CHAPTER II

REVIEW OF RELATED LITERATURE AND

THEORETICAL FRAMEWORK

In examining the psychological aspects of human behavior in the novel "Heart of Darkness" by Joseph Conrad, it is essential to review related literature and theoretical frameworks that provide insight into the complexities of the human psyche. Psychology, as the scientific study of behavior and cognition, offers valuable perspectives on the characters' motivations, conflicts, and interactions within the novel. By applying a psychological approach, this study aims to deepen the understanding of the characters' actions.

2.1. Psychological Approach

Psychology is the scientific study of how people behave and think. It looks at processes like problem-solving, intelligence, and memory. Psychologists use the scientific method to conduct research, analyzing the behavior of humans and other animals. They often explain behavior through theories, which are explanations of why and how behaviors occur. These theories provide general guidelines based on facts and help organize research. Studying psychology involves understanding humans as individuals and social beings. It's about exploring various aspects of human behavior and characteristics because each person is unique. Psychology systematically studies the human mind, viewing mental processes and behavior as interconnected. Mental processes are reflections of actions. Psychology examines common mental activities in adults and normal individuals, such as observation

skills, willingness, feelings, and motives. It's not just about physical actions but also includes aspects like speech, memory, and thinking. Ultimately, psychology seeks to understand all aspects of human behavior to grasp the meaning of human life (Pastorino & Portillo, 2019).

The psychological approach to literature, often referred to as the intrinsic approach, examines the internal elements that shape literary works (Vallacher, Van Geert, & Nowak, 2015). Central to this approach is the belief that a literary work forms a unified whole, with its constituent elements interconnected and contributing to its overall meaning (Covington & Müeller, 2001).

2.2. Hierarchy of Needs

Abraham Maslow introduced a theory emphasizing the importance of the individual's unique experiences in understanding human behavior. He believed in the inherent goodness of people and valued qualities like kindness, dignity, and intelligence. Maslow's theory also highlights the role of free will and the power of choice in human behavior, focusing on concepts such as creativity and self-realization (Maslow, 2017).

Maslow's hierarchy of needs provides a structured framework for understanding human needs. According to Hjelle & Ziegler (1976), as individuals fulfill their current needs, new desires emerge, leading to a continuous cycle of fulfillment. Neglecting or denying these needs can intensify individuals' drive to satisfy them. As time passes without meeting these needs, individuals become increasingly motivated to address them. Hjelle & Ziegler (1976) note that it is inherent in human nature to continually desire something, and humans have a

natural inclination to fulfill their needs. Therefore, once the needs at one level are mostly met, individuals can progress to the next level. The hierarchy categorizes human needs into five levels, starting from the most basic and progressing to more complex ones. Physiological needs like food, water, and shelter, are necessary for survival. Safety needs encompass the desire for stability and security in one's environment. Love and belongingness needs relate to the need for relationships and social connections. Esteem needs to involve the desire for a sense of accomplishment, respect, and recognition. Finally, self-actualization needs pertain to the fulfillment of one's potential and the pursuit of personal growth and meaning.

2.2.1. Physiological Needs

The first stage of needs begins with physiological drives linked to maintaining internal stability (homeostasis) and seeking out food that tastes good or is preferred (Maslow, 1954). Maslow's hierarchy of needs places physiological needs at the base, representing the most basic requirements for survival. These needs include essentials like food, water, oxygen, physical activity, rest, temperature regulation, sex, and sensory stimulation. Meeting these needs is crucial for sustaining life and includes factors like having enough to eat and drink, adequate rest, suitable clothing and shelter, overall health, and the ability to reproduce (Feist & Feist, 2006). Maslow posits that fulfilling these fundamental physiological needs is necessary before individuals can progress to higher levels of fulfillment.

2.2.2. Safety Needs

According to Maslow (1954), safety needs are a fundamental component of his hierarchy of needs theory. These needs encompass the desire for security,

stability, and protection from harm or danger. Safety needs emerge once physiological needs such as food, water, and shelter are met. Safety needs include aspects like financial security, job stability, health and well-being, and a safe living environment.

2.2.3. Love and Belongingness

When an individual's physiological and safety needs are adequately met, their focus shifts to the need for love, affection, and belongingness. This marks the beginning of a new phase in the cycle of needs. They will start to feel a strong desire for companionship, whether it be friends, a romantic partner, a spouse, or children. The longing for meaningful connections within a social group intensifies, becoming a primary goal. This pursuit often becomes the most important aspiration, overshadowing previous priorities such as the pursuit of material needs (Maslow, 1954).
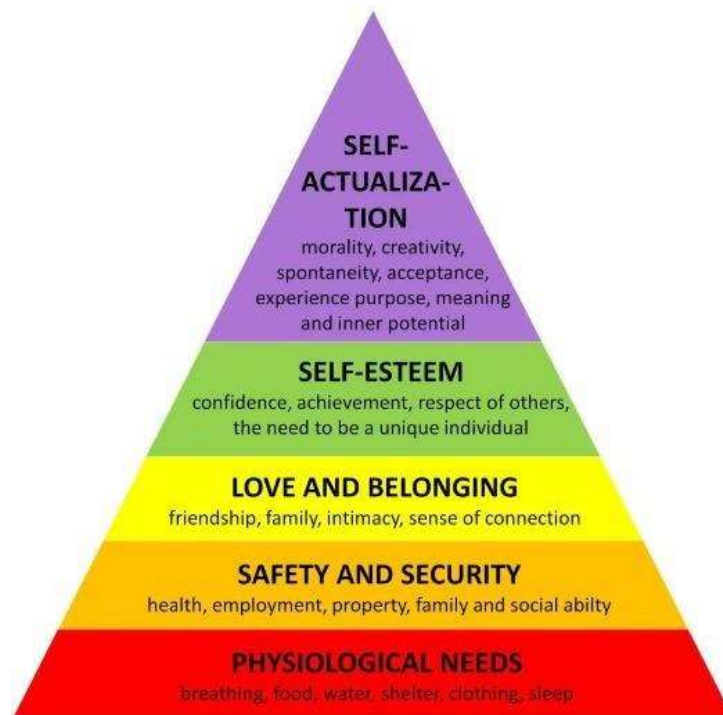
2.2.4. Esteem Needs

Everyone in society, except for a few exceptions, has a natural desire for a stable and high evaluation of themselves, known as self-respect or self-esteem, as well as the esteem of others or respect from others. These needs can be divided into two main categories or aspects. Firstly, there is the desire for strength, achievement, competence, mastery, confidence in the face of the world, independence and freedom. Secondly, there is the desire for external validation, such as reputation, prestige, status, fame, glory, dominance, recognition, attention, importance, dignity, and appreciation from others. While Freud and his followers have historically focused less on these needs, Adler and his followers have emphasized

their importance. Today, there is a growing recognition among psychoanalysts and clinical psychologists of the central role these needs play in human psychology. Meeting the need for self-esteem results in feelings of confidence, worthiness, strength, capability, and usefulness in the world. Conversely, when these needs are thwarted, individuals may experience feelings of inferiority, weakness, and helplessness (Maslow, 1954).

2.2.5. Self-actualization

Self-actualization represents the realization of an individual's full potential and is considered the pinnacle of Maslow's hierarchy of needs. These needs encompass a wide range of pursuits, including education, skill development, and mastery in various areas such as music, sports, art, cooking, gardening, and caregiving. They also include loftier aspirations such as learning new languages, exploring new places, and gaining recognition for one's achievements. Maslow eloquently expressed these needs by stating that for a person to be truly fulfilled, they must engage in activities that are true to their nature: a dancer must dance, a musician must create music, an artist must paint, and a poet must write. Once individuals have satisfied their more basic needs, they are driven by a continuous and gentle desire to maximize their potential. Self-actualization is considered the ultimate goal of human needs (Maslow, 1954).

Below is the pyramid illustration. It helps us see Maslow's theories in action. The pyramid shows how needs start from basics like survival and move up to deeper fulfillment. Connecting Maslow's ideas with this picture helps us understand human motivation better and our shared journey toward personal fulfillment.

Figure 2.2 Pyramid of Hierarchy of Needs

2.3. Previous Study

In the analysis of "Heart of Darkness," the researcher has selected nine previous studies as references, two of which are accredited and indexed by Sinta one and Scopus. These studies serve as foundational sources for the current research. The first research from Mustaf et al. (2023) The paper analyzes Boochani's memoir "No Friend but the Mountains" using Maslow's Hierarchy of Needs. Written while Boochani was detained on Manus Island, the memoir chronicles his pursuit of self-actualization, revealing that he struggled to fully meet

even basic physiological and psychological needs. His story metaphorically represents the ongoing quest for self-actualization despite significant obstacles. This research analyze "Heart of Darkness" by Joseph Conrad similarly examines how esteem needs impact characters' motivations and actions, using Maslow's theory. In contrast, this research focuses on analyzing the esteem needs and impacts of unfulfilled esteem needs in the major characters of "Heart of Darkness".

The second research from Anggraeni et al. (2021), the researchers conducted a study that explores the character of Will Traynor in the film "Me Before You" through Maslow's Hierarchy of Needs, particularly focusing on esteem needs. The research uses descriptive data analysis to assess how Will's traits—such as sensitivity, openness, kindness, and confidence—relate to his need for approval, value, and recognition. The study highlights how Will's personality and interactions, especially with Louisa Clark, reflect broader psychological principles related to esteem needs. This research on "Heart of Darkness" by Joseph Conrad bears similarities to this study in its use of Maslow's theory to explore esteem needs. However, while the researchers concentrate on the individual traits and psychological profile of a single character in a contemporary setting, this research examines multiple characters within a complex colonial context. In contrast, this research focuses on analyzing the esteem needs and impacts of unfulfilled esteem needs in the major characters of "Heart of Darkness".

The third research from Ronie & Hellystia (2019), the study aimed to explore the fulfillment of Maslow's Hierarchy of Needs by the main character in Cecelia Ahern's novel "Flawed". The researcher used a qualitative and descriptive

method to analyze how the character's needs were met. The research revealed that all five levels of Maslow's hierarchy were addressed by the main character including esteem needs. This research analyze "Heart of Darkness" novel by Joseph Conrad similarly investigates the esteem needs in the character, using Maslow's theory as a framework. However, while the "Flawed" study provides a quantitative breakdown of need fulfillment across all levels of Maslow's hierarchy, this research focuses on analyzing the esteem needs and impacts of unfulfilled esteem needs in the major characters of "Heart of Darkness" using Abraham Maslow's psychological approach.

The fourth research from Ahmad et al. (2023), The researchers examine Joseph Conrad's novel "Heart of Darkness" through a post-colonial approach using Edward Said, Gayatri Chakravorty Spivak, Homi K. Bhabha, and Frantz Fanon theories but the main theory to analyze the research is Said's theory of Orientalism. The research uses a qualitative research methodology. Focusing on themes of liberation and the effects of colonialism, the researcher analyzes such as the dream-like state of colonial settlers, the power dynamics and weaknesses of both colonizers and the colonized, the lives of subalterns, the imposition of new systems, and the loss of freedom. Through this analysis, the paper aims to provide more insights into the post-colonial elements in "Heart of Darkness" and contribute to a broader understanding of post-colonial literature. While both research focus on analyzing the same data source which is the "Heart of Darkness" Novel by Joseph Conrad, the research differs from this research because it adopts a post-colonial approach, analyzing themes of liberation and the effects of colonialism using

theories by Edward Said and others. They focus on power dynamics, the lives of subalterns, and the loss of freedom. In contrast, this research focuses on analyzing the esteem needs and impacts of unfulfilled esteem needs in the major characters of "Heart of Darkness".

The Fifth research from Eriş (2023), The researchers examine Joseph Conrad's novel "Heart of Darkness" through the lenses of identity dilemma and post-colonialism. It follows protagonist Marlow as he journeys to the Congo River and confronts the grim realities of colonization and its impact on the native population. In addition to exploring post-colonial themes, the study also delves into the complex and sometimes contradictory nature of identity, analyzing the actions and experiences of the characters. The novel is seen to incorporate a theme of identity crisis, which can be understood through the Hegelian master-slave dialectic, revealing aspects of oppression, subjugation, and resistance. While both research focus on analyzing the same data source which is the "Heart of Darkness" Novel by Joseph Conrad, the research differs from this research because it focuses on identity dilemma and post-colonialism. They analyze the novel through the lens of the protagonist Marlow's journey and the theme of identity crisis, using the Hegelian master-slave dialectic to reveal aspects of oppression and resistance. In contrast, this research focuses on analyzing the esteem needs and impacts of unfulfilled esteem needs in the major characters of "Heart of Darkness".

The sixth research from Noroozi & Tork (2017), researchers investigate the meaning of signs in the Persian translation of "Heart of Darkness." Using social semiotics and Peirce's triadic sign model as the theoretical framework, the study

aims to analyze 50 signs identified in the translation. The researcher applies Peirce's model to each sign to decode its components and then analyzes them in a social semiotic context to determine if they convey the same meaning in Persian as in the original English text. The analysis reveals that 37 out of 50 signs in the study maintain the same effect and meaning in the Persian translation as in the source text. While both researches focus on analyzing the same data source which is the "Heart of Darkness" Novel by Joseph Conrad, the research differs from this research because it focuses on analyzing the meaning of signs in the translation using social semiotics and Peirce's sign model. They aim to determine if the signs in the translation convey the same meaning as in the original English text. In contrast, this research focuses on analyzing the esteem needs and impacts of unfulfilled esteem needs in the major characters of "Heart of Darkness".

The seventh research from Virginia & Satria (2022), the researchers analyzing Maslow's Hierarchy of Needs within the novel "Pollyanna", researchers focused on how the characters experienced the fulfillment of various needs. The study found that while the characters' physiological, love and belonging, and self-actualization needs were generally met, they struggled with unfulfilled safety and self-esteem needs. Specifically, Pollyanna faced issues with safety due to inadequate living conditions, and Ms. Polly felt a lack of respect and self-worth because of her societal role. This research analyze "Heart of Darkness" novel by Joseph Conrad similarly uses Maslow's theory to identify the esteem needs among the novel's major characters. In contrast, this research focuses on analyzing the

esteem needs and impacts of unfulfilled esteem needs in the major characters of "Heart of Darkness".

The eighth research from Mehnaz & Ali shah (2021), This paper explores the characters in Khaled Hosseini's "The Kite Runner" through the lens of Abraham Maslow's Theory of Hierarchy of Needs, with a particular focus on self-esteem needs. The analysis aims to uncover the psychological foundations of the characters' actions by applying Maslow's understanding of self-esteem. It examines how the characters, especially Amir, navigate their identities and motivations amidst internal and external pressures. The study looks at how Amir's struggles with self-perception and societal expectations impact his self-esteem, analyzing both the factors that contribute to his psychological conflicts and those that help him transcend them. This research analyze "Heart of Darkness" novel by Joseph Conrad shares a similar focus, as it also investigates esteem needs within the novel's characters. However, while the "Kite Runner" paper centers on Amir's identity crisis and the impact of external expectations on self-esteem, this research explores the broader spectrum of esteem needs and their effects on the major characters in "Heart of Darkness".
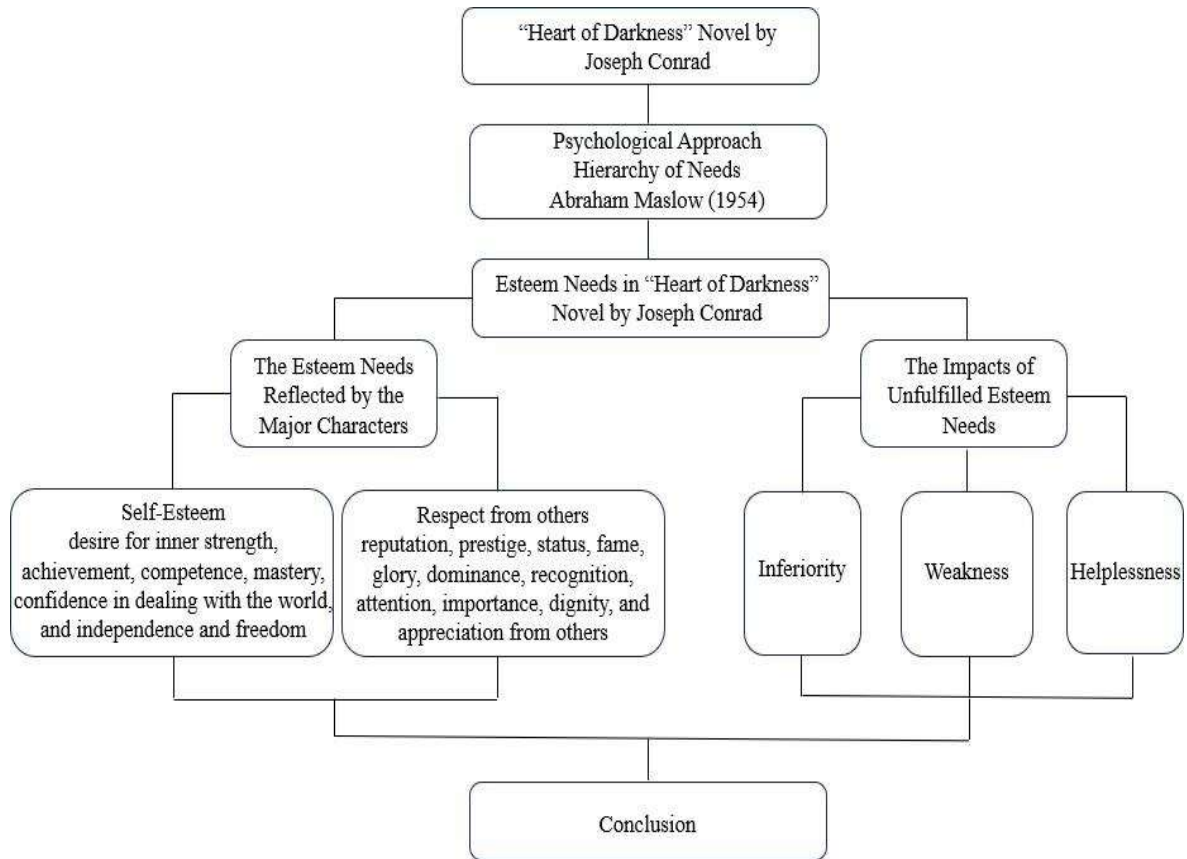
The ninth research from Lubis & Satria (2021), This research examines the application of Maslow's Hierarchy of Needs in Angie Thomas's novel "The Hate U Give", utilizing a psychological approach and descriptive qualitative analysis based on Creswell's methodology. The study explores how various levels of Maslow's hierarchy—physiological, safety, love/belonging, esteem, and self-actualization—are reflected in the novel, set in Mississippi, America, in 2010. The

research highlights how the characters' experiences and actions are influenced by these hierarchical needs. This research analyzes "Heart of Darkness" by Joseph Conrad and similarly uses Maslow's theory to investigate esteem needs within the novel. Both studies employ a psychological approach to analyze how characters' needs influence their behavior and development. However, while the study of "The Hate U Give" covers all levels of Maslow's hierarchy and is set in a contemporary American context, this research focuses specifically on esteem needs and their impact on the major characters.

From all the previous research above, the researcher found both similarities and differences in the data source, focus of the theory and the topics used by the researcher in this research. It is used to provide background information and context for the research.

2.4.   Theoretical Framework

In this research, the primary source for this analysis is Joseph Conrad's novel "Heart of Darkness". The researcher analyzes Joseph Conrad's novel "Heart of Darkness" using Abraham Maslow's hierarchy of needs theory, with a specific focus on esteem needs. This research explores both the esteem needs of the major characters and impacts of unfulfilled esteem needs. The first major component of the framework examines the esteem needs reflected by the major characters. The second explores the impacts of unfulfilled esteem needs on the major characters.

Figure 2.4 Theoretical Framework