



**ADAM'S MOTIVATION IN REACHING HIS GOAL  
DEPICTED IN *UPSIDE DOWN* MOVIE**

**UNDERGRADUATE THESIS**

**BY**

**YUNI ELIYA SANTY**

**125110100111030**



**STUDY PROGRAM OF ENGLISH  
DEPARTMENT OF LANGUAGES AND LITERATURE  
FACULTY OF CULTURAL STUDIES  
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Presented to  
**Universitas Brawijaya**  
in partial fulfillment of the requirements  
for the degree of *Sarjana Sastra*

**BY:**  
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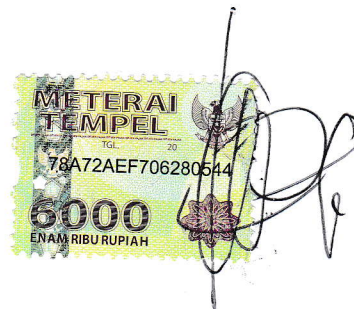
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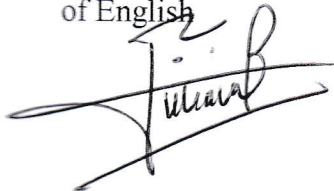
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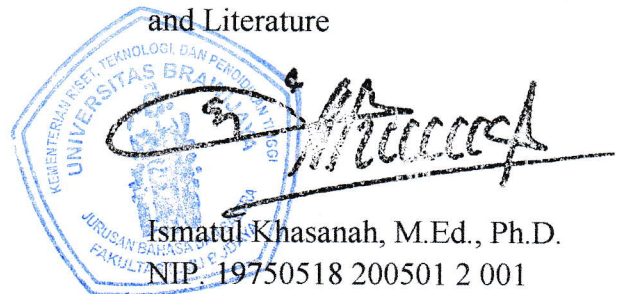
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First of all, the writer would like to present her deep sense of gratitude to Allah SWT, the only one who has given strength, guidance and blessing, so this thesis entitled “Adam’s Motivation In Reaching His Goal Depicted In *Upside Down* Movie” can be finished. The writer would also like to says her appreciation to Fariska Pujiyanti, M. Hum. as the supervisor who has given significant criticism, knowledge, suggestions and sincere guidance so the writer is able to complete the thesis. Moreover, the writer would also like to express her thankfulness to Nurul Laili Nadhifah, M. Hum. as the examiner, who has given influential criticism and suggestion so this thesis would be better.

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Hopefully, this study can be beneficial for the next writers who have interest in studying literature.

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The writer



## ABSTRACT

Santy, Yuni Eliya. 2017. **Adam's Motivation In Reaching His Goal Depicted In *Upside Down* Movie.** Study Program of English, Universitas Brawijaya. Supervisor: Fariska Pujiyanti.

**Keywords:** Hierarchy of need theory, motivation, *Upside Down* 2012.

Every person has a goal to be achieved in his life. To achieve that goal someone needs motivation. The movie tells about Adam, an orphan who lives in a poor neighborhood named Down Below. He falls in love with a woman named Eden and he wants to be united with her. Unfortunately Eden is from Up Top, a rich neighborhood. In this study the writer analyzes the needs that motivate Adam to be united with Eden as depicted in the film *Upside Down* 2012.

From the analysis, the writer found the motivation that greatly influenced Adam to achieve his goal. Those factor can be based on the Hierarchy of Need by Abraham Maslow's motivation theory. Adam's greatest motivation is love and belonging need. Where he will fight and try to fight and struggle so he can be with Eden. Before he tries to fulfill his love and belonging needs, he fulfill his basic needs, physiological need. Then the second is safety need, and while he is fulfilling his love and belonging needs, he also proves his ability to make inventions using pollen of the Pink Bees. And in the end, after he passes some obstacles, he can unite with Eden and be able to achieve his self actualization.

Based on the description above, it can be concluded that Maslow's hierarchy of needs appear in sequence. The first need fulfilled by Adam is physiological need, the second is safety need. And then following by love and belonging need, need for self-esteem, and the last is need for self-actualization.



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Kata kunci: Teori kebutuhan bertingkat, teori motivasi, *Upside Down*.

Setiap orang mempunyai tujuan yang ingin dicapai di dalam hidupnya. Untuk mencapai tujuan itu seseorang memerlukan motivasi. Motivation itu sendiri dapat didasarkan pada teori kebutuhan bertingkat dan itu terjadi di film *Upside Down* 2012. Film ini menceritakan tentang Adam, seorang anak yatim piatu yang tinggal di lingkungan miskin bernama Down Below. Dia jatuh cinta kepada seorang wanita bernama Eden dan ingin bisa bersatu dengannya. Sayangnya wanita tersebut berasal dari Up Top, tempat dimana orang-orang kaya tinggal. Pada penelitian ini penulis menganalisa kebutuhan-kebutuhan yang memotivasi Adam untuk bisa bersatu dengan Eden seperti yang tergambar pada film *Upside Down* 2012.

Berdasarkan analisa, panulis menemukan motivasi yang sangat mempengaruhi Adam untuk mencapai tujuannya. Factor tersebut berdasar pada teori kebutuhan bertingkat dalam teori motivasi oleh Abraham Maslow. Motivasi terbesar Adam adalah cinta dan memiliki. Dimana dia akan berjuang dan berusaha agar dia bisa bersama dengan Eden. Sebelum dia berusaha memenuhi kebutuhan cinta dan memiliki, dia terlebih dulu memenuhi kebutuhan dasarnya, yang pertama adalah kebutuhan akan rasa aman, kemudian kebutuhan fisiologis, dan ketika dia sedang memenuhi kebutuhan cinta dan memiliki, dia juga membuktikan kemampuannya dalam melakukan penemuan-penemuan yang menggunakan serbuk sari Lebah Merah Muda. Dan pada akhirnya, setelah dia melewati beberapa rintangan, dia bisa bersatu dengan Eden dan mampu mencapai aktualisasi dirinya.

Berdasarkan uraian di atas, maka dapat disimpulkan bahwa teori kebutuhan bertingkat milik Maslow muncul secara berurutan, kebutuhan pertaman yang harus dipenuhi oleh Adam adalah kebutuhan fisiologis, yang kedua kebutuhan akan rasa aman. Yang kemudian dilanjutkan oleh kebutuhan cinta dan memiliki, kebutuhan harga diri, dan yang terakhir adalah kebutuhan aktualisasi diri.





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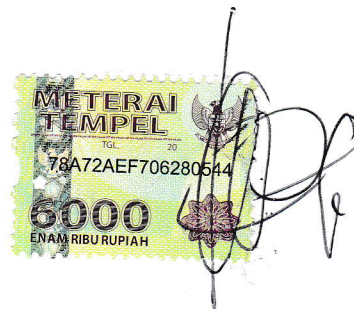
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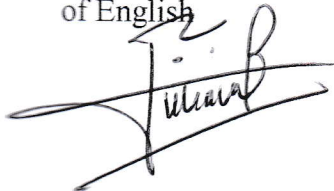
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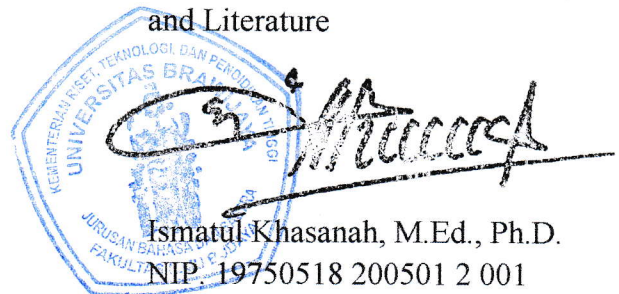
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## CHAPTER I

### INTRODUCTION

This chapter presents the background of the study and some details that support this study, problem of the study, and objective of the study.

#### 1.1 Background of The Study

Literature is a way to see human's life through the imagination by using language as a medium. According to Culler (2000, p.28), readers and audiences are interested in discussing literature related with the life of human shown in fiction. Klarer (2004, p.1) stated that literature relies on the imitation of human life which bounds with issues and themes of social world.

Literature is a media that can function to teach the value of life and entertain people. It is because literature can lead people through the moral values which can make their lives better. People can learn how the characters in the story can face and solve their problems. Culler (2000, p.37) said that literature can lead people to be a better person because it carries moral value. So, literature is not only as entertainment, but also as an education.

Furthermore, Klarer (2004, p. 9) argued that literature as the work of art is divided into three categories; they are fiction, poetry and performing arts. Fiction is divided into novel, novella, epics, and short story, while drama and movie are categorized as performing arts.



Nowadays, movie is very popular. Movie is an example of modern literary work which integrates the photographic cinema and act performance. Movie is recorded and can be repeated in another time (Klarer, 2004, p. 57). Watching movie gives a different feeling than reading a book or novel because it is more efficient and enjoyable. People can sit and enjoy the audio visual given. Therefore movie has become one of the most popular media in literature.

As one of the literary works, there are many values of life that can be learned from movie. One of the values that can be learned is about motivation. Every human being must have certain goal to be satisfied in his life. To achieve that goal they must have a strong motivation. Motivation is really important for people who want to achieve their goal. Maslow (1970, cited in Feist & Feist 2014, p. 276) said that people have a set of motivation system in order to achieve certain need. For example, a poor man who work hard to increase his pride and to get the woman he loved.

In this research, the writer choosses *Upside Down* movie as the source of data. The main character in this movie shows his struggle and motivation in achieving his goal. In achieving his goal, the character must fulfill his need. Maslow (1970, cited in Feist and Feist 2014, p. 280) assumed that lower level need should be satisfied before the higher need become motivator. For instance, a person may need love from their closest person to support and encourage them in achieving his goal. There are five stages of needs stated in Maslow's Hierarchy of Needs. The first need of human is the basic need. It is a biological and pshycological need for human being, and the highest level of need is self-



actualization. Every human has a different motivation in their effort to achieve what they want, and in *Upside Down* movie love become the major motivation for the main character to reach the higher level of need.

*Upside Down* movie itself is a 2012 Canadian-French romantic fantasy written and directed by Juan Diego Solanas, starred by Jim Struggess and Kristen Dunts (IMDb, 2012) . The film starts with Adam (Jim Sturgess) telling the story of his two-planet home world, unique from other planets or planetary systems as it is the only one that has "dual gravity". This phenomenon of dual gravity allows the two planets to orbit each other, but both cannot contiguous. The societies of the two worlds are segregated by law. While the upper world (Up Top) is rich and prosperous, the lower (Down Below) is poor. A person from Down Below going Up Top (or having contact with anyone from Up Top) is strictly forbidden and can be punished by incarceration or death. The only physical connection linking the two worlds is the headquarters of the "TransWorld" company.

Adam lives in an orphanage in Down, he lost his parents in an accident. The only family he has is his great-aunt. His great-aunt has a secret recipe for flying pancakes using pollen from pink bees which gather pollen from both worlds. The recipe has passed through generations and will be inherited by Adam.

When he was a child, Adam secretly climbed a mountain and he got very close to Up. There he met Eden (Kristen Dunts), a girl from Up. Years later when they were teenagers, they were in a relationship. They met on the mountains, unfortunately they were caught by police. Adam was panic so he told Eden to go





back to her world. His arm was shot so he dropped her. Helpless, he watched

Eden got injured. When he returned home, his aunt Becky was arrested.

Ten years later, Adam is now working on creating an anti-gravity product by using his great-aunt's recipe. The recipe allows matter to feel both gravitational fields at once. Adam is developing it as a cosmetic product for face-lifts. Then he sees Eden on TV and learns she is alive and works at TransWorld. He finally works out his formula and gets hired by TransWorld to develop the face-lift cream. Adam's plan is to find Eden in TransWorld. In his office he meets Bob, a TransWorld employee from Up who becomes his friend. Bob offers to help him contact Eden. With the help from Bob, Adam meets Eden. Unfortunately Eden does not recognize him because of amnesia from the accident when she was teen. Then, by calling Eden through Bob's phone, Adam manages to get a date.

Meanwhile, his cosmetic cream becomes of great importance to the company. While Adam is doing a presentation of the cream, Eden discovers his true identity. Adam runs to find her but Bob's ID, having been terminated, puts him in trouble. He escapes to Bob's house. In Bob's house, he shows Adam that mixing liquids from both gravity fields can make them floats between the two gravities. It means that Adam can going to Up by using those liquids. Then Adam reveals that he does not give TransWorld the main secret ingredient of his compound, and he leaving the company unable to manufacture the product without him

With Bob's help, he goes back to the restaurant where he met with Eden before and finds out she has begun to recover old memories of him. But the police



arrive and they had to run. They fail to escaped, Eden is arrested while Adam falls the remaining distance between worlds. Fortunately he survives. TransWorld agrees to drop the charges against Eden if Adam gives them his formula and never contacts Eden again.

Adam is back to his old life, believing he will never see Eden again. But with Bob help they can meet again. Bob finds Adam and tell him that he has been able to use Adam's methods to create a way to negate the effect of gravity. Bob tells him he had purchased the patent of his beauty cream before TransWorld try to do. The movie ends with Eden revealing she has become pregnant with twins, and the camera zooms far out to reveal towering skyscrapers on both sides, showing that both sides have become prosperous.

It can be inferred that Adam is a person who does not easily give up to fulfill his needs. Unconsciously he passes level by level from the basic to the highest needs to reach his goal. This is in line with Abraham Maslow's theory which includes physiological needs as the basic needs, then following with safety needs, belongingness and love needs, esteem needs, and self actualization as the highest level of needs. That is the reason why the writer choosses *Upside Down* movie as the object of the research.

The writer hopes the study can be also a reference for further researchers who will conduct a research about the aplication of Maslow's theory. The writer also expects that the finding of the study will give contribution to the knowledge in the field of literature. Through the Hierarchy of Needs theory, humans are expected to understand that process is needed to be a better person, that every



## CHAPTER II

### REVIEW OF RELATED LITERATURE

This chapter contains the theories that become the foundation of the research. This chapter is divided into the psychological approach, motivation theory, Abraham Maslow's theory of Hierarchy of Needs, movie studies, previous studies, and research method.

#### 2.1 Theoretical Framework

This subchapter presents about the description of approach and supporting theories to analyze the research problem. The researcher uses psychological approach since it investigates the character's behavior by applying psychology theory. Hereafter, motivation theory is used to examine the character's need that motivates him to achieve what he wants. While movie studies is utilized to reveal the meaning of dialogue and scene in the movie.

##### 2.1.1 Psychological Approach

Psychology is the study about human's attitude. Psychology has relation with literature. It is one of the important approaches in literary criticism. Literary works including novel, drama, and poem in this modern era are related with psychological manifestation; the author and the character's psychological condition (Minderop, 2010, p.53). Psychology and literature have the same field of studies, both are studying about human life. In literary study humans have a



role as an imaging, they are the author's imaginative creation. While in psychology study, human being is real, a divine creature.

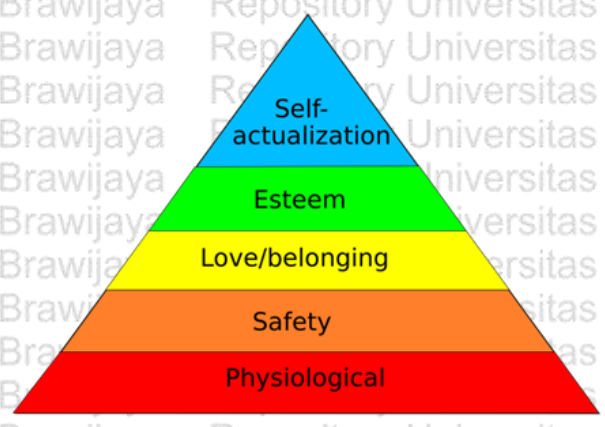
According to Endraswara (2011, p.99), there are four ways that can be done in studying literature by using psychological approach; firstly, observing the author's psychological condition when they create a literary works. Secondly, applying the psychology theory in analyzing a literary work through the character's psychological condition. Thirdly, analyzing the impact of psychological manifestation in literary work towards the reader or audience. Then the last is studying literature as a creative works. The writer uses the second way to be applied in this research; applying the psychology theory in analyzing a literary work through the character's psychological condition. The theory of psychology used in this research is motivation theory by Abraham Maslow since it is included the field of psychology. Maslow (1968, cited from McLeod, 2015) assumed that personal growth and fulfillment in life become the basic human motive. This has been captured by the term self-actualization, which is about psychological growth, fulfillment and satisfaction in life. It means that each person, with their own ways, seeks to grow psychologically and continuously increase themselves.

### **2.1.2 Motivation theory**

Motivation drives people to do some activities to achieve what they want.

One of the famous motivation theories is proposed by Abraham Maslow. His theory talks about the hierarchy of human needs. Maslow mentions that human have several needs to be achieved and they have to be fulfilled in order, from the

basic need until the top which is self-actualization. Hereafter, Maslow (1978, cited from Feist & Feist 2008, p.285) observed assumption related with motivation; the first assumption, motivation is sometimes complex, in the other word individual behaviour may derive from some motives. For example, people probably hard working not only to fulfill their psysical need, but sometimes they work hard to attract someones that they love. The second assumption, people continuously motivated by one need to other. On the other word, when one need is fulfilled then the other need will emerge. The third assumption, needs can be arranged in a hierarchy. Five primary levels of human’s need proposed by Maslow (cited from McLeod, 2007) is portrayed in the shape of pyramid below :



**Figure 2.1 Pyramid of Hierarchy Needs by Abraham Maslow (McLeod, 2007)**

From figure 2.1, it can be seen about the pyramid of hierarchy need Maslow shows step by step from the psychological need up to self actualization. As the picture displayed, the first need of human being is placed at the bottom part. If physiological need is satisfied, then people can go further to the next step.





The explanation about five hierarchy need by Abraham Maslow will be described below :

### **1. Physiological Need**

The lowest level of hierarchy of need is called physiological need. These are needs of the body as a physiological system. It consist of food, water, excretion, calcium, oxygen, protein, and other vitamin and mineral (Boeroe, 2005, p.279). Physiological need is the major needs for human being to survive in the world than other needs, they should be satisfied. If someone is not able to fulfill this need they will focus to satisfy it and the secondary need becomes unimportant (Maslow, 1987, p.38). So, it is impossible for us to ignore the physiological need.

### **2. Safety Need**

When the physiological need is satisfied, people will be motivated for protection, freedom for fear, chaos and anxiety, need for structure, and so on. Safety need for being free from anxiety of physical danger and being taken away from their basic physiological need. When the physiological and safety need are satisfied, then people will fulfill the next level of need.

### **3. Love and Belonging Needs**

As social creature, human being cannot be separated from interaction each other. They cannot live without another human, they need help from other and also emotionally motivated to build meaningful relationship. People will feel lonely when they have no friend or someone they loved, then they will struggle to belong to the family or group, to be loved, to have children, and go to any place they can both giving and receiving love from each other (Maslow, 1987, p.43).



#### 4. Self-esteem Need

The next level after love and belonging needs is self-esteem need. Basically, every people have desire for self-respect, self esteem, and esteem from the other. According to Maslow (1987, p.45), esteem need is classified into two types; first is a need for self-esteem. Need for self-esteem triggers the individual to attain achievement, strength, self confidence, and freedom. Thus, individuals are sure that they have self-esteem and able to cope with obstacle in this life. The second is need for esteem from others. This need covers a desire for reputation, status, fame and glory, recognition, and feeling of importance. On the other words, individuals need appreciation from the others about what they do.

When people can achieve esteem needs they will feel confident, forceful, capable, and valuable. On the other hand, if esteem needs cannot be satisfied people will feel frustrated and upset. So, esteem need has a strong effect for individual.

#### 5. Need for Self-Actualization

Mc.Leod (2014, para 7) exclaimed that people who have already satisfied by esteem need, they do not always move to the self actualization need. It is because their progress toward self actualization is often disturbed by life experience such as divorce and loss of job which may cause an individual to fluctuate between the levels of hierarchy. Therefore, they prefer to concentrate to fulfill basic need first as the need to survive in the world. Maslow (1987, p. 46) added that:





Even if all these needs satisfied, we may still often (if not always) expect that a new discontent and restlessness will soon develop. Unless the individual is doing what he, individually, is fitted for. A musician must make music, an artist must paint, a poet must write, if he is to be ultimately at peace with himself. What a man can be, he must be. He must be true to his own nature. This need we may call self actualization.

It can be concluded that self actualizing person is someone who realizes and understands his potential, capability and desire. Then, he tries to make his or her potential, capability and desire to be actualized. For the example, a woman who has interest in drawing sketch will prove her ability to make a good comic.

### 2.1.3 Movie Studies

Since the object of this research is a movie, the data will be taken from character's dialogue and the shoot and angles. It is used to emphasize the dialogue, expressions and movements made by the main character, since there are dialogues or scenes which have indirect meaning. Therefore, movie studies theory is considered appropriate to help to analyzing the movie (Abram et al, 2001, p.1).

The story of the movie is told to the audience by combining style and content. The style is shaped by movie technique, meanwhile content is arranged by narrative. Movie technique is the way how the technology is used to produce meaning in the movie. This technique consist of four terms; *mise en scene*, cinematography, editing and sound (Abram et al, 2001, p.93). According to Corrigan (2005 para.8), movie narrative present all the events of the story based on plot, that is arrangement in certain order or structure. One of the ways to communicate the plot is by using dialogue. This research focuses to use dialogue

as part of movie narrative, and mise en scene as one of the elements of movie technique.

**1. Mise en Scene**

*Mise en scene* is the compositions of every physical object that seen in the framing of movie. According to Abram et al (2001, p.93), the elements that covered by mise en scene; setting, properties, costume, performance, position, lighting and color. In this research the writer only use two elements that are setting and performance. These elements are described below :

1.) Setting

A good setting is a setting that indicates the character’s habit, social position, lifestyle and personality because it will be linked with the character’s action and progression (Gianetti, 2011 p.322).

2.) Performance

According to Nelmes (2012, p.91), there are several signs to identify the character’s performance, that are facial expression, eye contact and eye movement, voice, physical gesture, and body movement. For example, how the character moves will determine their confidence, uncertainty, panic, and friendliness. Afterwards the facial expression also describes fear, anger, happiness, and sadness.

**2. Dialogue**

Dialogue is the conversational exchange between two or more people in the movie. Dialogue has major role since it triggers the story to move forward by



either elaborating on the plot or revealing something about a character through every piece of conversation, comment or speech. In addition, it also helps the audiences to understand the character’s personality, social and economic level, motivation and their information background (Moura, 2014, para 2).

**2.2 Previous Studies**

Study about human motivation to fulfill his or her need based on Abraham Maslow’s Hierarchy of Need theory was previously used in undergraduate thesis entitled *The Process Of Fulfilling The Belonging Needs In The Movie Gnomeo And Juliet* by a student of Brawijaya University, Siska Tyas Chrisnari (2014). This thesis used Abraham Maslow’s Hierarchy of Need theory, but she only focused on love and belonging need and esteem need. So, she did not analyze the other needs.

This second previous study is “Manifestasi Kebutuhan Bertingkat Tokoh Aya Kito Dalam Novel One Liter Of Tears Melalui Pendekatan Psikologi Humanistik Abraham Maslow” by Devi ShintaRachmawati (2013), a student of Brawijaya University. This thesis also used a theory from Abraham Maslow about Hierarchy of Need, but Devi ShintaRachmawati’s thesis focused more on the humanistic psychology. By using those two theses as the reference, the writer can understand how to apply the theory of Abraham Maslow to analyze the movie.

Other than that, the writer also can get large understanding about the references of the supporting theory from those theses. So, the current research and previous studies using the same theories of Abraham Maslow, still there is the differences



between them. Thesis by Siska Tyas Chrisnari more focus on the process of the main character in fulfilling his love and belonging need, and esteem need. Then the previous study by Devi Shinta focused more on the humanistic psychology. While the current study shows how the main character struggle in achieving his goal with love as his motivation.

### **2.3 Research Method**

This subchapter consist the explanation about the method that the writer used and the steps taken to find out the answer of the problem of study. The following are the steps that taken by the writer :

#### **2.3.1 Deciding the Object of the Study**

*Upside Down* movie was chosen as the object of this study after the writer watched it in several times to observe and understand about the character of Adam as the main character in this movie. *Upside Down* movie is interesting because it depicts the strong motivation of the main character in reaching his goal.

#### **2.3.2 Formulating the Problem of the Study**

After watching the movie, the writer formulates the problem of the study based on the issues which are found in the movie. The problem in this movie is what are Adam's needs in reaching his goal depicted in *Upside Down* movie based on Abraham Maslow's Hierarchy of Needs theory.

#### **2.3.3 Finding the Theory Related to the Study**

This problem of the study is about the needs which motivate Adam in reaching his goal. Further, the writer selects relevant theory to analyze the movie.



Thus, according to the problem of the study, the writer uses Hierarchy of Needs theory by Abraham Maslow and movie studies.

#### **2.3.4 Collecting the Data**

The writer collects the data which are dialogues and pictures from screen capturing process from the movie. Furthermore the writer sorts the data that has been collected based on Hierarchy of Needs theory by Abraham Maslow.

#### **2.3.5 Analyzing the Data**

The writer classifies the data based on human motivation in five level of need, those are physiological need, safety need, love and belonging needs, esteem need and self actualization need. Then, the writer analyzes and interprets the data based on related theory.

#### **2.3.6 Drawing Conclusion**

In the last steps, conclusion is written to conclude the analysis about the topic in this research.

### CHAPTER III

## FINDINGS AND DISCUSSION

This chapter is about the answer of the research problem concerning to the objective of the study mentioned in Chapter I before. This section will present the analysis of Adam's motivation and needs in reaching his goal depicted in *Upside Down* movie. Adam's motivation will be analyzed based on hierarchy of needs in motivation theory by Abraham Maslow.

In the chapter II, it has been described that humans always have motivation to fulfill their need. According to Abraham Maslow's theory, needs can be arranged through a hierarchy. Those needs are arranged from the basic need to the higher needs. As mentioned in Chapter II before, there are five primary levels of human's needs. The basic need is physiological, then safety, love and belonging, esteem, and the higher need is self actualization.

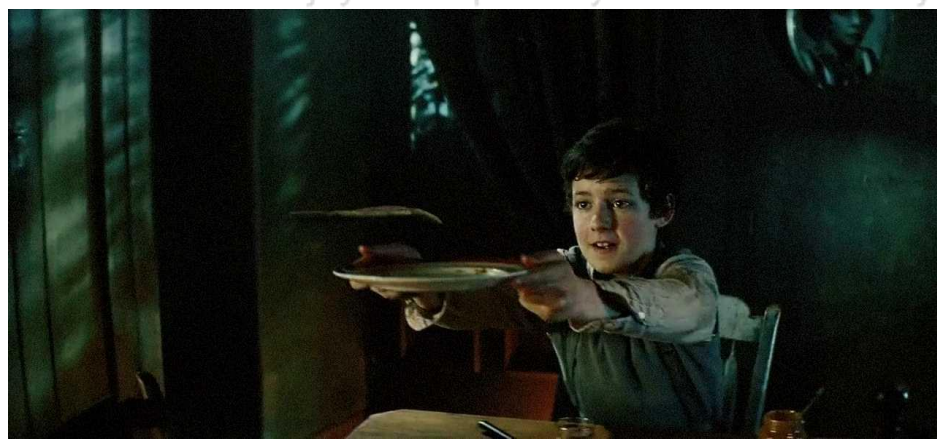
So, for the first the writer analyze Adam's satisfaction in physiological need, need for safety, and love and belonging need as the very basic need. Then moves to the esteem need, and last the higher need is self actualization.

### 3.1 Adam's Physiological Need

According to Maslow (1987, p. 38), physiological need is the most important thing for human being to survive in the world such as food, water, air,



mineral, and so on. However, in this Upside Down movie, data showing that Adam can fulfill his physiological needs is very limited. The only data which can show that he can meet this need is that he is happy when he can enjoy aunt Becky's Flying Pancake which is very tasty. It can be seen in this Figure 3.1 below :



**Figure 3.1 Adam Catch Aunt Becky's Flying Pancake (Solanas, 2012, minute: 00.05.16)**

Figure 3.1 shows how happy Adam when he gets his Pancake from his aunt, Becky. Adam can eat Flying Pancake when he visits aunt Becky. It is because Flying Pancake is a secret recipe which is known only by his mother's family. So according to the explanation, Adam can fulfill his physiological need through aunt Becky.

**3.2 Adam's Safety Need**

If the physiological need has been fulfilled, then safety need will emerge. Safety need is described as need to feel safe, peace, freedom for fear, chaos and anxiety (Maslow, 1987, p. 39). In this movie Adam try to fulfill this need by himself.



### 3.2.1 Home Makes Adam Feel Safe

According to the story Adam is an orphan who lives in orphanage in Down Below. If Up Top is grown rich and prosperous, then life in Down Below is the opposite. Only the poor live there. In the monologue below shows that how

Adam as a resident in Down Below must fullfil his safety need :

Adam : “Up Top had grown rich and prosperous. While here, Down Below, we stole inverse matter from Up Top to heat our homes and to survive”(Solanas, 2012, minute: 00.02.56)

In order to fullfil his safety need, he tells that they stole inverse matter from Up Top to heat their home and to survive. It means that home can makes Adam feel safe because in home he can warms him up. Home can also protect humans from the rain, the heat of the sun, and the cold weather in the outside.

Thus, it is clear that Adam has struggle to fullfil his safety need.

### 3.3 Adam’s Love and Belonging Need

As social creature, human being cannot be separated from interaction each other. They cannot live without another human, they need help from other and also emotionally motivated to build meaningful relationship. People will feel lonely when they have no friend or someone they loved, then they will struggle to belong to the family or group, to be loved, to have children, and go to anything place they can both giving and receiving love from each other (Maslow, 1987, p.43). That statement is clearly shown in the movie, how Adam struggle so hard to fullfil this need. As mentioned before, love is the main Adam’s motivation.





There are two people who help Adam to fulfill this need, they are aunt Becky and Eden.

### 3.3.1 Adam Gets Affection From His Aunt

As mentioned before, Adam is an orphan. When he was child, his family was died from an oil explosion caused by Transworld. The only family he has is his aunt, Becky. As an orphan Adam lives in orphanage. Because he do not have parents, he can not get the proper affection like the other children. Fortunately every weekend he can visit his aunt, Becky. Becky is a warm person, and he very loves his aunt. It can be seen from his monologue above :

Adam : “As well as Becky, there were two things that I trully loved, model airplane and Becky’s flying pancakes.  
(Solanas, 2012, minute: 00.04.39)

Adam said that there were two things that he trully loved as his love for aunt Becky, model of airplane and his aunt’s flying pancakes. It is very clear that Adam is trully love his aunt. And so with Becky, she loved Adam very much. She had thought Adam as her own son. She also taught Adam about pink bees secret recipe who passed down from generation to generation which would be very useful for Adam in the future. As seen through the dialogue below :

Adam : Becky, how do they do that ?  
Becky : It’s all in this book. It was passed down to my mother from hers, and of course I would have given it to your mother. One day, when you grow up it will be yours.  
(Solanas, 2012, minute: 00.05.30)

Because Becky had thought Adam as her own son, so Becky felt that she should teach something useful for Adam’s future. Therefore, he gave Adam that secrete pollen of Pink Bees to be useful for him, so he could survive.



**Figure 3.2 Becky’s Affection For Adam (Solanas, 2012, minute: 00.05.46)**

According to the figure 3.2 can be seen from Becky’s gesture and the facial expression that she is really love Adam. Her hands which holding the back of Adam's neck showed that she cared for him, and she tried to comfort him.

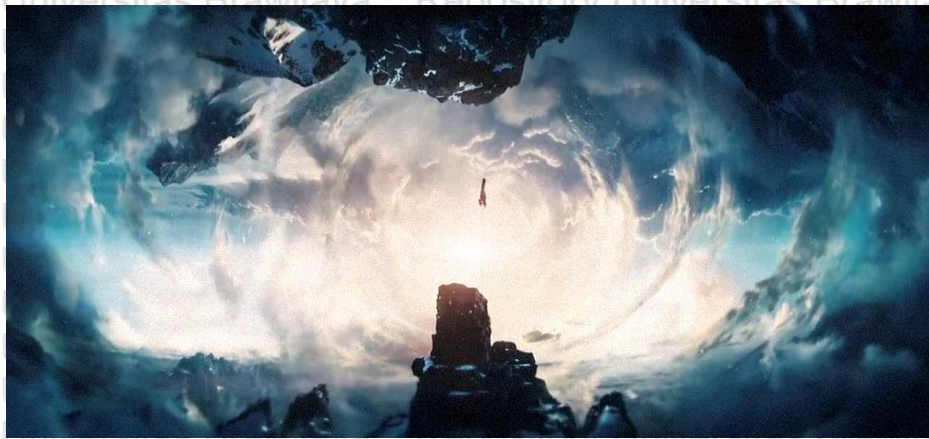
Thus, that is how Adam gets affection from his aunt. It can be concluded that Adam can fullfil his need to belong to be a family.

**3.3.2 Adam’s Relationship with Eden**

Eden is the main motivation for Adam. He will do anything to be united with Eden. Unfortunately Eden is a girl who lives in Up Top. According to the law of their world, a person from Down Below going Up Top (or having contact with anyone from Up Top) is strictly forbidden and can be punished by incarceration or death. It means that they never can not be together. However, Adam believes that love can be stronger than gravity.

Adam and Eden met when they were child. At that time, Adam who was collecting pollen from Pink Bees went too far. Until finally he was at the top of the cliff that was very close to the Up Top, and there he met Eden. They fell in love since the first time they met. Then their relationship continues until they

grow up. Unfortunately, because Adam and Eden from different gravity, they have to struggle when they want to met. It can be seen in the figure below :



**Figure 3.3 Adam Tries to Pull Eden to the Down Below Using A Rope (Solanas, 2012, minute: 00.09.47)**

The figure 3.3 shows that Adam is tried to pull Eden to the Down Below using a rope. This is agree with Maslow (1987, p.43) that people will go to anything place they can both giving and receiving love from each other. It can be conclude that they will do anything to fullfil their need of love.

Unfortunately, on that day there was an accident that made Eden got injured on her head, and eventually they were separated. Then the plot move into ten years later. Adam thought that Eden was dead, until someday he watch Eden appear on a TV show. From there he knows that Eden works in “Transworld” company. It is the only physical connection linking the two worlds. Adam is very happy to know that Eden is still alive. Then he decided to meet Eden through the Transworld company. Using his formula from the pollen of pink bees, Adam begins to work in Transworld company. After he entered Transworld, he tried to reach Eden.



(a) (b)  
**Figure 3.4 Adam Puts A Lot of Iron on His Body**  
 (Solanas, 2012, minute: 00.42.41& 00.43.32)

The figure 3.4 portrays that Adam puts a lot of iron on his body and his legs. The iron is used to gain his weight thus he can stand upside down. On the other words those iron can make him walk in the Up Top. While at the Up Top, Adam using the identity of his friend from there named Bob to keep him from getting caught. Then he finally can meet with Eden. Unfortunately, due to the accident which Eden got when she was young made her amnesia. She can not remember Adam. However, Adam do not give up. Because of the power of his love for Eden, Adam keep struggling so he can unite with Eden. Unfortunately, it is a natural law that Adam is a people from Down Below, thus how hard hee tried to be in the Up Top, he had to keep coming back to Down Below. The iron which he puts on his body slowly heats up and starts to burn his skin. So he had to get back and leave Eden who could not remember him that was getting attracted to him. After several times finally Adam's efforts is paid off. Eden calls Adam and she wants to meet with him as narated in the dialogue below :

- Eden : What happen to you ?
- Adam : Listen. I'm so so sorry for disappearing on you like that. I've been meaning to call you.
- Eden : Alright. Well, I'll let you make it up to me. Take me to lunch ? You can come up with a better story by





They run through the forest, then they jump between Down below's and Up Top's gravity. They stopped on a stone block hanging by a rope, trying to find a way out. Unfortunately the police shot one of the ropes that sustain the stone block, and eventually they fell. Eden tried to cling to the rope with one hand, and his other hand held Adam's hand so that he would not fall.



**Figure 3.5 Eden Hold Adam's Hand So He Would Not Fall (Solanas, 2012, minute:01.25.16)**

It can be seen in the Figure 3.5 that Eden and Adam are trying to save their lives. She tried to hold Adam's hand in order not to fell. But Eden could not hold back Adam's body. Adam can not to see Eden in pain because of him, then he decided to let go off the hand of Eden. At the end Adam fell to Down Below, and Eden was caught by the police. From the scene above, it can be seen that Adam and Eden struggling to protect each other, that they want to be together. Based on the datas consisting of figures and dialogues above, it can be conclude that Adam and Eden struggling and willing to doing anything in order to they can be together. They are against the law and gravity, and put themselves in danger so they can unite. This is in line with Maslow's statement that people will struggle to belong to the family or group, to be loved, to have children, and go to anything

place they can both giving and receiving love from each other (Maslow, 1987, p.43).

### 3.4 Adam's Esteem Need

The following need after love and belonging has been fulfilled is esteem need. According to Maslow (1987, p.45), esteem need is classified into two types; first is need for self esteem and the second is need from the other. Thus, the analysis of esteem need will be divided into two sub chapters.

#### 3.4.1 Esteem From Adam Himself

When he was child, Adam inherited Pink Bees pollen recipe by his aunt. Fortunately, Adam is a smart person and he is a hardworker. Adam is able to create anything from the pollen. When he is grown up, he works with his friends Albert and Pablo in a place some kind of laboratory. In there he developed his discoveries from the pollen. His main project with the pollen is he tries to create beauty cream that able to make wrinkled faces become tight instantly. He is trying to develop this project so he can use it to work in Transworld company. That is the reason he work so hard on it.



**Figure 3.6 Adam Is A Hardworker**  
(Solanas, 2012, minute: 00.15.45)



From the Figure 3.6 it can be seen that Adam always work hard to create something. His facial expression shows full of seriousness while he work. In his work table there are so many materials and equipment for his research. From a book given by his aunt, he created a concoction from Pink Bees' pollen. With thoroughness he mixes Pink Bees pollen with some other ingredients. The result of his work was very satisfy. Where that concoction can do a magical thing, like reviving the flowers that have withered and fly the origami aircraft.



**Figure 3.7 Adam Working on Beauty Cream  
(Solanas, 2012, minute: 00.17.58)**

Then in Figure 3.7 shows that he is working on her beauty cream project using Pink Bees' pollen. Unfortunately, the cream is still not working properly. He tried the cream on a statue. First of all, he smeared it on the statue. In the first minute the cream worked, the wrinkles on the statue disappeared and the face of the statue became instantly tight. Then in the next minute the face of the statue slacked back. However Adam does not give up, he keeps working hard. He always experiments day and night to make that beauty cream to work well. He believe that his cream will be a great product.





**Figure 3.8 Adam Satisfaction With His Work  
(Solanas, 2012, minute: 00.21.39)**

Until finally in the Figure 3.8 the expression of Adam's face shows a satisfaction with the results of his hardwork so far. He smile happily while he look at his formula. From those some datas above, it can be concluded that Adam can satisfying his self esteem need because he gets his self confidence.

### 3.4.2 Esteem From The Others

Adam has been able to fulfill his self esteem. However, according to Maslow (1987, p. 45) humans also need appreciation, reputation, status, fame and glory from the others about what they do. Especially appreciation from someone who they love.

In this movie, Adam is trully love to Eden. He wants an appreciaton from her. It clearly depicted when he meet Eden in her office. Adam tried to get to the Up Top by putting iron on his body, so he could stand upside down. In there he see that Eden have a project on an origami tower. But, it seems not work properly. By using the pollen of pink bees Adam shows to Eden how he fix her project to be perfect origami tower.



**Figure 3.9 Adam Fix Eden's Origami Tower  
(Solanas, 2012, minute: 00.47.03 and 00.48.05)**

It can be seen from the figure 3.9 picture (a), Eden origami tower can not stand properly. Then that origami tower can stand perfectly after Adam fixes it using the pollen concoction. Eden looks very amazed at what Adam has done to her work. It is also supported with narrated in dialogue below :

Adam : Anyway, I thought the product might be of some use ..

Eden : Oh! That's amazing! It's perfectly straight! What is this stuff ?

Adam : It's top secret actually.

Eden : I like secret!

(Solanas, 2012, minute 00.48.01)

From the figure and the dialogue above, it is very clear that Eden was amazed by what he had done. After Adam get appreciations from Eden, he also get it from the Transworld. As mentioned before that Adam used his beauty cream project to work in Transworld company. After he successfully worked at the Transworld company, he got a chance to meet with the president in the company.

The president was admitted Adam's ability is narrated in the dialogue below :

President : Are there any question, Mr. Kirk ?

Adam : Well yeah, I was just wondering what all this people on my side do?

President : They are merely "adapters". They adapt our products to your world. You, on the other hand, have a real opportunity here. Company policy doesn't normally allow for someone

from Down Below to hold such an important position, but we're making an exception in your case.  
(Solanas, 2012, minute: 00.27.19)

In the dialogue above, the president said that their company make an exception for Adam. Because usually they do not allow people from Down Below work on there. The exceptions were made because Adam's ability and the products he offered for Transworld were thought to be able to provide enormous profits for the company. Unfortunately he still need to work hard for the beauty cream. Then finally, after he work very hard in order to makes his cream to be perfect, he gets opportunity to show it up in front of the president and people in the Transworld.



**Figure 3.10 Adam's Beauty Cream Works Well**  
(Solanas, 2012, minute: 01.08.07 & 01.08.46)

Adam proves his ability that he can make the beauty cream work well.

In Figure 3.10 picture (a) looks a woman with wrinkled face. Then in Figure 3.10 picture (b) shows that after a view minutes the cream is working. The woman's face looks incredible tight and young again. All the spectators were amazed by that result. They applause on Adam that shows in Figure 3. 11 above.



(a) (b)  
**Figure 3.11 Everyone Applauded on Adam (Solanas, 2012, minute: 01.08.55 & 01.08.58)**

From the Figure 3.11 picture (a) it can be seen on the president's facial expression that he is very satisfied with Adam's work. Then in the Figure 3.11 picture (b) shows that everyone in the room give applause on him. Moreover some of them also shouted "Bravo! Bravo!". From those evidences above, it can be concluded that Adam gets esteem from the others, from Eden and people in Transworld. Thus, it means that he can satisfaction his esteem need from the others.

**3.5 Adam's Self Actualization**

According to Maslow (1987, p.46) Self actualizing person is someone who realizes and understands his potential, capability and desire. Then, he tries to make his or her potential, capability and desire to be actualized. In the Upside Down movie, Adam as the main character can make his potential and desire to be actualized.

As mentioned in the beging of the analysis, the main motivation that greatly affects Adam is love. He will do anything and struggling very hard to be



unite with Eden, a woman from Up Top that he trully loved. Besides, Adam also someone who has a great ability to create something magical using Pink Bees pollen. And after analyzed, self-actualization of Adam which he can get in this movie will be explained below :

**3.5.1 Adam Is A Great Inventor**

At the beginning of the story mentioned that Adam knew the secrete recipe about the pollen from Pink Bees obtained from his aunt. And when he grew up he could use the recipe very well. Because he is smart and also a hard worker, so there are many magical things he can do using the pollen. Such as reviving the wilted flower, make the origami plane fly in real, fix Eden’s origami tower, and one of his biggest projects was the beauty cream that he created from the pollen. Those beauty cream is able to make human faces which is looked old and have a lot of wrinkles become tight and beautiful in a moment. Thanks to that product he can work in Transworld and meet again with Eden. Apparently, besides the cream, there is a great discovery that he has done. He managed to make objects can be in two gravity.



**Figure 3.12 Adam is Able to Make An Objects Be In Two Gravity (Solanas, 2012, minute: 01.15.59)**



The Figure 3.12 shows that Adam is able to make objects be in two gravity. He shows his experiment to one of his friends named Bob. Bob is someone who lives in Up Top, who used to work with Adam at the Transworld company. Bob is also a smart person in making inventions. From there, Bob develops Adam's experiments.



**Figure 3.13 Bob Can Stand In Two Gravity (Solanas, 2012, minute: 01.34.29)**

Bob developed Adam's experiment, he can managed to get a human to stand in two gravitations without need to attach lot of iron in order to gain the weight of the body. In the end of the story, Adam is surprised by Bob's arrival. He did not think Bob could go to Down Below. Then Bob tells that he used Adam's invention that could make a person stand on two gravity. Eventhough with the help of his friend, Adam prove that his ability is useful for many people because his discovery can make people unhindered by gravity. It can be seen in the Figure 3.14. From the evidences and the explanations above it can be concluded that Adam can get himself actualizing his ability. And his invention can be useful for other people.



**CHAPTER IV**

**CONCLUSION AND SUGGESTION**

**4.1 Conclusion**

The writer has found the need to be met by Adam in reaching his goal. It based on motivation theory by Abraham Maslow. According to the analysis of the movie, hierarchy of need by Abraham Maslow appear in chronological order. The basic need which should be fulfilled first by Adam is physiological need. Then followed by safety need, love and belonging need, esteem need, and the last is self-actualization. And the main motivation that affects Adam is love and belonging need.

The main goal in Adam's life is that he want to be with the woman he loved so much, Eden. In reaching his goal, Adam has fulfilled his needs. His basic need that he has fulfilled is physiological need. Physiological need consist of food, water, excretion, calcium, oxygen, protein, and other vitamin and mineral.

Fortunately his aunt, Becky, can help Adam to satisfy that need. Every week Adam goes to Becky's house to eat a very delicious Flying Pancake.

After he can satisfying his physiological needs, then the next that he must fulfill is safety need. As an orphan that living in Down Below, Adam must fulfill safety need by himself. Because of the hard life in the Down Below, Adam was forced to steal inverse things from Up Top to warm his home.



Then, the most affecting Adam's motivation is the need of love and belonging. His aunt, Becky, is the only family that can give affection for Adam. It is because Adam is an orphan. Becky also tells about the secret recipes made from Pink Bees pollen to Adam that will be very useful for Adam in the future.

Besides, Adam also want to fulfill love and belonging need from Eden. He will do anything to be united with Eden. After knowing Eden worked in Transworld, Adam was motivated to work there as well. Adam even willingly opposed the law of gravity to meet Eden.

While Adam fulfill his Love and belonging need, he also satisfied his esteem need. Based on analysis, Adam get esteem from himself and from the other. He can prove his ability in making inventions that are very useful to others by using the pollen from Pink Bees. He managed to works in Transworld company and create a beauty cream that can make wrinkles in the face disappear instantly. He also can fix Eden's origami tower.

When Adam try to fulfill his Love and belonging need, he also can reached his self-actualization. As mentioned before, Adam wants to be with Eden so badly. However after he reaches the peak of his problem, he realizes that he must defeat his ego to be able to unite with Eden. He do not want Eden to be hurt because of him. At that moment, Bob, one of Adam's friend from Up Top brings good news to Adam. Adam's invention is able to make a person stand on two gravity. His ability to do a convention can be actualized, and it becomes useful for everyone.





Based on the explanation above, Adam can reveal his need based on the Abraham Maslow's theory Hierarchy of Need. The very basic need he should satisfy first is physiological need, then safety need, love and belonging need, esteem need, and the higher level is self-actualization. This is in line with Maslow's theory that people have to fulfill their four basic need before achieve the highest level of need (Maslow cited in Feist & Feist, 2008, p.289).

#### 4.2 Suggestion

After reading the analysis of this study, the writer hopes the reader can get a new information about physiological issue in literature, especially about motivation theory by Abraham Maslow. There are many aspects can be discussed from *Upside Down* movie by Juan Diego Solanas. Therefore, it is suggested for the next researcher to analyze the other aspect that appears in this movie. For example, the next researcher can use Marxism theory by Karl Marx since this moviestory tells about social class differences. Where the poor in Down Below and the rich at Up Top are separated by law and gravity. And the poor are strictly forbidden to establish relationships with the rich. Moreover, the next researchers may keep using the motivation theory by Abraham Maslow but they can have different object to be analyzed.

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