

## Sage Journals

### We value your privacy

We and our [partners](#) store and/or access information on a device, such as cookies and process personal data, such as unique identifiers and standard information sent by a device for personalised advertising and content, advertising and content measurement, audience research and services development. With your permission we and our partners may use precise geolocation data and identification through device scanning. You may click to consent to our and our 1470 partners' processing as described above. Alternatively you may click to refuse to consent or access more detailed information and change your preferences before consenting. Please note that some processing of your personal data may not require your consent, but you have a right to object to such processing. Your preferences will apply to this website only. You can change your preferences or withdraw your consent at any time by returning to this site and clicking the "Privacy" button at the bottom of the webpage.

ACCEPT ALL

MORE OPTIONS

DECLINE ALL



Fineman, S. (1977), 'The Achievement Motive Construct and its Measurement: Where Are We Now?', *The British Journal of Psychology*, 68, pp1-22.

[Google Scholar](#)

---

Jennings, D. F., and Zeithaml, C. P. (1983), 'Locus of Control: A Review and Directions for Entrepreneurial Research', Proceedings: Academy of the Management, Forty-third Annual Meeting of the Academy of Management, Dallas, Texas, pp417-421.

[Google Scholar](#)

---

Lynn, R. (1969), 'An Achievement Motivation Questionnaire', *British Journal of Psychology*, 60, pp529-534.

[Google Scholar](#)

---

McClelland, D. C. (1976), *The Achieving Society*, New York, Halsted Press.

[Google Scholar](#)

---

McClelland, D. C. (1965), 'An Achievement and Entrepreneurship: A Longitudinal Study', *Journal of Personality and Social Psychology*, 1, pp389-392.

[Google Scholar](#)

---

O'Neill, H. M., and Duker, J. (1986), 'Survival and Failure in Small Business', *Journal of Small Business Management*, 24, pp30-37.

[Google Scholar](#)

---

Perry, C., MaCarthur, R., Meredith, G., and Cunnington, B. (1986), 'Need for Achievement and Locus of Control of Australian Small Business Owner-managers and Super-entrepreneurs', *International Small Business Journal*, 4, pp55-64.

[Google Scholar](#)

---

Perry, C. (1986/87), 'Growth Strategies for Small Firms: Principles and Case Studies', *International Small Business Journal*, 5, pp17-25.

[Google Scholar](#)

---

Peterson, R. A. (1984), 'Small Business Management Assistance: Needs and Sources', *American Journal of Small Business*, 9, pp35-45.

[Google Scholar](#)

Rotter, J. B. (1971), 'External Control and Internal Control', *Psychology Today*. 5, pp37-59.

[Google Scholar](#)

'Statement of Management Consulting Services Standards', (1985), APS8, P5042.

[Google Scholar](#)

Wilkinson, L. (1988), *SYSTAT: The System for Statistics*, Evanston, IL: SYSTAT, Inc.

[Google Scholar](#)

Similar articles:



Free access

[Do We Need to Use an Accountant? The Sales Growth and Survival Benefits to Family SMEs](#)

Show Details ▾



Restricted access

[Foreign Sales and Small Firm Growth: The Moderating Role of the Management Team](#)

Show Details ▾



Restricted access

[Retail Buyer Control Systems: Implications of Buyer Behavior Strategies for Performance](#)

Show Details ▾

[View More](#)

Sage recommends:

**SAGE Knowledge**

Book chapter

[HRM Strategic Integration and Performance-Mediating Relationships](#)

Show Details ▾

**SAGE Knowledge**

Entry

[Product Life Cycle \(PLC\) Analysis](#)

Show Details ▾

---

**SAGE Knowledge**

Book chapter

[Sales and Distribution Management](#)

Show Details ▾

---

[View More](#)

You currently have no access to this content. Visit the [access options](#) page to authenticate.

[Download PDF](#)

---

## Also from Sage

**CQ Library**

Elevating debate

**Sage Data**

Uncovering insight

**Sage Business Cases**

Shaping futures

**Sage Campus**

Unleashing potential

**Sage Knowledge**

Multimedia learning resources

**Sage Research Methods**

Supercharging research

**Sage Video**

Streaming knowledge

**Technology from Sage**

Library digital services

We value your privacy We and our partners store and/or access information on a device, such as cookies and process personal data, such as unique identifiers and standard information sent by a device for personalised advertising and content, advertising and content measurement, audience research and services development. With your permission we and our partners may use precise geolocation data and identification through device scanning. You may click to consent to our and our 1470 partners' processing as described above. Alternatively you may click to refuse to consent or access more detailed information and change your preferences before consenting. Please note that some processing of your personal data may not require your consent, but you have a right to object to such processing. Your preferences will apply to this website only. You can change your preferences or withdraw your consent at any time by returning to this site and clicking the "Privacy" button at the bottom of the webpage.