the physiological needs will be lost. Furthermore, if the physiological needs are often fulfilled, the needs are not the needs again. Moreover, higher need will be appeared.

In *The Zahir*, the main character was a rebellious person who came from a family that gave priority to education that obliged the main character to be a scholar. But he was rebel his parents and travelled the world until he became a lyricist. Moreover, his income as a lyricist bigger than his sister that listen her parents to be a scholar. His rebellion to his parents’ made him to be a success person in carrier. He pioneered his career from the lowest, and then he became a famous author. His success made him have a lot of wealth, such as: apartment, house, and the other abundant wealth. He also got what he wanted. Therefore, that was not a major problem for the main character in fulfilling the needs. So, it could be concluded that the main character can fulfill his physiological needs.

It can be seen from how the main character fulfills physiological needs such as: hunger, thirst, and sex which reflected in *The Zahir*. In the novel, the main character always visits expensive restaurants to satisfy his hunger and thirst. It indicates that he has no problem in fulfilling his psychological need. This
financial condition gives him freedom to choose places and kinds of food and drink to fulfill his hunger and thirst. It shows that main character can fulfill the needs very well. It is narrated below:

*I take a taxi to the center of Paris and ask to be dropped near the Arc de Triomphe. I set off down the Champ-Elysees toward the Hotel Bristol, where Esther and I always used to meet for hot chocolate whenever one of us came back from some trip abroad.* (Coelho 2005, 11)

The main character used taxi to the center of Paris. Then, he got off from the taxi and he walked toward the luxurious hotel to remember his wife. In the hotel, he drank hot chocolate where he fulfilled his hunger and thirst after came back from trip abroad.

The next need is sex. In *The Zahir*, the main character can fulfill the needs, whenever he wants. Since he is a millionaire and famous novelist, and almost all women want to sleep with him. Even though, he still searches his lost wife. It can be seen the fulfillment of sex is not a problem. This is consistent with Maslow's Theory that love is not a synonymous of sex. Sex can be studied as a purely physical need. So, he can fulfill sex with anyone he likes such hunger and thirst. Therefore, the main character can have sex with anyone, even though without love.

*In my case, it was even easier: a woman, another journalist, a friend of my wife, and divorced—which is why she doesn’t mind revealing that she slept with me—came forward as a witness in my favor when she heard that I had been detained.* (Coelho 2005, 5)
For the main character, it was easy to get a woman in order to sleep with him. Although that woman his wife’s friend. Actually his wife disappeared and he did not know where his wife.

From the explanation above, it is clear that hunger, thirst, and sex are easily fulfilled by the main character. In this case, the main character can fulfill the needs without the barriers and obstacles. So, he does not feel the lack in fulfilling the needs. Therefore, physiological needs of the main character are fulfilled.

b. The Second Level: Safety Needs

When all physiological needs are satisfied and no longer controlling thoughts and behaviors, then, appearing a new set of needs, safety needs, such as: security, stability, dependency, protection, freedom from fear, from anxiety and chaos; need for structure, order, law, limits; strength in the protector; and so on. All that has been said to the physiological needs is equally true, although in less degree, of these desires. Moreover, the safety need is often revealed specially in searching for protector, or someone who can give the security.

Maslow argued that safety needs had been found in many societies who live in state of emergency such as war or natural disaster. He emphasized that a normal adult who live in Western countries, generally, their safety needs was fulfilled because the condition of the country relatively prosperous and safety. Furthermore, in The Zahir, the main character did not feel the threat of danger in
physical form, because he has apart problem in getting the safety needs. Although the main character physically did not feel the obstacle in fulfilling the safety needs, such as: war and natural disaster, but he did not get the safety needs in himself.

At the beginning, he thought that Esther was nothing. He belittled her. He also never respects Esther’s existence and then she disappeared without trace. It was narrated below:

_I find her comment absurd; I can write a book whenever I want too; I know publishers, journalists, all of whom owe me favors. Esther is just a woman who’s afraid of losing me, she’s inventing things. I tell her it’s over, our relationship is at an end, it isn’t a matter of what she thinks would make me happy, it’s about love._ (Coelho 2005, 19)

The main character belittled Esther. He thought that he could write without Esther because he knew the publishers and the journalist. For him, Esther was just a woman who was afraid of losing him and just talked only. Then, the main character told her that their relationship was over.

As the time passed the main character realized that he needed Esther. Furthermore, he could not write without the presence, support, and the spirit of Esther. Since then, the main character searched for Esther, his wife, because he felt that Esther's presence gives him security and stability.

_And yet I can’t accept it, I can accept that she would leave like that, without giving me a reason. Both Esther and I have always prided ourselves on confronting all life’s difficulties together._ (Coelho 2005, 14)
The main character realized that he could not accept Esther’s leaving. He feels that Esther did not give him a reason why she leaved him. He also felt that they always together in any situation.

Because of the reason above, the main character always tries to find Esther. Maslow argued, safety need is often revealed in particularly in the effort of searching for a protector, or a stronger person who can be trusted. In fact, it is difficult for him to find Esther. But, it does not put off his desire to fulfill the needs even though Esther leaves him.

It can be seen when the main character tries to fulfill the safety needs, he gets an accident, and then he is treated in the hospital. So, it is the time for him to think the problems that he has done in his life. It is narrated below:

"I had a lot of free time in that hospital room, and so I made a general review of my life. I had always sought both adventure and security, knowing that the two things did not really mix. I was sure of my love for Esther and yet I easily fell in love with other women, merely because the game of seduction is the most interesting game in the world. (Coelho 2005, 144)

It was time for him to remember that he was looking for the adventure and security, even though; he knew that two things were different. The main character believed for his love to Esther, his wife. Nevertheless, the main character also remembered he was so easily fall in love to another woman just because the game of persuasion. For him, it was the most interesting game in the world."
So, the main character tried to fulfill the safety needs and then he got an accident. Then, he was treated in the hospital and he realized that he could not go back to the past. It was narrated below:

_Slowly, I began to realize that I could not go back and force things to be as they once were: those two years, which up until then had seemed and endless inferno, were now beginning to show me their true meaning._

(Coelho 2005, 145)

The main character realized that he could not go back and force things as previously. He also realized, those two years, which made him suffer. In the other word, he realized what he had done in two years. So, it made him got the stability and safety without Esther’s presence.

According to the explanation above, it can be concluded that main character can fulfill his safety needs. It can be seen when he said that he realized what he has done in two years, including when he sought both adventure and security. So, when he was thinking about thing that has happened in his life, he was conscious from his unconsciousness that he has got what he thought, security and stability. In this case, the main character can fulfill his needs without Esther’s presence. Therefore, the safety need of main character is fulfilled.

c. The Third Level: Love and Belongingness Needs

If both physiological needs and safety needs are fairly well fulfilled, there will appear the new needs, _love and belongingness needs_. If love and belongingness needs are not fulfilled, then human being will feel keenly, because of the absence of friends, or a sweetheart, or a wife, or children. Human being
will hunger for affectionate relations with people in general, namely, for a place in his group or family, and he will strive with great intensity to achieve the goal. Human being will want to attain such a place more than anything else in the world and even though forget that once, when he is hungry, he belittles at love as unreal or unnecessary or unimportant. Now, he will feel sharply the lack of loneliness, lack of ostracism, lack of rejection, lack of friendlessness, and lack of rootlessness.

As human being in general, the main character, needs friends, sweetheart, or wife. When he realized his wife leave him, he searched for a woman who could give love as Esther, his wife. But, he felt that only Esther could give love and remove his loneliness. Furthermore, the main character was often belittled her. After her leaving, he realized that he needs love from Esther, even though, so many women that offer love for main character because he was a famous novelist and rich. He was searching for Esther continuously. His searching for many years proved that how much the main character loves Esther. It could be seen that there was no woman that can replace the position of Esther. It was narrated below:

*We were friends, companions, we enjoyed the something; I would even go so far as to say that there was between us a kind of love, but different from the love I felt for Esther or that Marie felt for her neighbor. (Coelho 2005, 49)*

The main character explained that both of them were just friends. They often did something together. Moreover, Marie accompanied him in searching of Esther. She could not replace the position of Esther in main character’s heart.
Actually, they love each other, but he only felt that his love for Esther bigger than his love for Marie.

But, one thing that should be emphasized, as it is explained previously in the physiological needs, Maslow argued that love is not a synonymous of sex. Sex may be studied as a purely physiological need. Ordinarily sexual behavior is multidetermined, that is to say, determined not only by sexual but also by other needs, chief among which are the love and belonging needs. Also not to be overlooked is the fact that the love needs involve both giving and receiving love.

Therefore the main character searched Esther. He felt only Esther that he loves more than his love to himself. It is narrated below:

*Esther, the Zahir. She fills everything she is the only reason I am alive. I look around, I prepare my self for the talk I am to give, and I understand why I braved the snow, the traffic jams, and the ice on the roads: in order to be reminded that every day I need to rebuild my self to accept—for the first time in my entire existence—that I love another human being more than I love my self.* (Coelho 2005, 52-53)

The main character needs Esther’s presence. He told that Esther was everything and his reason of life. Moreover, he was understood why he so brave to do something, because his loves to Esther was everything for him.

His love to Esther made him got spirit to find her and to know that Esther love him or not. That effort made him certain that Esther was waiting for him. It was narrated below:

*Esther was somewhere, waiting patiently for me to discover what had gone wrong in our marriage and then to go to her and ask her forgiveness so that we could resume our life together.* (Coelho 2005, 103)
Esther was waiting patiently for the main character in somewhere. Waiting the main character realized his mistakes and searching and asking her forgiveness. Then, they lived together as previously.

From the analysis above, the main character has strong effort to fulfill his need. Namely, he wants to know that Esther loves him or not. His certainty that Esther is waiting for him patiently makes him can fulfill his love needs. He feels that Esther waiting for him because loves him. So, it can be concluded that love and belongingness needs of the main character are fulfilled.

d. The Fourth Level: Self-Esteem Needs

All people in our society (with a few pathological exceptions) have a need or desire for a stable, firmly based, usually high evaluation of themselves, for self-respect, or self-esteem, and for the esteem of others. These needs will be classified into two subsidiary sets. These are, first, the desire for strength, for achievement, for adequacy, for mastery and competence, for confidence in the face of the world, and for independence and freedom. Second, the desire for reputation or prestige (defining it as respect or esteem from other people), status, fame and glory, dominance, recognition, attention, importance, dignity, or appreciation.

Satisfaction of the self-esteem need leads to the feelings of self-confidence, worth, strength, capability, and adequacy, of being useful and necessary in the world. Human being who fulfilled their self esteem needs, it does not depend on
other people and they always ready to continue to develop further to reach the higher needs. But when it is obstructed, this fulfillment can cause feelings of inferiority, weakness and helplessness.

Like human being, the main character also has the desire for a stable and firmly based, and it is usually high evaluation of himself, for self-respect, or self-esteem, and for the esteem of others. If it is not fulfilled the main character will feel inferior, weakness and helplessness. Analyzing of the main character in this level will be divided into subsidiary sets above.

**First**, self-respect or self-esteem. In this case, the main character wants the freedom and independence. This was reflected when the main character was a child, he wanted to be free from his parents which limit him. He fought so hard, facing life only to get freedom. Freedom to be anyone and freedom doing something what he wanted. Moreover, became a novelist was not an easy thing for the main character because he pioneered his career from the lowest, became a journalist, enter and out of the prison, and then he decided to become a lyricist. After meeting Esther, the main character became a successful novelist. As a successful novelist, he got so many royalties from his novel. That royalty made him can buy anything. Moreover, it made him an arrogant person. Thus, his relationship with Esther had not lasted long; Esther suddenly disappears without a trace. Furthermore, Esther’s leaving did not affect anything for him.
I’m free. I’m out of prison, my wife has disappeared under mysterious circumstances, I have no fixed timetable for work, I have no problem meeting new people, I’m rich, famous, and if Esther really has left me, I’ll soon find someone to replace her. I’m free, independent. (Coelho 2005, 8)

The main character was free from prison, and his wife disappeared mysteriously. He did not have particular schedule for his daily activities, but he was still rich and famous. It made him felt free and independent. Even though his wife, Esther really leaved him, he was sure that he can find another woman. So, at this level, he got freedom and independence. It could be concluded that his self-respect or self-esteem is fulfilled.

Second, the esteem of others is very important for the main character. Although, self-respect or self esteem of the main character is fulfilled. He is still searching for Esther to get the esteem of others. He does not want underestimate by the people around him because Esther disappears. Therefore, he wants his existence is recognized as a rich and famous novelist. In this case, what people said is, it is very influential for him.

Next, the story told that he needed to be recognized and appreciated because his reputation was degraded as a famous novelist that reflected in The Zahir. In this case, the main character also described, he was rich and famous author. Both the name and his reaches that he wanted to be recognized his excitement. He also did not want his prestige degraded, because he feels only him had so many experiences than the people around him. It was narrated below:
For a moment, I savor the idea of my new state: single and millionaire. I can go out in broad daylight with whomever I want. I can behave at parties in a way I haven’t behaved in years. (Coelho 2005, 15)

One day, the main character enjoys his thought about the new situations, that he was single and millionaire. He could go straight-out during the day with anyone he wanted. He could behave at parties in way he had not behaved in years.

However, when he met Mikhail, he felt that Mikhail broke his idea about his wealth in a moment. Moreover, he underestimated him by saying that he did not understand anything. It was narrated below:

You understand nothing, said Mikhail.
These words irritated me. How could a twenty-five-year-old tell an experienced man who had suffered and been tested by life that he understood nothing? (Coelho 2005, 86)

The main character also did not want his reputation degraded by young people who has named Mikhail, twenty five-years old. As a man, he felt that he was a man full of life experience, he had felt so many the suffering, and he had been tested by life. It was impossible for him if he did not understand anything.

So, from the explanation above, the main character needs the esteem of others. He does not want his reputation to be degraded. He has the desire for reputation or prestige (defining it as respect or esteem from other people), status, fame and glory, dominance, recognition, attention, importance, dignity, or appreciation.
Then, the main character realizes that he must control himself in order to
Mikhail gives him information about Esther. Moreover, he also realizes that he
does not know anything. It is narrated below:

_I had to control myself, to humble myself, to do whatever was necessary._
_(Coelho 2005, 86)_

The main character tried to control his emotion and humbles himself. By
controlling his emotion, he was sure that Mikhail gave him information where
Esther was.

_Maybe I really don’t understand, but that’s precisely why I’m here—in
order to understand._ (Coelho, 2005: 86)

The main character realized that he did not understand anything as
Mikhail said previously. But that was his reason in here, knowing all about Esther
from Mikhail.

Then, the main character told Mikhail about his feeling for Esther. He also
asks Mikhail to help him finding Esther. Moreover, he asked him to explain why
Esther leaves him without reason and message. It was narrated below:

_Now, I love her in a more silent way, but I can’t think about anything else.
I beg you, please, I’ll do anything you want, but I need you to explain to
me why she disappeared like that._ (Coelho 2005, 87)

The main character thinks he could feel calm by describing what he felt
for Esther in writing. He only loved her in silently, but he could do anything.
Thus, he asked Mikhail to help him found Esther and explained why Esther left
him.
Finally, his humble made Mikhail understands him. So, Mikhail asked the main character to lunch together. For a moment, Mikhail gave respect for the main character. It was narrated below:

*Let’s have lunch together, said Mikhail, after a long pause. You really don’t understand anything. But the divine energy that today passed through my body is generous with you.* *(Coelho 2005, 87)*

Mikhail asked the main character to lunch together after they were silently too long. Mikhail said that the main character did not know anything. It caused his heart condition which felt calmly. So, Mikhail became respect to the main character.

From the explanation above, the main character gets self-esteem (free and independent) when Esther leaves him. After that, he still searches Esther to get the esteem of others. So, it can be concluded that the main character can fulfill his esteem needs not only self-esteem, but also the esteem of others.

e. The Fifth Level: Self-Actualization

Even if all these needs are satisfied, it may still often (if not always) expect that a new discontent and restlessness will soon develop, unless the individual is doing what *he*, individually, is fitted for. A musician must make music, an artist must paint, a poet must write, if he is to be ultimately at peace with himself. What a man can be, he must be. He must be true to his own nature. This need we may call *self-actualization*, namely, to the tendency for him to become actualized in what he is potentially. This tendency may be phrased as the
desire to become more and more what one idiosyncratically is, to become everything that one is capable of becoming. The clear appearance of these needs usually rests upon some prior satisfaction of the physiological, safety, love and belonging, and esteem needs.

As it had been explained above, the main character could actualize himself with Esther’s presences. Moreover, becoming a novelist for the main character was not easy. He passes the process, step by step, and he became a famous novelist. But, behind his successful as a famous novelist, there was Esther beside him. So, when Esther gone his spirit had been lost. It was narrated below:

*This didn’t matter to me, however, for in my heart of hearts I believed that my career as a writer was over, because the woman who had made me begin was no longer there.* (Coelho 2005, 49)

The main character believed his career as a novelist was over, because his wife that supports him wrote left him. That condition made his dream became a novelist failed.

*But the Zahir, about which I initially used to think with either irritation or affection, continued to grow in my soul. I started looking for Esther in every woman I met.* (Coelho 2005, 48)

*The Zahir* had grown in his thought and his soul. It made him think to start searched for Esther in every woman that he meets. Therefore, he searched for Esther. That was the process toward the true self-actualization for him. It was narrated below:
I understand for the first time that all the frustrations I felt about previous love affairs and marriages had nothing to do with the women involved, but with my own bitterness. Esther, however, was the only woman who understood one very simple thing: in order to be able to find her. (Coelho 2005, 31)

The main character understood that his frustration about his loves and his marriage previously was caused by his behaviors, but only Esther knew and understood him. Moreover, the main character realized that to find Esther he must find his self—indeed.

Maslow argued the appearance of the need usually based on a fulfillment of physiological needs, safety needs, love and belonging needs and self-esteem need that he has fulfilled previously. Such like the main character, he needs the higher need after physiological needs, safety need, love and belonging needs, and self-esteem has been fulfilled. The higher need, that is, self-actualization. This need will be fulfilled by the main character when he finds Esther.

In this case, the main character really wants to meet Esther. That is a must for the main character. Although, he must pass through a complicated process, but his desire has rounded, namely, tracing Esther. In his searching, the main character meets people from many kinds of social class. That is the process where the main character experiences self-maturing process. For example, when he feels Mikhail degraded him, by saying that main character does not know anything about Esther. That's a big insult for the main character. Finally, he realizes that he does not be like that. Therefore, the main character yields. Thus, he can find out where Esther is. Beside that, the main character learns many things from Mikhail.
His humble that makes him getting respect from Mikhail. That is one of self-maturing process experienced by the main characters towards self-actualization.

After his approximating with Mikhail, Mikhail gave him information where Esther was. Then, he immediately went to the place where Esther was. But before the meeting, the main character prepared himself with all the possibilities that would be happen. It was narrated below:

_The more I thought about this, the weaker the Zahir became and closer I moved to myself. I prepared myself mentally to do a great deal of work that would require much silence, meditation, and perseverance. The accident had helped me understand that I could not force something that not yet reached its time to sew._ (Coelho 2005, 146)

The main character realized that _The Zahir_ became a weaker in his thought. Finally, he could find himself. The main character also prepared his mental to do his work. According to him the work he did, needs tranquility, meditation, and perseverance. The accidents that he had been experienced, helped him to understand, he could not impose something, if the time had not arrived.

_Hello, I said.  
I’ve been waiting for you, she said.  
I embraced her, rested my head on her shoulder, and began to cry. She stroked my hair, and by the way she touched me I began to understand what I did not want to understand, I began to accept what I did not want to accept._ (Coelho 2005, 293)

When the main character met Esther, she greeted him. Esther had been waiting for him. Main character embraced her, he rested against on her shoulder and he began to cry. Esther stroked his hair, and the way of Esther touched, he
began to understand Esther that he did not want to understand before, and he accepted why Esther disappears was.

*I’m pregnant.*

*For a second, it was as if the world had fallen in on me.*

*By Dos?*

*No, it was someone who stayed for a while and then left again.*

*I laughed, even though my heart was breaking.* (Coelho 2005, 295)

While Esther said that she had been pregnant. Like the world fallen. At a moment, the main character was broken heart. Moreover, he could control his emotion spontaneity. It could be seen when he was laughed to cover his true feeling.

*She took a piece of bloodstained cloth from the pocket of her white dress and gave it to me, her eyes full of tears.*

*This is for you. I’ve missed our arguments.*

*And then, after a pause, she added:*  
*Ask Mikhail to get another horse.*

*I placed my hands on her shoulders and blessed her just as I had been blessed.* (Coelho 2005, 296)

At the end of the meeting Esther gave a piece of bloodstained cloth from the pocket that she got from a soldier somewhere in the world asked her previously he died to remove his shirt, then cut it into tiny pieces and distributed those pieces to any capable of understanding the message of his death, and she gave a piece of bloodstained cloth that she got from the soldier to the main character. The man who was given a piece of bloodstained by Esther, it was meant he can accept and understand the message the soldier who had died previously. Moreover, it signed that the man who was accept it, he can accept the fact. In this case, the main character could accept the fact that Esther was not his
wife again. Therefore, she left him. Then, they were silent for several times and asked Mikhail to find a horse. After that, the main character put his hand on Esther’s shoulder. He blessed and prayed for her. It was means that he could accept Esther leaving previously.

So, from the analysis above, it can be seen that the main principle of the motivation of main character life is the order of some basic needs in Hierarchy superiority or less of potential or greater. The principle which motivates the process is the weak needs that arrived after the strong needs have been satisfied. Moreover, physiological needs, if it has not been satisfied, it will be dominating in main character that aroused all of effort to fulfill and arrange the capacities until it can work more efficient. The satisfaction will press the previous needs to the lower level. Then the condition will enable the higher needs appears to the surface, become dominant, and manage personality.
CHAPTER IV

CONCLUSION AND SUGGESTION

A. Conclusion

In general, novel is being regarded as a presentation of life or imitation of life and still a fictional in writing work that created by author. As a presentation of life or imitation of life, characters in novel can be regarded a human character as a social being in real life.

The Zahir is a novel which the characters as same as character in the real world. It proves that there is relation between psychological and fiction. In other word, indeed, literature can be analyzed by psychological approaches. Therefore, the writer uses Hierarchy of Human Needs of Abraham H. Maslow Theory.

Discussing the main character in Coelho’s novel, The Zahir, the writer finds that the main character tried to satisfy his need until he finds his self-indeed. In this case, the main character searches Esther to fulfill his needs. But in fact, he can fulfill his needs without Esther from the physiological needs until esteem needs. That is the process of the main character toward self-maturing until the peak of hierarchy, self-actualization. At the peak of hierarchy, he can accept the fact that Esther is not his wife again. Therefore, she leaves him.

Finally, in the end of the story the main character in The Zahir’s can satisfy his needs. Physiological need as the lower, safety need, love and belonging needs, esteem need, and self-actualization as the higher need.
B. Suggestion

The writer suggests to those who want to study about novel to read some synopsis’ novels before decided to analyze it. Then, the researchers choose one novel that you like, and read it until finish. After that, read the literary and physiological books. Decide it which theory is suitable with the novel and consult with an advisor. By means of it, the researchers can analysis more objectively. The researchers have to consider any references of thesis from the other universities to give inspiration in writing the thesis. Finally, by reading the thesis, the writer hopes the research can be useful for the reader.
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**Biography**

**ABRAHAM MASLOW**

**1908-1970**

Dr. C. George Boeree

Abraham Harold Maslow was born April 1, 1908 in Brooklyn, New York. He was the first of seven children born to his parents, who themselves were uneducated Jewish immigrants from Russia. His parents, hoping for the best for their children in the new world, pushed him hard for academic success. Not surprisingly, he became very lonely as a boy, and found his refuge in books.

To satisfy his parents, he first studied law at the City College of New York (CCNY). After three semesters, he transferred to Cornell, and then back to CCNY. He married Bertha Goodman, his first cousin, against his parents’ wishes. Abe and Bertha went on to have two daughters.

He and Bertha moved to Wisconsin so that he could attend the University of Wisconsin. Here, he became interested in psychology, and his school work began to improve dramatically. He spent time there working with Harry Harlow, who is famous for his experiments with baby rhesus monkeys and attachment behavior.
He received his BA in 1930, his MA in 1931, and his PhD in 1934, all in psychology, all from the University of Wisconsin. A year after graduation, he returned to New York to work with E. L. Thorndike at Columbia, where Maslow became interested in research on human sexuality.

He began teaching full time at Brooklyn College. During this period of his life, he came into contact with the many European intellectuals that were immigrating to the US, and Brooklyn in particular, at that time -- people like Adler, Fromm, Horney, as well as several Gestalt and Freudian psychologists.

Maslow served as the chair of the psychology department at Brandeis from 1951 to 1969. While there he met Kurt Goldstein, who had originated the idea of self-actualization in his famous book, *The Organism* (1934). It was also here that he began his crusade for a humanistic psychology -- something ultimately much more important to him than his own theorizing. He spend his final years in semi-retirement in California, until, on June 8 1970, he died of a heart attack after years of ill health.
BIOGRAPHY

The Brazilian author Paulo Coelho was born in 1947 in the city of Rio de Janeiro. Before dedicating his life completely to literature, he worked as theatre director and actor, lyricist and journalist. Coelho wrote song lyrics for many famous performers in Brazilian music, such as Elis Regina and Rita Lee. Yet his most well known work has been done with Raul Seixas. Together they wrote such successes as *Eu nasci há dez mil anos atrás* (I was born ten thousand years ago), Gita and Al Capone, amongst others 60 songs. His fascination with the spiritual quest dates back to his hippie days, when he travelled the world learning about secret societies, oriental religions, etc.

In 1982 Coelho published his first book, *Hell Archives*, which failed to make any kind of impact. In 1985 he contributed to the *Practical Manual of Vampirism*, although he later tried to take it off the shelves, since he considered it “of bad quality”. In 1986, Paulo Coelho did the pilgrimage to Saint James of Compostella, an experience later to be documented in his book *The Pilgrimage*.

In the following year, Coelho published *The Alchemist*. Slow initial sales convinced his first publisher to drop the novel, but it went on to become one of the best selling Brazilian books of all time. Other titles include *Brída* (1990), *The Valkyries* (1992), *By the river Piedra I sat Down and Wept* (1994), the collection of his best columns published in the Brazilian newspaper Folha de São Paulo entitle

To date, Coelho has sold a total of 100 million copies and, according to the magazine Publishing Trends; he was the most sold author in the world in 2003 with his book Eleven Minutes – even though at the time it hadn’t been released in the United States, Japan or 10 other countries. Also according to Publishing Trends, The Alchemist was to be found in the 6th place of world sales in 2003. Eleven Minutes topped all lists in the world, except for England, where it was in second place. The Zahir, published in 2005, was in third place of bestsellers according to Publishing Trends, after Dan Brown’s The Da Vinci Code and Angels & Demons. The Alchemist was one of the most important literary phenomena of the 20th century. It reaches the first place in bestselling lists in 18 countries, and so far has sold 35 million copies. This book also brought the author in 2008 the Guiness World Record for most translated book in the world (67 languages). The book has been praised by different personalities ranging from the Nobel Prize Kenzaburo Oe to the singer Madonna, who considers it one of her favorite books. It has equally inspired many projects – such as a musical in Japan, theatre plays in France, Belgium, USA, Turkey, Italy, and
Switzerland. It is also the theme of two symphonies (Italy and USA) and had its text illustrated by the famous French artist Moebius (author of the sceneries for the Fifth Element and Alien). His work has been translated in 67 languages and edited in more than 150 countries.

Paulo Coelho entered the Guinness Book of Records as the author that signed more books in different editions (October 9th 2003, at the Frankfurt Book Fair). In October 2008, he entered for the second time in the Guinness Book of Records with his book The Alchemist – the most translated book in the world. A Norwegian community, Arendal, gave copies of The Alchemist to all its civil servants, as a way of stimulating a new type of thought. Many MBA courses, such as the one from The Graduate School of Business of the University of Chicago recommend the reading of The Alchemist to its students. This book has equally been adopted in schools in France, Italy, Portugal, Brazil, Taiwan, USA, Spain, etc.

The illustrated edition of The Alchemist, made by the artist Moebius, has already been released in many countries. The book The Alchemist has been adopted in schools in more than 30 countries, offering special editions to students. Paulo Coelho has managed to have three titles at the same time in bestselling lists in France, Brazil, Poland, Switzerland, Argentina, Greece, Croatia, and Russia. The pope John Paulo II welcomed the author in the Vatican in 1998. The World Economic Forum gave its most important prize to the author, the Crystal Award. Coelho has a weekly column in the Brazilian newspaper O Globo and in several other newspapers around the
globe. If you wish to make a free download of some of these columns. If you wish to
know in which countries these columns are published.

In March 2000, the French government gave to the author its most prestigious
title "Chevalier de L'Ordre National de la Légion d'Honneur". In January 2001, Paulo
Coelho became member of the board in the Schwab Foundation for Social
Entrepreneurship. This foundation favors social projects.

The life of Paulo Coelho has already been the theme of documentaries for the
Irish TV (Seven Days - a Journey with) Paulo Coelho, Japanese (The road of
Kumano in February, The Road of Santiago in September), People & Arts Channel
(Paulo Coelho The Alchemist of Word), A&E Mundo, TV Prima, amongst others.
Paulo Coelho has now his own drink: chocolate chaud with orange. It is a special
homage paid to him by the Hotel Le Bristol's bar in Paris, which is a setting for some
of the passages of his most recent novel *The Zahir*.

During the months of March, April, May and June 2006, Paulo Coelho
travelled to celebrate the 20th anniversary of his pilgrimage to Saint James of
Compostella in 1986. He also held surprise book signings - announced one day in
advance - in some cities along the way, to have a chance to meet his readers. In ninety
days of pilgrimage the author travelled around the globe and took the famous
Transiberrian train that took him to Vladivostok. During this experience Paulo
Coelho launched his blog *Walking the Path - The Pilgrimage* in order to share with
his readers his impressions.
Since this first blog Paulo Coelho has expanded his presence in the internet with his daily blogs in Wordpress, Myspace & Facebook. He is equally present in media sharing sites such as Youtube and Picasa, offering on a regular basis not only texts but also videos and pictures to his readers.

From this intensive interest and use of the Internet sprang his bold new project: The Experimental Witch where he invites his readers to adapt to the screen his book *The Witch of Portobello*. This film will be launched in 2009.

Indeed Paulo Coelho is a firm believer of Internet as a new media and is the first Best-selling author to actively support online free distribution of his work. His efforts in the digital realm inspired renowned blogger Jeff Jarvis to label him "the Googliest author I know" - high praise from a journalism professor who is writing book about Google.