

People do what they do due to a combination of personal factors, such as their core needs, beliefs, values, and past experiences, as well as external influences like their culture, environment, and the social expectations they are exposed to. Understanding human behavior often requires considering the unique circumstances and motivations of the individual, as actions are rarely the result of a single cause.

Internal Factors

- **Core Needs:** People are motivated to fulfill basic human needs, such as survival, certainty, autonomy, and the desire to feel good or experience pleasure.
- **Beliefs and Values:** Personal principles and what someone believes to be right or wrong influence their decisions and actions.
- **Emotions:** Feelings, which are complex reactions involving physiological arousal and conscious experience, strongly impact behavior.
- **Personal Experiences:** An individual's past experiences shape their present actions, forming the basis for their understanding of the world and their choices.

External Factors

- **Culture and Society:** Cultural backgrounds and social norms influence what is considered acceptable or expected behavior, guiding people's actions.
- **Environment:** The physical and immediate circumstances an individual is in can trigger or influence behavior, even if the connection isn't always conscious.
- **Subconscious Influences:** Sometimes, people act on impulses or instincts without fully realizing the underlying reasons or motivations.

How to Understand Someone's Actions

- **Look for a Reason:** Remember that there is always a reason, even if it's not immediately obvious.
- **Consider the Context:** Examine the situation and events that occurred before the action to understand its trigger.
- **Identify Underlying Needs:** Try to discern what need, want, or feeling the action was intended to meet.
- **Don't Take it Personally:** People often act without intending to cause harm; their behavior may stem from a lack of awareness rather than malicious intent.