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» : (Murray) . [] . []

(Tension)



[] (Robbins) [] «

(Need)

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(Deficit

(Being motivation)

motivation)

(Growth motivation)

(Deficit needs)

(Growth needs)

(Being needs)

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« (Process Theories) «
[] (Content Theories)

(Expectancy « » .
» (Reinforcement) « » 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)

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(Lower-
order)
(Higher - order)



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(democratic) (spontaneous)

(problem-centered) (

((self-centered) :

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

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/ (content (validity)
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 (construct validity)
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(χ^2)
(p-value)

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| | χ^2 |
| | Df |
| p ≤ / | p-value |

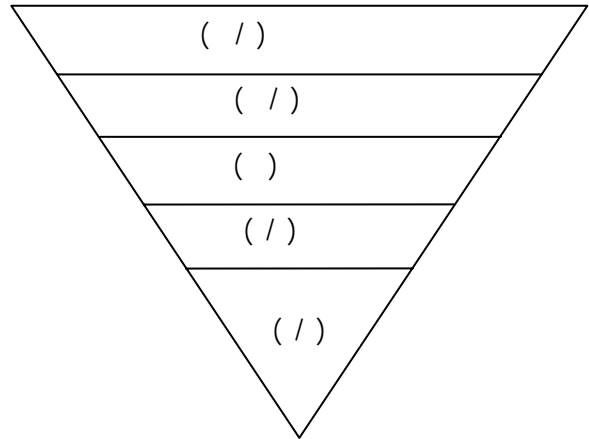
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p-value z
(z= / p= /)



p-value z :

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. p ≤ / *

. p ≤ / **

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