## **CONTENTS**

Chapter One Introduction	_ 1
Section I NEED REDUCTION THEORIES	
Basic Principles of Freud's Theory of Motivation  Basic Principles of Freud's Theory, 9 • Structure of Personality, 14 • Instincts, 18 • Formal Models of Thought and Action, 19 • Scientific Method, 23 • Formation of Culture, 25 • Ego Psychology, 26 • General Evaluation, 27 • Selected Research Topics: Instincts, 28 • Aggression, 32 • Sexual Motivation, 51 • Dreams, 60 • Defense Mechanisms, 64 • Delay of Gratification, 78 • Cognitive Controls and Cognitive Styles, 80.	<u>.</u> 9
The Drive Concept, 90 • Hull's Conception of Drive, 92 • Empirical Support for Drive Theory, 94 • Secondary (Learned) Drives, 98 • Incentives, 101 • Anxiety, 105 • Conflict, 111 • Frustration, 119 • Social Facilitation, 124 • Arousal (Activation) Theory, 129.	85
Section II EXPECTANCY-VALUE THEORIES	
Chapter Four Kurt Lewin's Field Theory  Field Theory, 143 • The Life Space, 144 • Relation to Hullian Theory, 151 • Empirical Research: Conflict, 154 • Frustration and Regression, 159 •	141



Chapter Five	Achievement Theory
Atkinson Comparid Derivation of Action Economic Antecede Achiever	son with Hullian and Lewinian Theory, 197 • ons and Supporting Evidence, 199 • Dynamics 1, 209 • Achievement Motivation and 2 Development, 211 • Developmental ents, 216 • Achievement Change, 220 • nent Needs Among Females, 222 • Social of Achievement, 223.
Chapter Six	Social Learning Theory and Personal Responsibility
Theoretic Implification Implification Intrin Perceived 262	Social Learning Theory, 237 • General cal Orientation, 238 • Basic Concepts, 238 cations for Psychotherapy, 243 • Representations for Psychotherapy, 243 • Representation, 244 • Personal Responsibility: Control, 247 • Personal Causation, 254 sic versus Extrinsic Motivation, 257 • d Freedom, 260 • Psychological Reactance, Learned Helplessness, 264 • Personal libility: An Integration, 269.
MAS	Section III STERY AND GROWTH THEORIES
Chapter Seve	n Attribution Theory
Approac 279 • Causal A tive, 293 Dissona	al Background and Guidelines of the Cognitive th, 277 • General Attributional Approach, Heider's Naive Theory of Action, 281 • Antecedents, 287 • Actor-Observer Perspecter. The Rational Person, 296 • Cognitive thee, 303 • Emotions, 314 • Attribution al Experimentation, 323.
Chapter Eigh	t An Attributional Theory of Behavior
338 • forcement Dimensi Causal A	Antecedents, 329 • Individual Predispositions, Causal Schemata, 340 • Schedules of Reint, 342 • Other Antecedents, 344 • Causal ons, 345 • Attributional Consequences:  Attributions and Expectancy of Success, 350 • Ascriptions and Affective Reactions, 362 • Ability and Reactions Toward Others, 369 •

Strivings Reconsidered, 388 • Theoretical Overview, 393 • <b>Theoretical Range:</b> Parole Decisions, 393 •	
Affiliation and Loneliness, 396 • Mastery Behavior,	
398 • Hyperactivity and Psychostimulants, 400 •	
Learned Helplessness and Depression, 401.	
Chapter Nine Humanistic Theory and Personal Constructs	<sub>-</sub> 407
Humanistic Theory, 408 • Motivational Principles, 409	
• Self-Concept, 415 • Personal Construct Theory, 423	
<ul> <li>Implicit Psychology, 432.</li> </ul>	
Section IV	
CONCLUSION	
Chapter Ten Overview and Concluding Remarks	439
Bibliography	449
Author Index	<sub>-</sub> 471

Subject Index \_\_\_\_\_\_ 477