# THE INFLUENCE OF TRUST IN THE SUCCESS OF THE MAIN CHARACTER IN THE MOVIE *BURNT* BY MICHAEL KALESNIKO

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| Abstract | Article Information |
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| *This study aims to analyze the influence of trust in the main character's achievement in getting success in the movie Burnt by Michael Kalesniko. There are two objectives of this research. The first is to identify the types of beliefs in the movie. The second is how trust affects the success of the main character in the movie. The theory used in this study is Abraham Maslow's hierarchy of needs with the influence of trust as the key to success. Trust is used to see the achievement of the main character in passing each level of needs and its influence on the success contained in the film. The method used in this research is qualitative descriptive. The researcher found types of trust such as cognitive trust and affective trust. Each of these types is inseparable from how the main character meets each level of the hierarchy of needs. The trust that was initially based on the logic and ability of the main character grew stronger and gave rise to emotional trust that led to him succeeding in achieving success. The researcher concludes that trust is very influential to achieve success through the hierarchy of needs in the Burnt movie.*<br><br>***Keywords: Trust, Success, Hierarchy of Needs, Main Character*** | |

## INTRODUCTION

Essentially, humans have to survive by fulfilling needs. By nature, human always search for the satisfaction of basic needs such as food, shelter, love, etc. If the needs are not being fulfilled, a person tend to be stressed out and lost the purpose of life. If the needs are fulfilled, then that person would feel satisfied but after that there will be the next level of

needs and they must be fulfilled. In short, the needs are most important thing in human life and has to be fulfilled. Within psychology of literature, hierarchy of needs is a psychological theory of needs proposed by Abraham Maslow. Abraham Maslow argues that human needs at low levels must be fulfilled or at least sufficiently fulfilled first, before higher level needs become motivating. According to Maslow's Hierarchy of Needs (2013), human needs can be grouped into five groups according to their order of importance, the first is physiological needs, safety needs, social needs, esteem needs, and the last is self-actualization needs. In achieving satisfaction of needs, the person must do it gradually, no matter how high the level has been passed, if the level below experiences dissatisfaction or their satisfaction level is still very small, then the person would return to that insatiable level.

Through the hierarchy of needs, humans can make target points which will further their progress step by step leading to success. According to Olson (2017), success is about making proactive and purposeful decisions each day about what is important to you, and creating goals that are linked to what you value and dream off achieving. Therefore, in order to achieve success, one must start fulfilling their hierarchy of needs accordingly. Through the theory of the hierarchy of needs, the method achieve success can be more focused and not diverge from the original goal.

After having target points to get success, humans need trust to achieve these targets. Trust is a relationship that is shown by a person to another person or group. According to Mayer (1995), trust is the willingness of a party to be vulnerable to the actions of another party based on the expectation that the other will perform a particular action important to the trustor, irrespective of the ability to monitor or control that other party (p.712). With trust, whether it is based on logic or emotions, humans can build connections that will influence each other to reach their respective target, achieving success. According to Winarno (2004), influence is power arising from an object or person and also internal symptoms that can make changes to anything. Therefore, in order to achieve success, humans need achievement targets, which can be done through the hierarchy of needs theory, and the influence of trust is needed to achieve those targets.

*Burnt* (2015) movie is chosen by researcher to analyze because it shows the reality of a chef's work environment. In *Burnt*, the passion for food, taste, art and culinary expertise is well portrayed by the main character, Adam Jones, a two Michelin star chef who after spiraled into self-destructive behavior of drug abuse, intends to redeem himself and get his third star. Adam has established bad reputation and unstable relationship with his colleagues, but then he reformed, gaining his friends' trust, run a new restaurant and get his third Michelin star as his self-actualization. The researcher is interested in analyzing the influence of trust carried out by the main character of *Burnt* in achieving his success, which is getting the third Michelin star. This research strictly focuses on the types of trust that lead to achieving success or self-actualization in the *Burnt* movie. The aforementioned self-actualization in this research refers to Adam getting his success, the third Michelin star. The researcher believes that the movie portrays each stage of Maslow's hierarchy of needs theory accordingly, as self-actualization must be an ultimate objective and fulfilled gradually.

## LITERATURE REVIEW

### Hierarchy of needs

Abraham Maslow proposed that there are five stages of human needs. Humans have tendency to achieve their needs as they live. However, every level of needs can be fulfilled only if the previous levels have been or are relatively satisfied.

a. Physiological Needs

These needs include the things that are basic but vital for survivability. According to Maslow in Sobur (2013) physical needs is the most basic and most powerful, because it is to survive physically. Furthermore, according to Maslow in Farozin and Fathiyah (2004), physical needs are the most important needs to satisfy because it is related with life existence, such as the need of food, water, oxygen, activity, rest, temperature balancing, and more.

Essentially, physiological needs cannot be separated from human's life because this need is a crucial need for human. Humans need to breathe, food, water, shelter, clothes, and sleep as the basic necessities to survive and live. Hence, physiological needs in the hierarchy of needs are very important to be fulfilled first before the next stages of needs.

b. Safety Needs

According to Maslow in Sobur (2013), safety needs include the needs of protection, security, law, freedom from fear and anxiety. The needs of safety are needed for feeling freedom from fear and anxiety, to keep existing and safe from danger. In this level, the needs for security and safety become the main needs. People want to control their lives, so the needs for safety and security could become a big impact to their behaviour at this level.

Cherry (2015) also states that health also becomes one of the safety needs because when a human is free from illness they can work and get the money and do their activity with healthy body (p.1). Humans who experience illness, injury and disability tend to be at disadvantage when it comes to their work or career. As such, it is expected for humans to spend their finance for medical treatment and proper rest for recovery.

c. Social Needs

Social needs in Maslow's theory include needs such as the desire to marry, have a family, be a part of communities or religious group, a brother in fraternity or even being a part of a gang. This is due to humans always seeking love and belongingness. Maslow (1954) stated that if both physiological and safety needs has been fulfilled, the love and belongingness needs will rise. Humans are social beings, and tend to feel loneliness over time, so that is when the necessity to have a friend, partner, children or supporting community rises.

Humans always seeking love and belongingness. According to Maslow in Farozin and Fathiyah (2004), love and belongingness needs encourage people to make affective contact or emotional bond in the form of a feeling of love and to be loved by another people in the environment. Furthermore, according to Cherry (2015), it is important for people to be loved and accepted by other people in order to avoid problems such as loneliness, depression,

and anxiety (p.6). Hence, the consequence of social needs not being fulfilled is mental by nature so humans need to have a companion in their life to avoid such mental problems.

d. Esteem Needs

According to Maslow in Sobur (2013), esteem needs have two kinds of award, those are respect for the judgments of others and respect for self. The first one is the need for respect from others, such as the need for status, fame, glory, recognition, attention, reputation, appreciation, dignity, even dominance. The second is the need for self-respect including obtaining or experiencing confidence, competence, achievement, mastery, independence, and freedom.

Furthermore, according to Cherry (2015), in this esteem needs, people look for a sense which can make them valued for other people and can make a big contribution for many people, like participation in professional activity and accomplishment academic even in athletic participation (p.1). Moreover, hobbies also can be beneficial in fulfilling the esteem needs. If the achievements of esteem needs are fulfilled, this success will be a huge moral boost for humans to reach next achievement. If their esteem needs are not achieved, this failure can make humans be disappointed and either they can start over and do better to get that achievement, or they can experience mental problems caused by despair over these needs. Therefore, to fulfill the esteem needs, humans need to think that they have a certain worth by others and they are making an important contribution in professional activities or interests. Having personal hobbies can also have a role in fulfilling the esteem needs.

e. Self-Actualization

On the highest level of hierarchy of needs, when all of other needs are fulfilled, is self-actualization. According to Maslow in Sobur (2013), actualization is a desire to be self and be anything on his own ability to realize the highest potential in self. Essentially, the self-actualization is not about finding the needs of physiological, safety, social, and esteem, but these needs is about to find the latent potential motivation within humans to hone it.

Maslow (as cited in Cherry, 2015) also stated, that human must find their potential ability so that he or she is able to be what he should be, because this need is seeking for potential skill of human. Essentially, the self-actualization is not about finding the needs of physiological, safety, social, and esteem, but these needs is about to find the latent potential motivation within humans to hone it. It is important for human to find their potential because their potential can be important for job or hobbies that can make them be considered successful.

**Trust**

Trust is a relationship that is shown by a person to another person or group. According to Mayer (1995), trust is the willingness of a party to be vulnerable to the actions of another party based on the expectation that the other will perform a particular action important to the trustor, irrespective of the ability to monitor or control that other party (p.712). Hence, trust have an important role in a group or team relationship.

Working together often involves interdependence, and depend on others in various ways to accomplish their personal and organizational goals. According to Chhetri (2014), there are two types of trust.

    a. Cognitive Trust

Cognitive trust is the kind of trust that comes from the self-contemplation, thinking of someone else based on their competence, and choosing whom to trust based on rational judgments or according to logical thinking and judgment about another person's trustworthiness.

    b. Affective Trust

Affective trust is the kind of trust that comes from the intuition, which means trust based on emotional ties and relationships that are closely interpersonal. This kind of trust tend to vary and often baseless.

## RESEARCH METHODOLOGY

This research used qualitative descriptive method considering the data used in this research are narrative dialogue in a movie. First, the researcher watched the movie closely which required a very thorough watching to identify each scene and dialogues in the movie. Second, the researcher comprehended the context of the scene or dialogues between the main character and other characters. Third, the researcher selected the scenes and dialogues that related to the trust influencing success of the main character. The last, the researcher examines the meaning of the context and related them to the trust influencing the needs in the hierarchy of needs theory.

For the analysis and interpretation, the researcher then commits to three stages of data analysis. First, by data reduction, the researched examined from all of the collected data to be the most relevant excerpts. Second, by data displaying the reduced data by describing them into paragraphs. Lastly, by conclusion drawing, the researcher concludes the result of the research problem using the theory that the researcher has chosen.

This research uses theory triangulation since the researcher uses more than one source as the media for data collecting and interpreting either for the movie and the theory. The researcher is not only analyzing the data using hierarchy of needs theory by Maslow and also uses the concept of trust supportive theory to identify the factor that the main character needs in gaining success in movie *Burnt* by Michael Kalesniko.

## FINDINGS AND DISCUSSIONS

The researcher describes the findings through analysis and interpretation using the hierarchy of needs theory by Abraham Maslow. The objective is to identify and describe on the data of influence of trust within the main character to achieve success and self-actualization, as portrayed in *Burnt* movie by Michael Kalesniko.

**The Types of Trust**

In this section of the research, types of trust found in the *Burnt* movie are described. Trust is divided into two types, that are cognitive and affective. The types of trust found in *Burnt* movie as follows:

a. Cognitive Trust

"Look, Mr. Jones, I just want to say, I... you've always been a hero of mine.
We studied your menus and recipes..."
"A hero or a god?"
"I... I don't know the difference." (Timestamp 09:30)

As shown by the excerpt above, there is a conversation between David and Adam, in which David praises Adam up to the point that Adam is idolized and become an inspiration for David. The excerpt above displays cognitive trust in a way that Adam's competency as a chef is so highly regarded that other chefs are inspired and even attempt to recreate his recipes. This high competency makes Adam obtain trust from his colleagues, even when they just met and have only been acquaintances.

"Papa wanted you to have his knives. Would you like me to send them?"
"Yes, please." (Timestamp 01:03:37)

In this excerpt, Anne says that her father who is a famous chef and teacher of Adam wants Adam to take his knife. This passing of knives means that Anne's father believes in Adam to be his successor. The cognitive trust shown in this excerpt is that Adam's ability as a chef is now further acknowledged by his teacher, a prominent figure in the culinary industry. Adam is shown to be skilled enough to be the successor of his teacher, symbolized by the passing of the knives which holds sentimental value for chefs.

b. Affective Trust

Adam   : You have a nice dress?
Helene : Excuse me?
Adam   : Do you have a nice dress? I got to go to this party, and, uh... you're
the only girl that I know, so...
Helene : Uh, yeah. Sure.
Adam   : Good. (Timestamp 01:01:19)

In this excerpt, Adam, who is ordered to find someone who can keep him out of trouble while attending an event, surprisingly chooses Helene despite their bickering. Helene is also shown quick to agree going with him with no objections. The affective trust shown in this excerpt is from Adam and Helene towards each other. Adam is in need to find a company for an important event and chooses to ask Helene because of his growing affection and comfort towards her throughout spending many times together. Meanwhile, Helene is also willing to keep Adam company because she mellows out for him since their initial constant bickering and now has genuinely bonding emotionally with Adam.

"We cook together. And we take care of each other."

"You can't do it alone. No one can."
"You have to trust us."
"Okay? We're your family." (Timestamp 01:30:28)

In the excerpt above, Helene tells a depressed Adam that she can get past this problem and get what he wants if Adam trusts in his team as the team did to him. This excerpt shows the affective trust that Adam's team has towards him. The team, represented by Helene, is willing to shoulder the pressure of Michelin test together so that Adam can achieve his goal which is getting the third Michelin star. At this point, the team's trust towards Adam is no longer just about his ability, but they have grown emotionally attached together, as Helene likened the team as family and taking care of each other.

**The Influence of Trust**

In regards to how trust influence the main character's success in *Burnt* movie, the researcher explains how the types of trust influence the hierarchy of needs. There are physiological needs, safety needs, social needs, esteem needs, and self-actualization needs. After the researcher classified the data based on the types of trusts, the researcher related the data to the main character's journey to success or self-actualization through Maslow's hierarchy of needs theory.

a. Physiological Needs

"You know he's in love with you, don't you?"
"Yes."
"He didn't relaunch the restaurant to impress his father. He did it for you."
"Yeah." (Timestamp 52:48)

Type of Trust: Affective

In this excerpt, Dr. Rosshilde is talking about Tony's love for Adam. The affection displayed by Tony is what makes Adam get the sponsor and thus, could make his life better and more stable. Tony's affective trust is influential for Adam's success because Tony's affection is what makes Adam able to get his sponsor and thus, fulfill his physiological needs.

b. Safety Needs

"Are you sure he's famous?"
"If you're a chef, he's like... The Rolling Stones."
"Oh." (Timestamp 10:34)

Type of Trust: Cognitive

In this excerpt, David's cognitive trust is shown in praising Adam's fame in the culinary and likened Adam to a popular band in the music industry, the Rolling Stones. By emphasizing on Adam's fame in culinary industry, David's trust is influential for Adam to achieve his safety needs and further his success. Adam's fame makes him easily recognizable and secure his safety on meeting strangers such as Sara, David's girlfriend.

c. Social Needs

"We can finish the meat on the fire. There's nothing wrong with that, but we use this to seal in all the flavors: vegetables, herbs, spices, marinades, anything you want sealed in. We adapt."
"You good?"
"I am. You?"
"Yeah. Good. Okay" (Timestamp 40:10)

Type of Trust: Cognitive

In this excerpt, Adam is discussing new recipe with Helene and displays his cognitive trust towards her decision due to his own awareness that he requires Helene's expertise. Adam's decision to trust Helene both fulfills his social needs and influence towards his success. Adam now gets to be closer and more receptive of Helene's suggestions, no longer bickering as much with her and thus, mitigating social conflict. In turn, this trust also allows Helene to be willing to help Adam with her area of expertise to make up Adam's shortcoming.

d. Esteem Needs

"Why'd you take care of me?"
"Cause I need you. We all do. If you understood that, you wouldn't fight so hard."
"Yeah?"
"You're better than me. Which makes you the best. But the rest of us need you to lead us to places we otherwise wouldn't go." (Timestamp 01:22:45)

Type of Trust: Cognitive

In this scene, Reece admits that Adam is better than him despite their rivalry. This is a clear display of cognitive trust and also the fulfilment of esteem needs as Adam's ability as a chef is even recognized by his own rival. With this esteem being fulfilled, Adam then further shown to be much more motivated to achieve his success, by being more confident and attentive leading his team. This affirmation made Adam, who initially wanted to give up, find his self-confidence and thus, Adam managed to fulfill his esteem needs.

e. Self-Actualization

"They're here."
"We do what we do."
"We what?"
"We do what we do. And we do it together."
"Yes, chef." (Timestamp 01:33:37)

Type of Trust: Cognitive

In that this excerpt, when the Michelin critics are at the restaurant to make their assessment, Adam chooses to forgo special treatments and simply trust his team to perform as usual due to his cognitive trust in his team's abilities as chefs. Adam's needs have been fulfilled at this point, making him more confident and steadier than ever.

This excerpt is a clear display that despite the critical moments, Adam is able to keep his composure and trust his team to deliver their best performance, no different than what they usually do every time they work together. This decision, resulted from all his needs being fulfilled, is influential towards his success and self-actualization, by getting his third Michelin star from trusting on his team's competence and as did the team trusts Adam as their competent leader.

## CONCLUSION

Based on the findings of this research, the researcher found two types of trusts in this movie. The first trust is cognitive trust with eleven data or seventy three percent of the data and the second is affective trust with four data or twenty seven percent of the data. Therefore, the type of trust that is dominant in the *Burnt* movie is cognitive trust. Based on discussions of this research, the researcher concludes that trust is very influential to achieve success through the hierarchy of needs in the movie *Burnt*. Starting from how the main character gets the physiological needs with cognitive trust and affective trust shown by the sponsor, up to how his trust in the skills he has to get what he wants become his fulfilment of safety needs and influence those around him. The trust that the influence the main character makes significant progress in their work and in the relationships between team members. After the social needs are fulfilled, the main character successfully got the esteem needs from the recognition and trust shown by his teacher and rivals. Finally, the main character trusts in the ability of his team when he goes through the last obstacle to get his actualization needs, which is his desire to become the best three Michelin star chef, and his mutual trust pays off in great success, achieving self-actualization.

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