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The techniques McClelland and his collaborators developed to measure N-Ach, N-Aff and N-Pow (see McClelland et al, ... The McClelland/McBer Competency Models. Chapter 15 in J. Raven & J. Stephenson (Eds.), Competence in the Learning Society. New York: Peter Lang. External links Edit.

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Need for achievement (N-Ach) is an individual's desire for significant accomplishment, mastering of skills, control, or high standards. The term was first used by Henry Murray and associated with a range of actions. These include: "intense, prolonged and repeated efforts to accomplish

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something difficult. To work with singleness of purpose towards a high and distant goal.

### **Need for achievement - Wikipedia**

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entrepreneurs, technical professionals,  
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David Clarence McClelland (May 20, 1917 – March 27, 1998) was an American psychologist, noted for his work on motivation Need Theory. He published a number of works between the 1950s and the 1990s and developed



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new scoring systems for the Thematic Apperception Test (TAT) and its descendants. McClelland is credited with developing Achievement Motivation Theory, commonly referred to as "need ...

### **David McClelland - Wikipedia**

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