A PSYCHOLOGICAL APPROACH ON ACHIEVEMENT MOTIVATION OF CHRIS GARDNER’S THE PURSUIT OF HAPPINESS

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ABSTRACT:
This study aims at describing the achievement motivation of Chris Gardner taken from the autobiography novel The Pursuit of Happiness. The writer uses David McClelland’s motivation theory, which is one of the psychology branches that is experimental psychology, in analyzing this novel. The writer uses a qualitative descriptive method in analyzing this novel. The resulting data is presented in the form of quotations. The result of the study shows that Chris Gardner is a highly motivated achievement person. Chris has characteristics for people with high achievement motivation. He is a hard-worker, discipline person, and has a clear vision on his life. Also, there are two events in which motivate him in becoming a successful person, his first meeting with a guy who drives a Ferrari and his mother statement when she said that Chris could make a million dollars if he wants to.