

Cambridge University Press
978-0-521-36951-0 - Human Motivation
David C. McClelland
Copyright Information
[More information](#)

Human Motivation

David C. McClelland
BOSTON UNIVERSITY



Cambridge University Press
978-0-521-36951-0 - Human Motivation
David C. McClelland
Copyright Information
[More information](#)

CAMBRIDGE UNIVERSITY PRESS
Cambridge, New York, Melbourne, Madrid, Cape Town, Singapore,
São Paulo, Delhi, Dubai, Tokyo

Cambridge University Press
The Edinburgh Building, Cambridge CB2 8RU, UK

Published in the United States of America by Cambridge University Press, New York

www.cambridge.org
Information on this title: www.cambridge.org/9780521369510

© David C. McClelland 1987

This publication is in copyright. Subject to statutory exception
and to the provisions of relevant collective licensing agreements,
no reproduction of any part may take place without the written
permission of Cambridge University Press.

First published by Scott Foresman & Co. 1985
First published by Cambridge University Press 1987
Reprinted 1989, 1990, 1995, 1999, 2000
Re-issued in this digitally printed version 2009

A catalogue record for this publication is available from the British Library

ISBN 978-0-521-36951-0 Paperback

Credit lines for copyrighted materials appearing in this work are
placed in the Acknowledgment section at the end of the book

Cambridge University Press has no responsibility for the persistence or
accuracy of URLs for external or third-party internet websites referred to in
this publication, and does not guarantee that any content on such websites is,
or will remain, accurate or appropriate.