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(p < /)

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» : (Murray) . [] . []

(Tension)



[] (Robbins) [] «

(Need)

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(Deficit

(Being motivation)

(Growth motivation)

(Deficit needs)

(Growth needs)

(Being needs)

» « (Process Theories) «

[] (Content Theories)

(Expectancy « » Theory)

(Goal « » (Equity theory) «

[] setting theory)

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(Maslow's « » Hierarchy of Needs Theory)

» (Herzberg's Two-factor Theory)

(McClelland and the need for Achievement) «

(Alder's Existence Relatedness and « ERG » Growth Theory (ERG))

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

« » (Social needs) « »

(Self- « » (Esteem needs)

[] actualization needs)

» :

(Lower-

order)

(Higher - order)



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((spontaneous)

(democratic) (problem-centered) (

((self-centered) :

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(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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$$n = \frac{z^2 P q}{d^2}$$

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/ (content (validity)
 /) validity
 / ((differential validity) ()
 (construct validity)
 ((test – retest)

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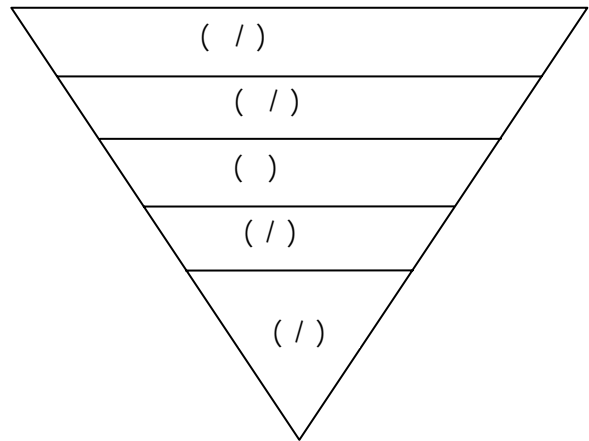
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	χ^2
	Df
p ≤ /	p-value

$(/)$
 (χ^2)
 $(p\text{-value})$
 (\dots)



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p-value z
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p-value z :

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. p ≤ / *

. p ≤ / **

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