

# Contents

## SECTION I

### Achievement Motivation: Trends in Theory and Research

<i>Chapter 1</i>	INTRODUCTION Leslie J. Fyans, Jr. ....	3
------------------	---	---

## SECTION II

### Achievement Motivation Theory

<i>Chapter 2</i>	MOTIVATIONAL EFFECTS IN SO-CALLED TESTS OF ABILITY AND EDUCATIONAL ACHIEVEMENT John W. Atkinson .....	9
<i>Chapter 3</i>	THE ORIGINS OF COMPETENCE AND ACHIEVEMENT MOTIVA- TION IN PERSONAL CAUSATION Richard deCharms .....	22
<i>Chapter 4</i>	MOTIVATION, EVALUATION, AND EDUCATIONAL TESTING POLICY Kennedy T. Hill .....	34
<i>Chapter 5</i>	EFFECTS OF FAILURE: ALTERNATIVE EXPLANATIONS AND POSSIBLE IMPLICATIONS Margaret M. Clifford .....	96
<i>Chapter 6</i>	MOTIVATION AND EDUCATIONAL PRODUCTIVITY: THEORIES, RESULTS, AND IMPLICATIONS Herbert J. Walberg and Margaret Uguroglu .....	114
<i>Chapter 7</i>	A MODEL OF DIRECT AND RELATIONAL ACHIEVING STYLES Jean Lipman-Blumen, Harold J. Leavitt, Kerry J. Patterson, Robert J. Bies, and Alice Handley-Isaksen .....	135

**SECTION III**  
**Achievement Motivation and Life Span**  
**Human Development**

<i>Chapter 8</i>	<b>THE GRAYING OF AMERICA:          IMPLICATIONS FOR ACHIEVEMENT          MOTIVATION THEORY AND          RESEARCH</b> Martin L. Maehr and Douglas A. Kleiber ..... 171
<i>Chapter 9</i>	<b>MOTIVATIONAL DETERMINANTS          OF ADULT PERSONALITY          FUNCTIONING AND AGING</b> Joel O. Raynor ..... 190
<i>Chapter 10</i>	<b>A DEVELOPMENTAL PERSPECTIVE          ON THEORIES OF ACHIEVEMENT          MOTIVATION</b> Diane N. Ruble ..... 225

**SECTION IV**  
**Attributions and Achievement Motivation**

<i>Chapter 11</i>	<b>ATTRIBUTIONAL STYLE, TASK          SELECTION AND ACHIEVEMENT</b> Leslie J. Fyans, Jr. and Martin L. Maehr ... 249
<i>Chapter 12</i>	<b>A RE-EXAMINATION OF BOYS'          AND GIRLS' CAUSAL ATTRI-          BUTIONS FOR SUCCESS AND          FAILURE BASED ON NEW          ZEALAND DATA</b> John G. Nicholls ..... 266
<i>Chapter 13</i>	<b>MEASURING CAUSAL          ATTRIBUTIONS FOR          SUCCESS AND FAILURE</b> Timothy W. Elig and Irene Hanson Frieze ..... 289
<i>Chapter 14</i>	<b>ALLEVIATING LEARNED          HELPLESSNESS IN A WILDERNESS          SETTING: AN APPLICATION          OF ATTRIBUTION THEORY TO          OUTWARD BOUND</b> Richard S. Newman ..... 312

## SECTION V

### Sex Differences in Achievement Motivation

- Chapter 15*    **ACHIEVEMENT MOTIVATION AND  
VALUES: AN ALTERNATIVE  
PERSPECTIVE**  
    Jacquelynne E. Parsons and  
    Susan B. Goff ..... 349
- Chapter 16*    **ACHIEVEMENT AND VOCATIONAL  
BEHAVIOR OF WOMEN IN IRAN:  
A SOCIAL AND PSYCHOLOGICAL  
STUDY**  
    Farideh Salili ..... 374
- Chapter 17*    **WOMEN'S ACHIEVEMENT AND  
CAREER MOTIVATION: THEIR  
RISK TAKING PATTERNS, HOME-  
CAREER CONFLICT, SEX ROLE  
ORIENTATION, FEAR OF SUCCESS,  
AND SELF-CONCEPT**  
    Helen S. Farmer and  
    Leslie J. Fyans, Jr. .... 390

## SECTION VI

### Teacher Expectations and Achievement Motivation

- Chapter 18*    **TEACHER EXPECTATION AND  
STUDENT LEARNING**  
    Margaret C. Wang and Warren J.  
    Weisstein ..... 417

## SECTION VII

### Achievement Motivation: A Look Toward the Future

- Chapter 19*    **FROM SINGLE-VARIABLE TO  
PERSONS-IN-RELATION**  
    David E. Hunt ..... 447
- Author Index* ..... 457
- Subject Index* ..... 465