

Contents

	Editor's Introduction	vi
1	Personal Sources of My Intellectual Interests Selected Writings	1
	PART ONE MEASURING HUMAN MOTIVES	33
2	The Effect of Need for Achievement on Thematic Apperception	35
3	Motive Dispositions: The Merits of Operant and Respondent Measures	53
4	Relation of Experiences in Early Childhood to Adult Motive Levels	83
	Why Should Childhood Experiences Be So Important?	83
	Sources of Adult Motives in Patterns of Parent Behavior in Early Childhood	89
	PART TWO THEMATIC PSYCHOLOGY	109
5	The Psychology of Mental Content Reconsidered	111
6	The Harlequin Complex	119
7	The Empire-Building Motivational Syndrome	147
	PART THREE THE KEY VARIABLES IN HUMAN PERSONALITY	175
8	Interrelation among the Basic Personality Variables: Predicting the Concrete Act	177
9	Is Personality Consistent?	185

10	How Motives, Skills, and Values Determine What People Do	213
PART FOUR COMPETENCE		237
11	Testing for Competence Rather Than for “Intelligence”	239
12	Testing the Impact of Liberal Education at “Ivy College”	263
13	The Leadership Motive Pattern and Long-Term Success in Management	293
14	Entrepreneurship and Management in the Years Ahead	309
PART FIVE HEALTH		325
15	Drinking as a Response to Power Needs in Men	327
16	Motives as Sources of Long-Term Trends in Life and Health	343
PART SIX CHANGE		365
17	The Impact of Achievement Motivation Training on Small Businesses	367
18	Managing Motivation to Expand Human Freedom	393
19	Effects of Child-Rearing Practices on Adult Maturity	411
20	Summary: My View of My Main Contributions	447
	Publications: A Chronological Bibliography	467
	Author Index	479
	Subject Index	485