

ABSTRACT

Maheswara, Mikke. 16.05.111.00058. Rachel's Needs and Motivations in Kevin Kwan's *China Rich Girlfriend*: Psychological Approach. Thesis. Bangkalan: English Study Program of the Faculty of Social and Cultural Sciences, University of Trunojoyo Madura. Advisor: Dr. Dra. Siti Hanifa, M.Pd.

This study focuses on the needs and the motivations of the main character within *China Rich Girlfriend* novel by Kevin Kwan. This study focuses on the utterances, actions, and minds of the main character also the narrations of the narrator, which show the motivation of Rachel Chu to fulfill her needs.

Furthermore, this study uses qualitative method. Thus, the data are the character's utterances and author's narrations. In analysing the data, there were three related processes which derived from Miles and Huberman; data condensation, data display, and conclusion drawing and verification.

The results of this study showed that Rachel's motivation is resulted from internal and external factors; (1) Rachel's motivation to find her father and (2) Rachel's motivation to protect her brother. Besides that, Rachel's motivations is driven by three categories of needs. These are need for achievement, need for power and need for affiliation

Keywords: McClelland's Achievement Motivation, Need for Achievement, Need for Power, Need for Affiliation.

ABSTRAK

Maheswara, Mikke. 16.05.111.00058. Rachel's Needs and Motivations in Kevin Kwan's *China Rich Girlfriend*: Pendekatan Psikologi. Skripsi. Bangkalan: Prodi Sastra Inggris, Fakultas Ilmu Sosial dan Ilmu Budaya, Universitas Trunojoyo Madura. Pembimbing: Dr. Dra. Siti Hanifa, M.Pd.

Studi ini berfokus pada kebutuhan dan motivasi tokoh utama dalam novel *China Rich Girlfriend* oleh Kevin Kwan. Penelitian ini berfokus pada ungkapan, tindakan, dan pikiran tokoh utama juga narasi pengarang yang menunjukkan motivasi Rachel Chu untuk memenuhi kebutuhannya.

Penelitian ini menggunakan metode kualitatif. Kemudian, data study ini berupa ungkapan tokoh dan narasi pengarang. Dalam menganalisis data, terdapat tiga proses yang dikemukakan oleh Miles & Huberman; data kondensasi, data tampilan, kesimpulan dan verifikasi.

Hasil penelitian dari studi ini memperlihatkan bahwa motivasi Rachel berasal dari faktor internal dan eksternal; (1) motivasi Rachel untuk menemukan ayahnya dan (2) motivasi Rachel untuk menjaga adiknya. Selain itu, motivasi Rachel didorong oleh tiga kategori kebutuhan, yaitu kebutuhan akan berprestasi, kebutuhan akan kekuasaan dan kebutuhan akan afiliasi.

Keywords: McClelland's Achievement Motivation, Need for Achievement, Need for Power, Need for Affiliation.