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» : (Murray) . [ ] . [ ]

(Tension)



[ ] (Robbins) [ ] «

(Need)

[ ] (Deficit (Being motivation) motivation) » (Process Theories) « [ ] (Content Theories) (Growth motivation)

(Deficit needs) (Growth needs) (Being needs) (Expectancy « » Theory) » (Reinforcement) « » Theory) (Goal « » (Equity theory) « [ ] setting theory)

[ ] ( ) (Maslow's « » » Hierarchy of Needs Theory) » (Hertzberg's Two-factor Theory)

(McClelland and the need for Achievement) « (Alder's Existence Relatedness and « ERG » Growth Theory (ERG)) [ ]

« » (Safety needs) « » (Physical needs) « » (Social needs) « »

(Self- « » (Esteem needs) [ ] actualization needs)

» : (Lower- order) (Higher - order)



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( democratic ) ( spontaneous )

( problem-centered ) ( self-centered )

( stereotyped ) ( conformity )

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[ ] ( self actualization )

[ ] ( Q-sort ) »

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) POI

Personal Orientation Inventory (POI)

( Everett Shostrom )

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[ ] ( Hypochondriasis )

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( $\chi^2$ )  
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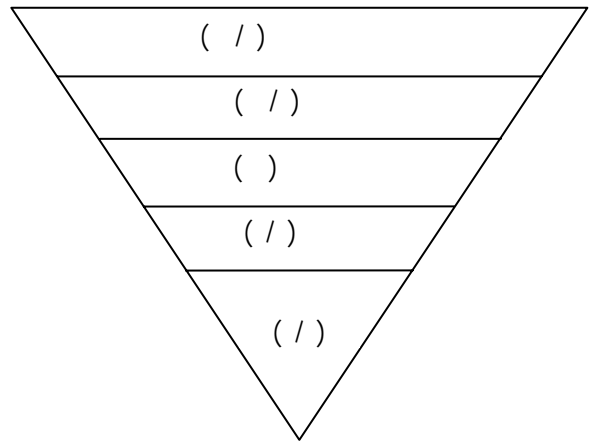
	$\chi^2$
	Df
p ≤ /	p-value

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p-value z  
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p-value z :

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