

Human Needs in Arthur Golden's *Memoirs of A Geisha*

Dhimas Citra Permana Putra

English Literature, Faculty of Languages and Arts, State University of Surabaya
10020154028.dhimascitrapp@gmail.com

Abstrak

Studi ini bertujuan untuk mengetahui motivasi dari karakter utama yang mendorong perilakunya, perbuatan, pikiran dan perasaan bahwa karakter utama memiliki dan mengidentifikasi masalah kebutuhan dasar dari karakter utama yang terungkap dalam perjalanannya untuk mencapai mimpinya menjadi seorang geisha yang sukses. Studi ini juga menganalisis cara pemenuhan kebutuhan dasar manusia karakter utama dalam novel *Memoirs of a Geisha* milik Arthur Golden ketika dia berjuang untuk mencapai mimpinya menjadi seorang geisha yang sukses berdasarkan teori hirarki kebutuhan manusia dari Abraham H. Maslow dan bagaimana karakter utama tersebut memenuhi kebutuhannya. Metode yang digunakan dalam penelitian ini adalah deskriptif kualitatif. Dalam studi ini, teori kebutuhan dasar manusia dari Abraham Maslow H. diklasifikasikan ke dalam lima tingkat kebutuhan. Kebutuhan tersebut adalah kebutuhan fisiologis, kebutuhan keselamatan, kebutuhan cinta dan keterlibatan, kebutuhan harga diri, dan kebutuhan aktualisasi diri. Namun, dalam novel *Memoirs of a Geisha* milik Arthur Golden digambarkan bahwa karakter utama dapat memenuhi kebutuhan saat dia tinggal di Okiya. Tapi di tingkat kebutuhan keselamatan, kebutuhan cinta dan keterlibatan, dan kebutuhan harga diri dia mendapat tantangan dalam memenuhi kebutuhannya karena adanya Hatsumomo. Motivasinya untuk menjadi seorang geisha dan menemani The Chairman memberikan semangat untuknya dalam memenuhi kebutuhan. Semangatnya yang membuat dia bisa melewati proses dari kehidupan. Jadi, dia bisa memenuhi kebutuhannya dengan sangat baik. Akhirnya, di tingkat kelima, kebutuhan aktualisasi diri, dia bisa memenuhi ketika dia sudah menjadi geisha yang sukses pada saat itu dan menjadi kekasih dari The Chairman. Sebagai kesimpulan, tokoh utama dalam novel *Memoirs of a Geisha* milik Arthur Golden dapat memenuhi kebutuhan dari tingkat yang terendah sampai yang tertinggi.

Kata Kunci: Kebutuhan manusia, motivasi

Abstract

This study is aimed at finding out the motivation of the main character which drives her behavior, deeds, thought and feeling that the main character has and identifies the problem of the main character needs which are revealed in her journey to reach her dreams to be a successful geisha. This study also analyzes the way of fulfillment of the main character's needs in Arthur Golden's *Memoirs of a Geisha* when she struggles to reach her dreams to be a successful geisha based on Hierarchy of Human Needs of Abraham H. Maslow's theory and how the main character fulfilling her needs. The method that is used in this study is descriptive qualitative. In this study, 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 Needs, Esteem Needs, and Self-Actualization Needs. However, in Arthur Golden's *Memoirs of a Geisha*, it is depicted that the main character can fulfill the needs when she live in the Okiya. But at the level Safety Needs, Love and Belongingness Needs, and Esteem Needs, she gets the challenge in fulfilling the needs because of the existence of Hatsumomo. Her motivation to become a geisha and accompany the Chairman gives her spirit to fulfill the needs. That spirit make her can pass through the process of life. So, she can fulfill the needs very well. Finally, at the fifth level, Self-Actualization Needs, she can fulfill when she already become a successful geisha at that time and become the Chairman's mistress. As the conclusion, the main character in Arthur Golden's *Memoirs of a Geisha* can fulfill the needs from the lowest until the highest.

Keywords: Human needs, motivation

INTRODUCTION

Memoirs of a Geisha is a classic novel written by Arthur Golden and published in 1997. *Memoirs of a Geisha* is the first novel of Arthur Golden, and it became best-seller in two years in New York. *Memoirs of a Geisha* is a first novel that dealing with the life of

Japanese geisha written by American man. It has sold more than four million copies in English and has been translated into thirty two languages around the world (<http://ifogo.com/1Authors/Arthur%20Golden/golden.html>). Using the first person narrative and memoir style, Arthur Golden brings *Memoirs of a Geisha* a natural

approach between the narrator and the readers. In 2005, *Memoirs of a Geisha* was adapted into the movie by the famous film director, Steven Spielberg.

Memoirs of a Geisha is a story of a little girl from fishing village who transforms into legendary geisha in Japan during 1930-1940. The initial part tells about Chiyo, the main character who then changes name as an adult to Sayuri and her poor family. She and her sister named Satsu sold to Kyoto. Their mother is seriously ill and their father is too old to take care of them. Considering their looks, Chiyo is sold to an Okiya (geisha house) in Kyoto and her sister is sold to a worse place, a brothel. Then, she realizes that her destiny is to become a successful geisha, no matter how much she is tortured by Hatsumomo who acts as the antagonist character. She struggles the daily life being treated like a slave. However, an encounter with the wealthy and very kind Chairman changes her luck and brings hope in her life. Her unusual blue-gray eyes play an important role in her physical appearance as a geisha.

The word geisha is literally means "art person" late in the eighteenth century this could have described an array of Japanese women artist, although many stereotypes exist in the West about what geisha do and do not do. Geisha is a skillful traditional artist who excel in performing traditional Japanese music, dances, songs, conversations, games and companionship to customers in certain party. Their duties are to entertain wealthy businessmen, politicians and maybe celebrities (spice.fsi.stanford.edu/docs/geisha). Geisha is a part of the Japanese culture. When she turns fifteen Mameha (Gion's most successful geisha and Hatsumomo's rival) trains her to become a geisha. Sayuri becomes a highly successful geisha and manages to pay back all of her debts. Although she is a successful geisha, she feels affection towards the chairman. Her actions are designed to get closer to him. She desperately attempts to attain the love of him and wants him to become her patron (a man who could afford to pay the expenses of the costly lifestyle of a geisha).

Arthur Golden, the writer of *Memoirs of a Geisha* was born in December 6, 1956 in the United States. Although he is an American, but he is interested in Japanese. It is reflected after he was educated at the Baylor school (a private coeducational school for both day and boarding students). He attended Harvard College to specializing in Japanese art. He earned a M.A in Japanese history at Columbia University in 1980. After a few years he spent his life in Tokyo by working for a magazine company. It was there that he met a young man whose father was a famous businessman and mother was geisha. Arthur Golden was fascinated by this, and when he returned to United States, he began to write a fictional novel about geisha. However, realizing that his real interest was in the secretive geisha world, he then resolved to write a novel about geisha. He wrote three versions of the book before the novel *Memoirs of a Geisha* was finally accepted by New York publisher. (<http://penguinreaders.com/0582521276.pdf>)

The main character in *Memoirs of a Geisha* has the needs which must be fulfilled in her life. Maslow argues

that human needs are divided into five clusters of 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 the hierarchy. At the first level, Physiological Needs such as: hunger, and thirst, the main character in *Memoirs of Geisha* can fulfill the needs without the barrier, though that in her tender age she live in a poverty. It does not matter for her to fulfill the needs. Furthermore, at the level Safety Needs, at the level Love and Belongingness, at the level Esteem Needs, and at the level Self-Actualization Needs, she gets the obstacle and barrier in fulfilling the needs because of some reasons and factors. The condition does not make her give up fulfilling the needs to be a successful geisha. Because of her effort and her process of life, she can fulfill the needs.

Therefore, the behavior that the main character appears in the process of searching reveals the needs that she must fulfill. It is mentioned earlier that characters in stories can be treated like human character. The main character in *Memoirs of a Geisha*, Sayuri, can be analyzed by using psychological theory. In order to understand what needs she must fulfill, this study applied the concept Hierarchy of Human Needs of Abraham H. Maslow's theory.

From the background study above, two problems that emerge as significant concern toward this novel

1. What are the needs of the main character which motivates her to be a successful geisha?
2. How does the main character fulfill the hierarchy of needs viewed from Abraham H. Maslow's theory?

Purpose of The Study

Based on the background of study and statement of the problem above, the purpose of this study are:

1. To explain the needs of the main character which motivates her to be a successful geisha that implied in the novel.
2. To describe the main character in fulfilling her needs viewed from Abraham H. Maslow's theory.

Significance of The Study

By analyzing this topic, hopefully the study has benefit for the readers who are interested in literature and know further the main character's needs using Hierarchy of Human Needs theory in this novel.

Limitation of The Study

This study will be concentrated on how to understand the needs that must be fulfilled by the main character in *Memoirs of a Geisha*. It is necessary to analyze the main character in *Memoirs of a Geisha*, Sayuri, using Hierarchy of Human Needs theory of Abraham H. Maslow, and the other character only to support the analysis.

RESEARCH METHOD

This study uses Hierarchy of Human Needs of Abraham Maslow's approach based on critical study to the qualitative data. The study finds the contents in the novel that related with the Human Needs theory. Then, this study understanding and analyzing it based on Human Needs theory of Abraham H. Maslow.

This study, collects two types of data. They are main data and supporting data. The main data are taken from Arthur Golden's *Memoirs of a Geisha*. The data also collected by analyze the dialogue between characters and their opinion in the story. Each part of the data is the evidence and justification during analyzing process. The supporting data are taken from the comments, critics and articles from the internet and the previous study about this topic.

The first step of this study is by close reading to analyse and accomplish the full story of the novel. After being agreed that this novel is suitable for the thesis by the thesis supervisor, then the title will be chosen and started the analysis. The next step is making an outline for statement of the problem that the author wants to analyse. The process of writing also under the supervision of the thesis supervisor.

This study will start the analysis by explain the data qualitatively. First, this study reads the novel carefully several times. This is aimed to learn the contents of novel intensively. Then, this study makes underlining, understanding, and identifying *Memoirs of a Geisha* novel carefully. Finally, this study analyzes the related data according to the human needs theory.

Abraham Maslow's Hierarchy of Needs

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 preposition 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 (Reeve, 2004:311). It means that the individual always 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 being 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 of featuring five clusters basic 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 homeostatic quiescence, and survival. Following by safety needs which required for a human being to be safety and security, belongingness and love needs which is about friendship and relationship, esteem needs which gives human being a confidence because they got respect and esteem from others, and the last is self-actualization

which is influencing morality and creativity of human being. Four needs in the hierarchy, including safety and security love and belongingness, esteem and self-actualization are psychological in nature of human needs.

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 human condition by reducing behavior to specific responses in specific situations. The wholeness of behavior can also serve several motive states at once (Petri, 2003:289). Thus, for example sexual behavior may serve physiological as well as psychological needs of belongingness and esteem.

A person must seek to understand the ultimate goals of behavior rather than superficial or apparent goals, because the apparent goals for any observed may be quite different from the ultimate goal. This implies, in similar to Freudian theory that motivations occur at an unconscious level. But unlike Freud, Maslow saw the unconscious in positive terms. Maslow also regarded the striving for protection or self-actualization as the ultimate purpose of behavior.

Physiological Needs

The first level of hierarchy consists of physiological needs. The physiological needs are usually taken as the starting point in the hierarchy. It includes the needs for food, drink, sleep, oxygen, salt, sugar (Maslow, 1954:36). If needs such as stated above are not adequately being met the needs above them on hierarchy are pushed into the background in terms of controlling the behavior. The individual is in emergency situation and his or her whole being is dominated by the need (Petri, 2003:290). Physiological needs consist of needs for oxygen, food, water and a relatively constant body temperature.

Maslow felt that physiological needs are adequately met for the most people in our society. If all the physiological needs are unsatisfied and human being is then dominated by the physiological needs, simply all other needs may become non-existent or be pushed into the background. When these needs are met, the next need on the hierarchy emerges as a dominant force in controlling and directing behavior.

Safety Needs

When all physiological needs are satisfied and are no longer controlling thoughts and behaviors, the needs for security can become active (C. George Boeree, *Personality Theories*. <http://www.ship.edu/~cgboeree/maslow.html>). 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 in endangered, and our behavior reflects our attempts to remain secure. The examples of safety needs are includes security, stability, dependency, protection, freedom from fear, from

anxiety and chaos, need for structure, order, law, limits, and so on (Maslow, 1954:39).

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 inhabit this reaction at all, whereas individuals in our society have been taught to inhibit it at all cost. Practically, everything looks less important than safety, even sometimes the physiological needs which being satisfied are now underestimated.

Love and Belongingness Needs

If both the physiological and the safety needs are well gratified, there will emerge love and affection and belongingness needs, and the whole cycle already described will repeat itself with this new center (C. George Boeree, 2006). 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 group. The love needs are not equivalent to sexual needs (which are physiological), though sexual intimacy can serve to satisfy one's need to belong (Herbert L. Petri, 2003). 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.

Esteem Needs

If love need have been adequately met, they 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.

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. Satisfaction of the self-esteem need leads to feelings of self-confidence, worth, strength, capability, and, of being useful necessary in the world. But thwarting of these needs produces feelings of inferiority, of weakness, and of helplessness (Maslow, 1954:45).

Self-Actualization Needs

The final level of development is self-actualization. Finally, if all the basic needs have been satisfied, the need for self-actualization will arise. It is the desire to become someone that he is capable, realize all his potential, to become anything he could do, to become creative and have his freedom to achieve his peak potentiality (Alwisol, 2006:247). At the self-actualization level, the person's behavior is motivated by different

conditions that at the lower levels. It means, at this level, the individual differences are greatest.

The self-actualized individual has satisfied all the deprivation needs of the first four level 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 meta-motivation). These B-motives are values such as truth, honesty, beauty, goodness, and they provide meaning to the life of the self-actualized individual. The clear emergence of these needs usually rest upon some prior satisfaction of the physiological, safety, love, and esteem needs (C. George Boeree, 2006)

Motivation

There is something which energizes the inner of human living to do something. There are always reasons for doing something. Generally motivation refers to process involved in the initiation, direction, and energizing of individual behavior. Motivation is also the force that initiates, guides and maintains goal-oriented behaviors. The causes can be biological, social, emotional or cognitive in nature. As an example grabbing a snack to reduce hunger or enrolling in college to earn a degree

(<http://psychology.about.com/od/psychologytopics/tp/theories-of-motivation.htm>).

Then, it can be inferred that motivation is a forcing process from aspects of biological, social, emotional or cognitive that guide someone to reach his goals. Motivated human being are those who have made a conscious decision to devote considerable effort to achieving something that they wanted. What human being wanted will differ greatly from one individual to another.

Motivation also has some characteristics namely:

1. Personal and internal feeling: An energetic force that drives her to behave or not to behave in certain ways.
2. Art of stimulating someone: an inspiration for someone.
3. Produces goal, directed behavior: it directs human behavior toward certain goals.
4. Motivation can be either positive or negative.
5. The central problem of motivation is how people satisfy their needs in many different ways.
6. Motivation is system oriented: motivation is the result of relationship among three sets of different factors (individual, organization, and environment).
7. Motivation is different from satisfaction: motivation involves a drive to an outcome and satisfaction is the outcome already experienced (<http://www.guesspapers.net/2703/characteristics-or-features-of-motivation-2/>).

Human motivation can also be studied by observing human rather than animal behavior. Maslow's observations led him to the conclusion that human needs can be understood in terms of a hierarchy of needs. Needs lower on the hierarchy must be satisfied before higher needs on the hierarchy will be triggered. Maslow did not

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 time, it will have little influence in behavior, while other, higher needs that are less satisfied will have a larger influence on behavior. Indirectly, if human being has a motivation to reach their goals, their behavior also influenced to react the best as they can to reach their goals.

ANALYSIS

The story is about Sayuri as the main character who struggle to become a successful geisha. In order to achieve her goal, she must fulfill her human needs based on Abraham Maslow's Human Needs theory although there are some barriers and obstacles. The motivation of Sayuri which motivate her to become a successful geisha also will be analyzed to get complete result for the analysis.

Sayuri's Human Needs

Hierarchy of Human Needs Theory is divided into five clusters of needs. It started from the lowest level Physiological Needs, Safety Needs, Love and Belongingness Needs, and the highest level of hierarchy that is Self-Actualization Needs.

Physiological Needs

Maslow argued that the basic level of the Hierarchy consists of physiological needs which are usually taken as the starting point in the hierarchy. It includes the needs for food, drink, sleep, oxygen, salt, sugar (Maslow, 1954:36). Physiological needs are the strongest needs in the hierarchy 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, a human being can lose control over their own behavior, such as: aggressive, do not feel embarrassed and do not have consideration of other. At this level of hierarchy, the encouragements of human being such as having a shoes or a car 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, the higher needs will be appeared shortly.

In the story, Sayuri has little difficulties in satisfying her physiological needs. For example the need for food, drink, sleep and so on. The fact is Sayuri came from small and poor family. She and her family lived in a small house at fisherman village, named Yoroido. Her father was old and work as a fisherman, and her mother is a common housewife that almost dying because she suffer bone cancer. She was not born in Kyoto and raised to be a Kyoto geisha. As cited from the evidence below:

I wasn't born and raised to be a Kyoto geisha. I wasn't even born at Kyoto. I'm a fisherman's daughter from a little town called Yoroido on the Sea of Japan. (p.7)

Also as a fisherman's daughter, she never uses beautiful dress or luxurious jewelry. She must live in a poverty and poor small house which she called "a tipsy house". Her "tipsy house" is located near the ocean which far from the town. She always feel the terrible cold from the wind of the ocean everyday which always blowing everytime near her house. Her house was also hitting by the ocean sneezing from time to time. Although at that time she live in a worse condition, but she still as a happy child, she can play with Satsu and also the other kids in that village. As cited from the evidence below:

I knew I was wet from the rain, and bloody too, and that I was barefoot and dirty, and wearing peasant clothing. (p.15)

In our little fishing village of Yoroido, I lived in what I called a "tipsy house". It stood near a cliff where the wind of the ocean was always blowing. (p.8)

Sayuri's mother is dying because of bone cancer when she was nine years old, and her father's health also in bad condition. Sayuri realized that the condition of her parents was not good. Sayuri's father who despondently about the condition of his family, then Sayuri's father decided to sell her and her older sister named Satsu to Mr. Tanaka. Sayuri and Satsu was very sad at that moment when they know that their father sold them to Mr. Tanaka. Mr. Tanaka brings them into his house first before he sold them to Gion. In the Mr. Tanaka's house, Chiyo ever live in a few days there before they went to Gion. Chiyo feel that in the Mr. Tanaka's house they can live better than before.

The difference between life here at the Tanaka's house and live in Yoroido was a great as a difference between the odor of something cooking and a mouthful of delicious food. (p.31)

After a few days live in the Mr. Tanaka's house, Mr. Tanaka take Chiyo and Satsu to Gion. Firstly they are going to be sold in the Okiya together, but unfortunately mother only choose Chiyo instead of Satsu. Her sister is sold to Jarou-ya as a prostitute and she is sold to an Okiya, a house for a geisha. At Okiya she meets Mrs. Nitta or "mother" the owner of the Okiya. Mother give her better place to live, give her food, clothes and sent her to school for geisha to learn and train as a geisha. Although in the first time Chiyo arrived in Okiya she feels not happy at all and want to leave the Okiya. It can be seen from the explanation below:

Afterward she gave me a robe, which was nothing more than coarsely woven cotton in the

simple pattern of dark blue, but it was certainly more elegant than anything I'd ever worn. (p.45) My advice to you is: work very hard and never leave the Okiya without permission. Do as you're told; don't be too much trouble; and you might begin learning the art of geisha." (p.50)

From that explanation above, it is clear that Sayuri physiological needs are satisfying in this place, in the Okiya, because now she lives in an Okiya which better than her old small house in the fishing village Yoroido if it compared, although now she live without her family even her old sister. She lived in the Okiya with mother who owned the Okiya, also Granny who gives the beating in the Okiya. But Mother warned her to work hard and never leave the Okiya without permission, if she is doing as mother told, mother promises to send her to begin learning the art of geisha in the following months. In this case, Sayuri can fulfill the needs of food and drink without barriers and obstacles when she stay in the Okiya, but when she is in her old house, she has a little difficulties. So, she does not feel the lack in fulfilling her needs if she stay in the Okiya. And also she will going to geisha school to learn how to become a geisha if she do not be too much trouble when she stay in the Okiya after two or three months.

Safety Needs

When all the physiological needs are fulfilled and no longer controlling the thoughts and behaviors, then appearing the second level of needs, safety needs. The example of safety needs are includes security, dependency, stability, the protection, freedom from fear, from anxiety and chaos, need for structure, order, law, limits and so on (Maslow, 1954:39). All that has been said to the physiological needs is equally true, although in less degree, of these desires. Moreover, the safety needs is often revealed specially in searching for protector, or someone who can give the security.

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 country, generally, their safety needs was fulfilled because the condition of the country relatively prosperous and safety. Furthermore, in *Memoirs of a Geisha*, Sayuri did not feel the threat of danger in physical and mentality form when she is living in her old house.

Then Sayuri live in the Okiya, the house of geisha in Gion which considered to be a better place than her old house. For Sayuri living in a better place than before like in the Okiya doesn't mean that she is safe. In the Okiya she always blame for something that she doesn't do by Hatsumomo, the only geisha in the Okiya. Hatsumomo always blame her because Hatsumomo does not like Sayuri, she was jealous with the potential of Sayuri which in the future it can be a barrier for Hatsumomo who wants to conquer the Okiya. It can be seen in the evidence below:

Hatsumomo said, "on my way back to the Okiya this evening, I thought I saw little Chiyo at the

end of the alleyway talking to a man. I didn't think anything of it, because I knew it couldn't be her. She isn't supposed to be out of the Okiya at all. But when I went up to my room, I found my jewelry box in disarray, and rushed back down just in time to see Chiyo handing something over the man. She tried to run away. (p.103)

Of course all of that Hatsumomo said to mother is not true, she just lying to cover what she had done by blame on Sayuri. She blame Sayuri, not Pumpkin, the other little girl in the Okiya because Hatsumomo jealous with Sayuri. Even though she is the only geisha in the Okiya, but mother does not have a plan to adopt Hatsumomo as her children. When Hatsumomo meet Sayuri for the first time, she knew that Sayuri will be her barrier to be adopt by mother. Hatsumomo knew that Sayuri will have a chance to be a successful geisha in the future, because Sayuri have pretty face. That reason make Hatsumomo always blame on Sayuri.

Sayuri still feels that Hatsumomo is her real threat although Sayuri is now more popular than Hatsumomo. The condition now changing when Sayuri has been more success than Hatsumomo inside the Okiya. It can be seen when mother has decided to exchange the room of Hatsumomo with Sayuri's room, Sayuri did not feel that she already win against Hatsumomo but Hatsumomo still be a real threat for her. Sayuri know that hatsumomo will anger by this and will act stricter to her, also Hatsumomo will not give up and take a revenge on Sayuri until Hatsumomo retake her place in the Okiya. This reason which make Sayuri also calls Hatsumomo a sleeping tiger who can be turned into dangerous if she woke up. It can be seen from the evidence below:

I wasn't pleased to hear this as you might imagine. Hatsumomo and I had managed to live side by side these past few years by keeping away from each other. But I regarded her as a sleeping tiger, not a defeated one. Hatsumomo certainly wasn't going to think of Mother's plan as "exchanging rooms"; she was going to feel that her room had been taken away from her. (p.369)

Fortunately, beside the cruel Hatsumomo, there is Auntie in the Okiya who always protects Sayuri from Hatsumomo. Auntie loves Sayuri from the first time Sayuri came to the Okiya. Auntie is the maid in the Okiya who already lives with mother and Granny very long time. Mother regarded Auntie as a family member. Before the arrival of Sayuri in the Okiya, Auntie helps Mother to take care Hatsumomo and preparing everything before Hatsumomo attending the party in the teahouse. Then Sayuri came to the Okiya. It seems like Auntie know that Sayuri is a good girl and have the potential to be a great geisha in the future. Auntie take care Sayuri like her own daughter, although sometimes if Sayuri causing a trouble Auntie also reprimand Sayuri. As cited on the evidence below:

I'd learned this morning before and felt certain Hatsumomo was going to blame her troubles on me. I was eager to get down the stairs before she spotted me, but it was already too late. She snatched the handkerchief from auntie hand and makes a gesture calling me over. I certainly didn't want to go, but I couldn't refuse. "You've got no business with Chiyo," auntie said to her. (p.115)

Safety needs is often revealed in particularly in the effort of searching a protector, or a stronger person who can be trusted. In fact, Sayuri has Hatsumomo who considered as her threat in the Okiya and also has Auntie who protect and take care her as her own daughter. The explanation above shows that Sayuri can fulfill her safety needs although they are considered to be nearly fulfilled, not fully satisfied because there is also a threat beside the protection and security.

Belongingness and Love Needs

The next thing if both physiological needs and safety needs are well fulfilled, there will be appear the new needs, belongingness and love needs. If belongingness and love needs are not fulfilled then human being will feel keenly, because of the absence of friends, a sweetheart, a wife or a children. Human being will hunger for affectionate with people in general namely for a place in their group or a family and they 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 they are hungry, they belittles at love as unreal or unnecessary or unimportant. Now they will feel sharply the lack of loneliness, lack of ostracism, lack of rejection, lack of friendlessness, and lack of rootlessness (Maslow, 1954:43).

Mameha is known as the fierce rival of Hatsumomo. It can be seen in the early story that Hatsumomo asked Chiyo to destroy Mameha's kimono by put the ink into the kimono. When she meets Sayuri, she attracts to make Sayuri as her younger sister because of she can see the potential of Sayuri, although at that time Sayuri does not have geisha skill when the other girl in her age already have the geisha skill from the school of geisha. It can be seen from the evidence below:

"Mameha-san, I don't know what has led you to this decision..." I began, "but I can express how grateful I am"
"Don't be grateful just yet," she interrupted.
"Nothing has happened. You'd better tell me what Mrs. Nitta said to you after my visit yesterday." (p.161)

Mameha is the one who make Sayuri's dream about to be a geisha come true. Mameha with her good skills as a successful geisha teach Sayuri everything about geisha world and how to become a good geisha. They train together every day and Sayuri works as hard as she can to

mastering the geisha skills from Mameha although it is not easy for Sayuri who sometimes cannot follow Mameha's instructions and become overwhelmed.

After a few months when Mameha feels that Sayuri is capable to performing as a geisha, Mameha decided to perform the ceremony to binding them as sisters. And now they bound each other as sisters in a ceremony like a wedding ceremony. From that moment Sayuri no longer Chiyo again. Now she is a novice geisha named Sayuri. As a novice geisha, Sayuri still cannot perform dance or entertain on her own. In the tradition, a novice geisha must be accompanied by her older sister. Because Mameha and Sayuri had bound each other as sisters, Mameha playing a big role in the Sayuri's life now. Mameha arrange all the strategy to make Sayuri to be as best as she can. They also call each other "older sister" and "younger sister" in everyday life. They shared everything like they are real family. Sayuri feels she find her real old sister Satsu in Mameha's present. At this time, Sayuri must learned the ability to entertain the people directly, for example learns about the proper way of blending embarrassment and laughter when a man tells naughty joke. And also trying to select the right grade of wax to use under her makeup. As depicted from evidence below:

When the two girls are bound together as sisters, they perform a ceremony like wedding. Afterward they see each other almost as member of the same family, calling each other "older sister" and "younger sister" just as real family members. Some geisha may not take the role seriously as becomes the most important figure in a young geisha's life.(p.149)

Then, Satsu, her older sister had already escaped alone without Sayuri. Because of the foolishness of Sayuri when she wants to escape from the Okiya with Satsu, she try to run away from the Okiya by climbing into the roof and fell down. Before that, Satsu already told Sayuri that they are only have one chance to escape together because after Satsu go out from the Jorou-ya she cannot back again. Sayuri agreed with that condition. But unfortunately Sayuri was caught by mother when she fall from the rooftop. After waiting for Sayuri who did not come, Satsu decided to run away alone without Sayuri. After that, Sayuri now did not have any family again. It can be seen in the evidence below:

For it would have been bad enough to learn that my mother had died, or that my father had died. But to learn in a single moment that both my mother and my father had died and left me, and that my sister too was lost to me forever. (p.119)

From the evidence above, at that time Sayuri cannot fulfill her needs of sweetheart because her relationship with the man who she loves very much, the Chairman, cannot be closer. In fact Sayuri hope that the Chairman will be her rescuer, but finally it cannot happen because Nobu seems have interest in Sayuri. Nobu himself is the

Chairman's friend. With that condition, Sayuri feels that the Chairman will not compete for Sayuri with Nobu.

In short, Sayuri's belongingness and love needs are nearly fulfilled not fully fulfilled in some aspects. Her relationship with Mameha who already bounded as sisters makes her feel have the family who love her very much, but unfortunately Sayuri's hope to be closer with the Chairman is failed at that moment because of Nobu who have interest in her is the Chairman's friend.

Esteem Needs

People in the society have a need or a desire for a stable, firmly based, usually high evaluation of themselves, for self-respect and esteem from others. These needs will be classified into two subsidiary sets. These are, first, the desire for the 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 needs leads to the feelings of self-confidence, worth, strength, and adequacy of being useful and necessary in the world. But thwarting of these needs produces feelings of inferiority, of weakness, and of helplessness (Maslow, 1954:45). Human being who fulfilled their 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 inferiority, weakness and helplessness.

First is self-respect or self-esteem. In this case Sayuri's needs for belongingness and love have been fulfilled, now she is chasing after her self esteem needs. Sayuri begin fulfilling the first set, self-respect, when she learn hard to become a geisha and finally win the highest paid for her mizuage. Because of that case, she feel have confidence to face against Hatsumomo. Compared to before, now Sayuri have the stronger position than Hatsumomo. Sayuri feels that moment was the turning point of her life which before she was scared by Hatsumomo and now she has the strength to face Hatsumomo with her reputation as a successful geisha in Gion. As cited from the evidence below:

If you'd asked me, I was still a young woman, to tell you the turning point in my relation with Hatsumomo, I would have said it was my mizuage. But even though it's quite true that my mizuage lifted me onto a high self where Hatsumomo no longer can reach me. (p.376)

The next case is about Sayuri's price of her mizuage. This mizuage ritual is the coming-of-age ceremony of an apprentice geisha before entering womanhood. The Maiko or apprentice geisha would find many interested and wealthy buyers to bid on her virginity so the Maiko could fully become a geisha (Prusha Majid, 2014). In the statement, she gets the highest ever price that other geisha in Gion and all Japan at that time more than Mameha's earning. It means that Sayuri now becomes the

most successful geisha. To reach it is not as easy, Sayuri had been work hard at that time. Also Sayuri must sacrifice her virginity to the man who she does not love instead of to someone she does, the Chairman (the man Sayuri is in love with). Her hands were tied and she had no voice of her own, but she had to go through with the ritual. It was Sayuri's only way to repay her enormous debt to Mother which she had collected throughout the years when she has stayed at the Okiya. The debt was too much for her to pay off, thus it was important for the mizuage ritual to be success or else she would go back to working as a maid in the Okiya for the rest of her life. Sayuri play a big role until Dr. Crab want to spend much money to buy her mizuage with the help from Mameha.

In the end, Dr. Crab agreed to pay 11.500 yen for my mizuage. Up to that time, this was the highest ever paid for a mizuage in Gion, and possibly in any of the geisha district in Japan. Keep in mind that in those days, one hour of geisha's time cost about 4 yen, and an extravagant kimono might have sold for 1500 yen. (p.325)

Second case, the esteem from others is very important for the main character here, Sayuri. Sayuri's way fulfilling the second set meanwhile can be traced from the way when she is being adopted by mother. Mother has been chosen Sayuri beside Pumpkin who live in the Okiya longer than Sayuri. Sayuri feels sorry for Pumpkin, because this is not what Sayuri wanted. Sayuri wanted she and Pumpkin together adopted by mother but Mother decided only to adopt Sayuri not Pumpkin too. Also because of this the friction in the relationship of Sayuri and Pumpkin. Pumpkin seems very sad by the time when mother decide to adopt Sayuri. As cited from the evidence below:

I was alarmed by this and began to say something, but mother stopped me. "You and I will perform a ceremony next week. After that, you'll be my daughter just as if you'd been born to me. I've come to the decision to adopt you. One day, the Okiya will be yours." (p.320)

In the statement above shows that Mrs. Nitta Sayuri or mother confessed Sayuri's reputation as the success and famous geisha in Gion, or even maybe in all of Japan. It can be seen in the mizuage price that has been paid by Dr. Crab to Sayuri at that time which considered the highest mizuage price ever in Gion at that time. Mother believes that someday if she is being old, Sayuri can take care of her and Sayuri also can manage the Okiya very well. It means that Sayuri gained esteem from other.

Sayuri also get the esteem from other when she was in Baron's estate. All the people especially the men always look at her when she walk around the estate. The beauty of Sayuri make all people in that estate so proud of her. All the men praise Sayuri who success although she still an apprentice geisha at that time. They want to

photograph Sayuri and them and also showing Sayuri to their friends in the estate. It can be seen from the explanation below:

I made little headway, because every few steps some man or other would stop me and say something like, "My heavens! An apprentice geisha from Kyoto!" And he would take out his camera and have someone snap a picture of us standing together, or else walk me along the lake to the little moon-viewing pavilion. (p.297)

From the evidences above, it can be sure that Sayuri's reputation as a famous geisha is confessed by all people. Usually a man who takes a geisha as his mistress is looking for a geisha who have good reputation. At that moment, the reputation of Sayuri is highly reputable and known as apprentice geisha from Kyoto. Because of that, there are two wealthy men who propose Sayuri to be his mistress, they are Nobu and General Tottori. It can be said that she has gained her esteem needs from others and fulfilled her self-esteem needs.

Self-Actualization Needs

Even if all these four 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 she individually fitted for. Maslow said, "What a man can be, he must be, and he must be true with his own nature". The specific form that these needs will take of course vary greatly from person to person. At this level, individual differences are greatest (Maslow, 1954:46). For the example, a musician must make music, an artist must paint, a poet must write, if he is to be ultimately at peace with himself.. This needs it call self-actualization, namely to the tendency for her to become actualized in what she 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, belongingness and love, and esteem needs.

The appearance of the needs usually based on a fulfillment of physiological needs, safety needs, belongingness and love needs, and esteem needs that she has fulfilled previously. Such like the main character, she needs the higher needs after physiological needs, safety needs, belongingness needs, and esteem needs has been fulfilled. The higher need, that is self-actualization.

In this case, when Sayuri already fulfilled her four needs (Physiological, Safety, Belongingness and Love, Esteem needs), Sayuri is now ready to become a self-actualizer by fulfilling her self-actualization needs. To fulfill her self-actualization needs, she must gain it from zero again. There is a situation after she reaches her esteem needs, there was a World War II which make chaos the condition in Japan. All people in Japan at that time find the safe place. Her career as a geisha is nothing at this moment. Firstly, she doesn't need to worry about lack of meals, which some people experience it, because

there is a backup from General Tottori to her Okiya. Of course the Okiya now full with foodstuffs, tea, and even cosmetics even the condition around grew worse in several years. As cited from the evidence below:

Because of General Tottori, our Okiya was one of the spots where the rich spring water came pouring in. Things grew worse and worse around us during the course of several years; and yet long after the rationing of goods had begun, we continued to receives the regular supplies of foodstuffs, tea, linens, and even some luxuries like cosmetics and chocolate. (p.388)

After the government knows about it, General Tottori fired from his job because known that he do illegal step by supplying the goods to the Okiya. Of course what General Tottori do during several years supplying the Okiya is secretly. Finally the government know that illegal things and will not let anyone spent a thing like that for them selves, so General Tottori can not supplies the Okiya anymore. This time, Sayuri must find another place to save herself, she cannot live in the Okiya anymore, she does not have another chance just like other geisha. In that time, the geisha district should be closed by the American army. Fortunately, she meet with Nobu. Nobu have a plan for Sayuri to work in the factory of his good friend. He give Sayuri a place to living during World War II, so Sayuri can be safe there. It can be seen from the evidence below:

Afterward Nobu told me about the nest he'd set aside. It was the home of his good friend Arashino Ishamu, the kimono maker. I don't know if you remember him, but he was the guest of honor at the party on the Baron's estate years earlier at which Nobu and Dr. Crab were present. Mr. Arashino's home, which was also his workshop. (p.400)

Sayuri that used to live in a glamour world as a geisha before, she never work as a factory worker beside when as a child Sayuri is a maid in the Okiya, and everything that Sayuri needs always prepared by the maid in the Okiya later. But now she must do all of that by herself, no one served her again like before. In that house she must work helping Mr. Arashino and his family by making a kimono, because that is only the way they can get some money by selling the kimono to buy some foods. Although she is one of the lucky geisha who get some place to live and not being killed at that time because of the World War II in Japan. Just like the other geisha and other people in Japan, she also suffering because of the World War II. Sayuri also lost her beauty although not all her beauty. Her smooth skin now is not as smooth as before, and also she is more thinly. The condition makes Sayuri can not take care her body as she did it before when in the Okiya. As cited from the evidence below:

Yet there I stood in a pair of torn work pants, with my stingy hair hanging along my back. I hadn't bathed in several days, for we had no fuel to heat the water more than a few times in a week. To the eyes of the American soldiers who drove past, I looked no different from the woman around me; and as I thought of it, who could say I was any different? (p.407)

But all of that worse condition is not make her desperate so much. She always wishes that someday after the war ended she can be a geisha again, she would do anything to make it true, because her main motivation to be a geisha is not come true yet to become Chariman's mistress. However, the most important thing that leads her self-actualization to be the greatest geisha is her everlasting loves to the chairman. When the World War II ended, Nobu came to Mr. Arashino's house again to look for Sayuri. He has a plan for Sayuri to help him to built his company again, because the man who can make it possible to built it is always talk about Sayuri and have an interest in Sayuri. He also seems very attractive to Sayuri. So Nobu also ask Sayuri to come back at Gion and want her to entertain the Minister. After Nobu visited Sayuri, she decided to end her life as a maid in Mr. Arashino's house and come back to Gion to become a geisha again.

The next day I said a tearful farewell and went back to Gion, where mother, auntie, and I set about the task of putting things back in order. When I had a looked around the Okiya, the though crossed my mind that the house itself was punishing us for our years of neglect. We had to spend four or five days on only the worse of problems.(p.416)

Sayuri built her career again as a geisha once more when she comes back to Gion by the helps from Nobu. Of course become a geisha again is better for Sayuri than still work as a factory worker. After she through the hard life as a worker in a factory, she needs to prepare herself until she is ready to back in action become a geisha again. She must find the makeup, going to fortune teller and hairdresser just to make her return as a geisha success. Fortunately Mother and Auntie helps her to make it come true. As cited from the evidence below:

About a week after my return I was finally ready to make my first appearance as a geisha again. A spent day rushing from hairdresser's to the fortune teller's; soaking my hands to remove the last of the stains; and searching all over Gion to find the makeup I needed. (p.418)

That evidence above shows that as human being Sayuri never give up to reach her goal and her goal is being a successful geisha and also beside that she want being the chairman mistress. In this time, Sayuri shows her self-actualization. Most of geisha in Japan did not come back after the World War II, because if they come

back to Gion they will not come back as a geisha but as a prostitute for the American soldiers.

After Sayuri's comeback, her first client are Nobu and Minister. As stated above that Minister will be happy to entertained by Sayuri. The Minister also remember Sayuri even Sayuri leave Gion in five years ago. The reason Nobu approach the Minister because the Iwamura Electric needs a debt from the minister. That is the only way to revive the company which have by Nobu and the Chairman.

I'd expected Nobu to arrive by himself but I finally heard him in the hallway, it was clear he'd brought Deputy Minister Sato with him. I didn't mind if Nobu found me waiting, as I've mentioned; but I thought it would be disastrous to give the Minister reason to think I might be unpopular. (p.419)

After the first party with Nobu and Minister, Sayuri more often asked by Nobu to entertain the Minister when he is in Gion. In the next party, Sayuri not alone, she decided to ask Mameha and Pumpkin to join with her entertaining the Minister. At this time, Mameha is not Baron's mistress anymore, and Pumpkin work as a prostitute for the American Soldiers. They entertain Nobu and Minister together until the Minister gives his recommendation to Iwasaki Electric (Chairman and Nobu company) for their proposal that ask for some debt. After that the Minister agreed to give some debts to Iwamura Electric. To celebrate their successful plan, they go to Amami Island, and Nobu promised to Sayuri after they come back from the Amami island he will proposed to be her Danna. Actually, this is not what Sayuri expected, Sayuri still expect that the Chairman who will say this and will be her Danna, so she would do anything to make it through. In the island, there are something humiliated moment for Sayuri in front of the Chairman, it's all because Pumpkin who blame her. Pumpkin still feels hurt when Mother canceled the adoption of her instead adopted Sayuri. This is making Sayuri's feeling so pain inside her. As cited from the evidence below:

I can scarcely remember anything after that door opened—for I think the blood may have drained out of me, I went so cold and numb. I know the Minister climbed off me, or perhaps I pushed him off. I do remember weeping and asking if he'd seen the same thing I had, whether it really had been able to make out anything of the Chairman's expression, with late-afternoon sun behind him; and yet when the door closed again I couldn't help imagining I'd seen on his face some of the shock was really there. (p.472)

Fortunately, the things not going to worst after that. Pumpkin who cheated on Sayuri that Sayuri asked to bring Nobu but Pumpkin brings the Chairman because Pumpkin know that Sayuri loves the Chairman and want to take a revenge. Pumpkin still cannot accept the fact that Mother only adopted Sayuri in the past. That

embarrassing thing in the Amami Island makes Sayuri and the Chairman to be closer. Finally Sayuri can become mistress of the Chairman as she wishes all this time since her childhood when met for the first time with the Chairman. It can be seen from the explanation below:

Since my girlhood, I'd dreamed that one day the Chairman would tell me he cared for me; and yet I'd never quite believed it would really happen. I certainly hadn't imagined he might tell me what I hope to hear, and also that Nobu is my destiny. Perhaps the goal I sought in life would elude me; but at least during this one moment, it was within my power to sit in the room with the Chairman and tell how deeply I felt. (p.484)

From the cited evidence above, we can see that Sayuri's self-actualization can be reach now by becoming the Chairman's mistress. The moment when Sayuri first time meet with the Chairman is when Sayuri just a little girl, she is crying in the bank of the Shirakawa stream when she realize that she cannot be a geisha for her entire life because of her foolishness. The Chairman who will attend a party with other geisha sees her crying in the street, and then he persuaded her to stop crying. At Sayuri's first encounter with the Chairman, Sayuri feels that she know her future and fall in love with the Chairman. As cited from the evidence below:

From the moment the Chairman had first spoken to me, I'd forgotten that I was watching for a sign about my future. But when I saw the bundle he held in his hand, it looked so much like the shrouded moth. I knew I'd come upon the sign at last. (p.131)

At that time when Sayuri met the Chairman for the first time, the Chairman was walking with a famous geisha name Izuko. Sayuri feels that Izuko looks so beautiful and elegant with the kimono. This is that leads Sayuri's motivation to be a geisha, she always hope that someday she can be a famous beautiful geisha and can walk accompany the Chairman as his mistress. She also always pray for someday all her dreams can be reach. As cited from the evidence below:

With my eyes squeezed tightly shut and my hands together, I prayed that they permit me to become a geisha somehow. I would suffer through any training, bear up under any hardship, for a chance to attract the notice of a man like the Chairman again. (p.132)

From the first time Sayuri want to be a geisha is just to attract the attention from the Chairman, and to become the Chairman's mistress is the only dream she want to reach in her life. Now all of that can be true. Sayuri can reach her goal to be the Chairman's mistress, in other word Sayuri success to actualize herself as Maslow said that self-actualization needs is to become everything that

one is able of becoming the best as they can. Sayuri's self-actualization still continues, not just stop at that moment. After being the Chairman's mistress, Sayuri now have her own life. She is dedicated her life for the chairman. She decided to leave the Okiya again and no longer work as a geisha. Although at that time she is not the one who leave her job as a geisha in Gion. As cited from the evidence below:

So although the Chairman's negotiation with mother to become my Danna dragged out over several months, in the end it was agree that I would no longer works as a geisha. I certainly wasn't the first geisha to leave Gion; beside those who ran away, some married and left as wives (p.489)

As Abraham Maslow stated that self-actualization is to become someone that he is capable realize all his potential, to become anything he could do. As a human being now Sayuri became the best as she can, she became a successful geisha then retired because she became the mistress of a wealthy man that she loves very much. And the last thing is she have a son, live in New York City and open her own teahouse in that country. In other word, Sayuri now is successful to gain her goal and actualize herself.

Sayuri's Motivation

Motivation is different from satisfaction. Motivation will involves a drive to an outcome and satisfaction is the outcome already experienced. It can be seen that Sayuri's motivation play an important role to fulfilled all her human needs until she reach the peak level of hierarchy, self-actualization. Her personal and internal feeling give her an energetic force that drives her to behave or not to behave in certain ways. Her goal was directed her behavior to reach the best as she can until she can reach her goals. Sayuri's goal develop her behavior to work hard to become a geisha, it can be seen from the explanation below:

I won't say I had any natural talent of any kind at all, in dance or anything else but I was certainly as determined as anyone to work single-mindedly until I reached my goal. Since meeting with the Chairman on the street that day back in the spring, I had longed for nothing so much as the chance to become a geisha. (p.176)

The central problem of motivation is how a human being satisfy their needs in many different ways. Motivation also can be either positive or negative. It can be seen in the story that Sayuri use her motivation in positive ways. She always try not to hurt anyone in her process to reach her goal. Different from Sayuri, the character who use her motivation in negative ways is for example Hatsumomo. Hatsumomo try to hurt or make other person tortured for the sake of her happiness. Here is the evidence below:

"Oh, shut up, Korin. Chiyo knows she had to do what I tell her. Write something on the fabric, Miss Stupid. I don't care what it is." (p.83)

Motivation is the result of relationship among three sets of different factors in the life, there are individual, organization, and environment. Sayuri's experience in the past when she was child and live in poverty make her have a good personality and individual. She know how the feel when everything was limited. When she first time met the Chairman in the banks of Shirakawa, Sayuri fall in love with the Chairman in her first sight. From that moment Sayuri has a motivation that someday she will be a geisha and accompany the Chairman and if possible to be the Chairman's mistress. Instantly Sayuri who despondently now have enthusiasm about her future. Here is the evidence below:

From the moment the Chairman had first spoken to me, I'd forgotten that I was watching for a sign about my future. But when I saw the bundle he held in his hand, it looked so much like the shrouded moth. (p.130)

Her accompany with Mameha who was known as the best geisha in Gion at that time also play a role in his motivation. Mameha always tell and teach her the good things and avoid the bad things. Mameha herself have good personality although in certain ways her idea make Sayuri not comfortable. It can be seen from the explanation below:

"Following your debut, you'll be an apprentice geisha until the age of eighteen. After that you'll need a danna if you're to pay back your debts. A very substantial danna. My job will be to make sure you're well known in Gion by then. (p.174)

Environment also play a role in Sayuri's motivation. The situation and condition before World War II maybe the best part for Sayuri which she already have a prestige as a geisha. But there was happened the World War II which make all the things unpredictable. Chaos everywhere, many people tortured, that is what happened in Japan when World War II. Everyone feel the impact of the World War II, especially Sayuri who cannot work as a geisha again. Here is the explanation from the statement below:

In Japan we refer to the years from the depression through the World War II as *kuraitani*—the valley of darkness, when so many people live like children whose heads had slipped beneath the waves. As if often the case, those of us in Gion didn't suffer quite as badly as others. (p.388)

So, from the analysis above, it can be seen that the main principle of the motivation of the main character life is the order of some basic needs in Hierarchy

superiority or less potential or greater. The principle which motivates the process is the weak needs that arrived after 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 fulfil and arrange the capacities until it can work more efficient. The satisfaction will press the previous needs to the lower level of hierarchy. Then the condition will enable the higher needs appears to the surface, become dominant and finally manage the personality of human being.

CONCLUSION

This study has discussed about Human Needs of the main character in *Memoirs of a Geisha* and her motivation to be a successful geisha. Started by the analysis of her physiological needs, safety needs, love and belongingness needs, esteem needs and finally reach her self-actualization needs. Sayuri changes herself into a very different condition compare to her live before come in to Okiya. Previously she is considered as an impolite and naive girl. She also ever being a maid in the Okiya because she is trying to run away so mother stop her lesson as geisha then being a successful geisha until she retired.

Discussing the main character in Arthur Golden's *Memoirs of a Geisha*, this study finds that the main character tried to satisfy her needs from physiological until she finds her self-actualization. In this case, Sayuri motivate herself since she met with the chairman and fall in love with him. She hopes that someday she could be a geisha so she can accompany the Chairman. Not long after that, Sayuri meet with Mameha, a successful geisha at that time. Mameha in this story is contributing much in her personality grow. Mameha is the one who help and teach Sayuri how to behave. Sayuri's skills as a geisha is much improved by this company. Because of Mameha she can be a successful geisha. In her process to reach her dreams to be a successful geisha and also the chairman's mistress she has got some obstacles and difficulties, especially her conflict with her rival Hatsumomo. From that case, the main character also maintaining her self-maturing until she reach the peak of hierarchy, self-actualization. At the peak of the hierarchy, he can reach her dreams to be a successful geisha and also become the Chairman's mistress.

Finally, Sayuri just can be the chairman's mistress because the Chairman has had a wife. From his wife the Chairman have two daughters, and Sayuri give him a son. To avoid some scandal, Sayuri and her son moved to New York. In that country Sayuri has her own teahouse, it becomes the first teahouse in New York. All of the change are the fact that Sayuri's life does not remain the same from the beginning until the end of the story.

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