

Sample Program 3: Psychology of Giving
Adaptable program for one facilitator/Multiple facilitators

Ramah Philanthropy Initiative – Session # 4 (out of 14)

Major theme(s): Psychology of Giving: Rambam’s Ladder and Maslow’s Hierarchy of Needs

Time Required: 45 minutes

Goal(s): Gain familiarity with the “most famous” Jewish text on tzedakah
 Understand that there are needs that each person has and that these needs are

Understand our personal connections to the concepts of tzedakah
 Materials: Maimonides “ladder” cut up intro strips (multiple)
 Actual Maimonides ladder
 Maslow’s Hierarchy of Needs cut up into strips
 Actual Hierarchy of Needs
 Paper and pens/pencils

Activities:

1) 15 minutes

“Order” Maimonides “ladder” individual and/or then as a group. See if your final group product matches what Maimonides came up with. Are there other categories you might have included?

Raising the Bar

Ideas for further programs and integrating the task into the camp day

- Put each level on a post-it and have teens “order” Maimonides ladder on a climbing wall or tower.
- Laminate pieces of paper with each of Maimonides levels and use weighted paper clips, string and a weight at the bottom to “order” the levels in the pool.

2) 15 minutes

“Order” Maslow’s Hierarchy of Needs, following the same instructions as before. Does the final product match? Do you agree or disagree with Maslow’s order?

3) 15 minutes

Discussion

- How do Maslow’s needs fit with Rambam’s ladder?
- How is Rambam’s highest level, self-sufficiency, like Maslow’s highest level, self-actualization? How are the two related? How are they different?
- What are your needs when it comes to tzedakah and giving? As a philanthropist, do you have a hierarchy of needs? What would it look like? Have each camper create a personal hierarchy/ladder of philanthropy.

Rambam's Levels of Tzedakah (from Lowest to Highest)

One who gives unwillingly, but nevertheless, gives.

One who gives cheerfully, but not enough.

One who gives enough, but not until he is asked.

One who gives before being asked.

The receiver knows the identity of the giver, but the giver does not know the identity of the receiver.

The giver knows the identity of the receiver, but the receiver does not know the identity of the giver.

The giver does not know the receiver, nor does the receiver know the giver.

The giver helps the receiver to achieve independence

Maslow's Hierarchy of Needs is a theory in psychology, proposed by Abraham Maslow in his 1943 paper *A Theory of Human Motivation*.^[2] Maslow subsequently extended the idea to include his observations of humans' innate curiosity. Maslow's theory was fully expressed in his 1954 book *Motivation and Personality*.^[4]

Maslow's Hierarchy is often displayed as a pyramid with the largest and lowest needs at the bottom and the need for self-actualization at the top.

Physiological Needs: breathing, food, homeostasis

Safety Needs: personal security, financial security, health and well-being, safety against accidents/illness (this includes clothing and shelter)

Love and Belonging: friendship, family

Esteem: be respected, have self-esteem, have self-respect

Self Actualization: "What a man can be, he must be"; to be free of the opinion of others; to do things not for the outcome, but because it's the reason you are here on earth

Appendix 1

Maimonides Ladder for Campers

This list is Maimonides Ladder out of order.

- Giving after being asked – You are giving the amount that you can afford to the recipient but they had to ask before you were willing to give them what they needed.
- Enabling the recipient to become self-reliant - This can be done by aiding someone in getting a job or set up a business with them. This is the highest level of charity because it allows for the recipient to no longer require charity from others, and makes them able to give it, which is the greatest gift one can give.
- Giving before being asked – Asking for help is often of the most difficult things people do even when they are in dire need. By giving charity without being asked you show that you understand their situation and do not to be asked for the help needed.
- Giving begrudgingly – The person giving the charity unwillingly and cruelly. They do not care about their fellow man, by giving begrudgingly the recipient feels worse then they did before they received the charity. This is the lowest rung of charity because the giver is not doing it out of the kindness only out of obligation. True tzedakah is given with a warm heart.
- Giving when you do not know the recipient's identity, but the recipient knows your identity – In the four lowest levels of tzedakah both the recipient and giver know each other. This creates a situation where the giver is superior to the recipient, the giver's ego is stoked and the recipient feels ashamed and inferior. When the recipient does not know the identity of the recipient they are humbled, however the recipient does not receive the burden of knowing who the donor was and their feelings are not spared.
- Giving less than you can afford, but giving it cheerfully – This is slightly higher on Maimonides' ladder because they are giving it with a smile. By showing understanding and empathy you make the recipient feel better than if you gave them the charity negatively.
- Giving when neither party knows the other's identity – This is the second highest level of tzedakah. When both the recipient and donor of charity do not know each other. This does not create a superior – inferior bond between the giver and recipient but rather one of mutual understanding and respect.
- Giving when you know the recipient's identity, but the recipient doesn't know your identity – This level of tzedakah is higher because the ego of the person giving charity is still being inflated by the recipient's dignity is spared for the most part.

Appendix 2

My Maimonides Ladder for Cut Out

Cut out along the lines and give one slip of each paper to each group.

- Giving begrudgingly – The person giving the charity unwillingly and cruelly. They do not care about their fellow man, by giving begrudgingly the recipient feels worse than they did before they received the charity. This is the lowest rung of charity because the giver is not doing it out of the kindness only out of obligation. True tzedakah is given with a warm heart.

- Giving less than you can afford, but giving it cheerfully – This is slightly higher on Maimonides' ladder because they are giving it with a smile. By showing understanding and empathy you make the recipient feel better than if you gave them the charity negatively.

- Giving after being asked – You are giving the amount that you can afford to the recipient but they had to ask before you were willing to give them what they needed. \

- Giving before being asked – Asking for help is often of the most difficult things people do even when they are in dire need. By giving charity without being asked you show that you understand their situation and do not to be asked for the help needed.

- Giving when you do not know the recipient's identity, but the recipient knows your identity – In the four lowest levels of tzedakah both the recipient and giver know each other. This creates a situation where the giver is superior to the recipient, the giver's ego is stoked and the recipient feels ashamed and inferior. When the recipient does not know the identity of the recipient they are humbled, however the recipient does not receive the burden of knowing who the donor was and their feelings are not spared.

- Giving when you know the recipient's identity, but the recipient doesn't know your identity – This level of tzedakah is higher because the ego of the person giving charity is still being inflated by the recipient's dignity is spared for the most part.

- Giving when neither party knows the other's identity – This is the second highest level of tzedakah. When both the recipient and donor of charity do not know each other. This does not create a superior – inferior bond between the giver and recipient but rather one of mutual understanding and respect.

- Enabling the recipient to become self-reliant - This can be done by aiding someone in getting a job or set up a business with them. This is the highest level of charity because it allows for the recipient to no longer require charity from others, and makes them able to give it, which is the greatest gift one can give.

Appendix 3

Maimonides Ladder for Group Leader

The following list is the actual ladder in order from lowest on top to highest on the bottom.

This sheet of paper is for you to use to help the group put the Levels in order.

8. Giving begrudgingly – The person giving the charity unwillingly and cruelly. They do not care about their fellow man, by giving begrudgingly the recipient feels worse than they did before they received the charity. This is the lowest rung of charity because the giver is not doing it out of the kindness only out of obligation. True tzedakah is given with a warm heart.

7. Giving less than you can afford, but giving it cheerfully – This is slightly higher on Maimonides' ladder because they are giving it with a smile. By showing understanding and empathy you make the recipient feel better than if you gave them the charity negatively.

6. Giving after being asked – You are giving the amount that you can afford to the recipient but they had to ask before you were willing to give them what they needed.

5. Giving before being asked – Asking for help is often of the most difficult things people do even when they are in dire need. By giving charity without being asked you show that you understand their situation and do not to be asked for the help needed.

4. Giving when you do not know the recipient's identity, but the recipient knows your identity – In the four lowest levels of tzedakah both the recipient and giver know each other. This creates a situation where the giver is superior to the recipient, the giver's ego is stoked and the recipient feels ashamed and inferior. When the recipient does not know the identity of the recipient they are humbled, however the recipient does not receive the burden of knowing who the donor was and their feelings are not sparred.

3. Giving when you know the recipient's identity, but the recipient doesn't know your identity – This level of tzedakah is higher because the ego of the person giving charity is still being inflated by the recipient's dignity is sparred for the most part.

2. Giving when neither party knows the other's identity – This is the second highest level of tzedakah. When both the recipient and donor of charity do not know each other. This does not create a superior – inferior bond between the giver and recipient but rather one of mutual understanding and respect.

1. Enabling the recipient to become self-reliant - This can be done by aiding someone in getting a job or set up a business with them. This is the highest level of charity because it allows for the recipient to no longer require charity from others, and makes them able to give it, which is the greatest gift one can give.

Appendix 4
Quilt Squares

	Gemilut Chasadim
	Tzedakah

Appendix 5
Tzedakah Quotes

Tzedakah Quotes

- Shimon [the son of Rabban Gamliel] says: It is not what one says, but rather what one does, that makes all the difference in the world.- Pirkei Avot
- Rabbi Eleazar said, "The reward that is paid for giving charity is directly related to the kindness with which it is given."
- He who gives tzedakah in secret, is greater than Moses. Talmud, Bava Batra
- And the work of tzedakah shall bring peace.- Isaiah 32:17