



*Motivation and personality:
Handbook of thematic content
analysis*

Edited by

CHARLES P. SMITH

City University of New York, Graduate School

In association with

John W. Atkinson

David C. McClelland

Joseph Veroff

HOCHSCHULE
• LIECHTENSTEIN
Bibliothek

CAMBRIDGE
UNIVERSITY PRESS

Contents

List of contributors	page ix
Preface	xiii
Acknowledgments	xv
I Introduction: inferences from verbal material	
<i>Charles P. Smith</i>	
PART 1. GENERAL ISSUES	
2 Motivational determinants of thematic apperception	21
<i>John W. Atkinson</i>	
3 How do self-attributed and implicit motives differ?	49
<i>David C. McClelland, Richard Koestner, and Joel Weinberger</i>	
4 Thematic analysis, experience sampling, and personal goals	73
<i>Robert A. Emmons and Laura A. King</i>	
5 Motivational configurations	115
<i>David C. McClelland</i>	
6 Thematic apperceptive methods in survey research	100
<i>Joseph Veroff</i>	
7 Content analysis of archival materials, personal documents, and everyday verbal productions	118
<i>David G. Winter</i>	
8 Reliability issues	126
<i>Charles P. Smith</i>	

PART II. CONTENT ANALYSIS SYSTEMS

<i>Achievement</i>		143
9 The achievement motive		143
<i>David C. McClelland and Richard Koestner</i>		
10 A scoring manual for the achievement motive		153
<i>David C. McClelland, John W. Atkinson, Russell A. Clark, and Edgar L. Lowell</i>		
11 The motive to avoid success		179
<i>Jacqueline Fleming and Matina S. Horner</i>		
12 A revised scoring manual for the motive to avoid success		190
<i>Matina S. Horner and Jacqueline Fleming</i>		
<i>Affiliation</i>		
13 The affiliation motive		
<i>Richard Koestner and David C. McClelland</i>		
14 A scoring manual for the affiliation motive		
<i>Roger W. Heyns, Joseph Veroff, and John W. Atkinson</i>		
15 The intimacy motive		334
<i>Dan P. McAdams</i>		
16 The intimacy motivation scoring system		229
<i>Dan P. McAdams</i>		
17 Affiliative trust-mistrust		254
<i>James R. McKay</i>		
18 A scoring system for affiliative trust-mistrust		266
<i>James R. McKay</i>		
<i>Power</i>		278
19 Power motivation		278
<i>Joseph Veroff</i>		
20 A scoring manual for the power motive		286
<i>Joseph Veroff</i>		
21 Power motivation revisited		301
<i>David G. Winter</i>		
22 A revised scoring system for the power motive		311
<i>David G. Winter</i>		

<i>Contents</i>	vii
<i>Attribution and cognitive orientations</i>	325
23 Personal causation and the origin concept <i>Richard deCharms</i>	325
24 The origin scoring system * <i>Richard deCharms and Franziska Plimpton</i>	334
25 Explanatory style <i>Christopher Peterson</i>	376
26 The explanatory style scoring manual <i>Christopher Peterson, Peter Schulman, Camilo Castellon, and Martin E. P. Seligman</i>	383
27 Conceptual/integrative complexity <i>Peter Suedfeld, Philip E. Tetlock, and Siegfried Streufert</i>	393
28 The conceptual/integrative complexity scoring manual <i>Gloria Baker-Brown, Elizabeth J. Baltard, Susan Bluck, Brian de Vries, Peter Suedfeld, and Philip E. Tetlock</i>	401
29 Uncertainty orientation <i>Richard M. Sorrentino, Christopher J. R. Roney, and Steven E. Hanna</i>	419
30 A manual for scoring need for uncertainty <i>Richard M. Sorrentino, Steven E. Hanna, and Christopher J. R. Roney</i>	jj&S
<i>Psychosocial orientations</i>	440
31 Assessing adaptation to life changes in terms of psychological stances toward the environment <i>Abigail J. Stewart and Joseph M. Healy, Jr.</i>	440
32 Scoring manual for psychological stances toward the environment <i>Abigail J. Stewart</i>	451
33 Self-definition and social definition: personal styles reflected in narrative style <i>Abigail J. Stewart</i>	481
34 Revised scoring manual for self-definition and social definition <i>Abigail J. Stewart</i>	489
35 Responsibility <i>David G. Winter</i>	500

36	Scoring system for responsibility <i>David G. Winter</i>	506
PART III. METHODOLOGY, SCORER TRAINING, DATA COLLECTION		
37	Methodological considerations: steps in research employing content analysis systems <i>Charles P. Smith, Sheila C. Feld, and Carol E. Franz</i>	515
Appendix I. Practice materials for learning the scoring systems <i>Charles P. Smith and Carol E. Franz</i>		537
	Introduction	537
	Practice stories	<<0
	Scoring for <i>n</i> Achievement	560
	Scoring for the motive to avoid success	568
	Scoring for <i>n</i> Affiliation	573
	Scoring for the intimacy motive	582
	Scoring for affiliative trust-mistrust	5&7
	Scoring for power motivation (revised system)	596
	Scoring for explanatory style	601
	Scoring for conceptual/integrative complexity	605
	Scoring for need for uncertainty	611
	Scoring for psychological stances toward the environment	617
	Scoring for self-definition and social definition	631
	Scoring for responsibility	631
	Sex of practice story subjects	li\$0
Appendix II. Pictures used to elicit thematic apperceptive stories		631
Appendix III. How to order additional practice materials		\$f
References		649
Name Index		^
Subject Index		6 9 7