

Figure 1

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» : (Murray) . [ ]

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(Tension)



[ ] (Robbins) [ ] «

(Need)

[ ]  
(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)  
 ( (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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(differential validity) ( )  
 (construct validity)  
 ( ) (test - retest)

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p < /	p < /	p < /	p < /	p < /	N =

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( $\chi^2$  ( N = ) = p ≤ / )

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	$\chi^2$
	Df
p ≤ /	p-value

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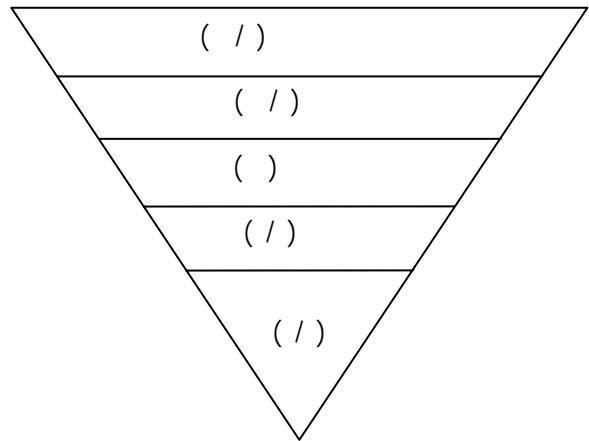




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p-value z

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p-value z :

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. p ≤ / \*

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