

MARY'S MOTIVATION IN BURNETT'S *THE SECRET GARDEN*

THESIS

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MARY'S MOTIVATION IN BURNETT'S *THE SECRET GARDEN*

THESIS

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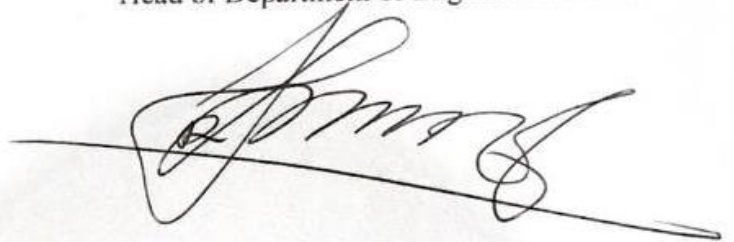
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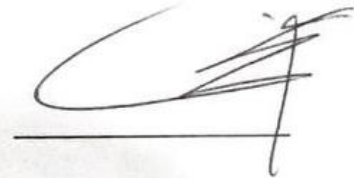
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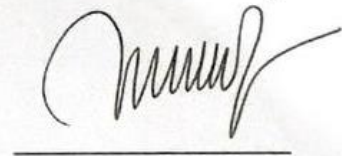
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MOTTO

“Laa tahzan innallaha ma’ana”

(Don’t be sad, Allah is with us)

- QS. At-Taubah: 40

“There will be times when it gets really hard, but don’t give up.

Just hold on a little more, and it will be over soon.”

- Lay Zhang

DEDICATION

This thesis is proudly present to:

My beloved parents, my father, Donny Sukmayanto, and my mother Mar'atus
Sholekhah, who always give advices, support and always pray for me,

My brother, Aditya Hita Madyasta, who always give support and always being
there when I need him the most,

My grandmother, Alm. Liliek Any Kusumaningati, who always tried to give her
best for me and wants to see me to be success,

All of my family, who also always keep supporting me and pray for me,

Me, myself, and I, Pradipta Priwidya Anindhita, who have tried the best in
finishing this thesis, you did really well.

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Malang, June 21st 2023

Pradiptha Priwidya Anindhita

ABSTRACT

Anindhita, Pradiptha Priwidya. 2023. *Mary's Motivation in Novel The Secret Garden by Frances Hodgson Burnett*. Undergraduate Thesis. Department of English Literature, Faculty of Humanities, Universitas Islam Negeri Maulana Malik Ibrahim Malang. Advisor: Dr. Mundi Rahayu, M. Hum.

Keywords: Novel, motive, motivation, need, characteristics

Novel is one of the literary works which contains a series of one's life journey shown through the book. Literary works can benefit someone as a means of entertainment and learning. One of the interesting ones is the novel entitled *The Secret Garden*. This novel is a classic English children's literature because the main character is a ten years old girl. This research aims to indicate the main character's motive system portrayed in the novel *The Secret Garden* by Frances Hodgson Burnett. This research study analyzed the journey of the main character, Mary, to pursue her goal so that she can feel satisfied. The researcher uses the Theory of Motivation by David C. McClelland to analyze the motives system portrayed by the main character, Mary. The research method requires multiple readings of the novel *The Secret Garden*. It can give a deep understanding so the researcher can identify and classify important information related to Mary's motivation in reaching her satisfaction. The findings show all of Mary's motives system and the characteristics of each motives system. In the novel *The Secret Garden*, Mary reveals that she has all the motives system, namely the achievement motive, the power motive, and the affiliative motive. On the achievement motive, Mary shows that she has all the characteristics indicating a high need for achievement. It is different from her power motive and affiliative motive; for these two motives, Mary only fulfills some of their characteristics. However, Mary shows that she has all of the motive systems, although she does not have all of the characteristics in each of them.

مستخلص البحث

أنيندهيتا فرادفتا فريوديا . (2023). دافع ماري في رواية *The Secret Garden* بقلم Frances Hodgson Burnett. أطروحة. برنامج دراسة الأدب الإنجليزي ، كلية العلوم الإنسانية ، جامعة الدولة الإسلامية مولانا مالك إبراهيم مالانج. المستشار: د. هجرية. المشرفة: د. الحاج موني رهايو. م. هوم

الكلمات المفتاحية: الرواية ، الدوافع ، الدوافع ، الحاجات ، الخصائص

الرواية هي عمل أدبي يحتوي على سلسلة من رحلة حياة الفرد والتي يتم عرضها من خلال الكتب. يمكن للأعمال الأدبية أن تقدم فوائد لشخص ما كوسيلة للترفيه والتعلم. من أبرز الأحداث رواية بعنوان *The Secret Garden*. تنتمي هذه الرواية إلى أدب الأطفال الإنجليزي الكلاسيكي لأن الشخصية الرئيسية هي فتاة في العاشرة من عمرها. تحلل هذه الدراسة البحثية رحلة الشخصية الرئيسية ، ماري ، لمتابعة أهدافها حتى تشعر بالرضا في رواية *The Secret Garden* للكاتبة Frances Hodgson Burnett. استخدم الباحث نظرية التحفيز لديفيد سي ماكليلاند لتحليل النظام الدافع الذي وصفته الشخصية الرئيسية ماري. تتطلب طريقة البحث هذه قراءة رواية *The Secret Garden* عدة مرات ويمكن أن توفر فهماً عميقاً حتى يتمكن الباحثون من تحديد وتصنيف المعلومات المهمة المتعلقة بدافع ماري في تحقيق رضاها. يُظهر تحليل البيانات جميع أنظمة ماري الدافعة وخصائص كل منها. في رواية *The Secret Garden* ، تُظهر ماري أن لديها جميع أنظمة الدوافع ، أي دافع الإنجاز ودافع القوة ودافع الانتماء. فيما يتعلق بدافع الإنجاز ، تُظهر ماري أن لديها كل الخصائص التي تشير إلى حاجة عالية للإنجاز. على النقيض من دوافعها للسلطة والانتماء ، لهذين الدافعين ، تحقق مريم فقط بعض الخصائص فيهما. ومع ذلك ، تُظهر ماري أن لديها جميع أنظمة الدافع ، على الرغم من أنها لا تمتلك كل الخصائص في كل منها.

ABSTRAK

Anindhita, Pradiptha Priwidya. 2023. *Motivasi Mary pada Novel The Secret Garden karya Frances Hodgson Burnett*. Skripsi. Program Studi Sastra Inggris, Fakultas Humaniora, Universitas Islam Negeri Maulana Malik Ibrahim Malang. Pembimbing: Dr. Hj. Mundi Rahayu, M. Hum

Keywords: Novel, motif, motivasi, kebutuhan, karakteristik

Novel merupakan salah satu karya sastra yang berisi rangkaian perjalanan hidup seseorang yang ditampilkan melalui buku. Karya sastra dapat memberikan manfaat bagi seseorang sebagai sarana hiburan dan pembelajaran. Salah satu yang menarik adalah novel berjudul *The Secret Garden*. Novel ini termasuk ke dalam sastra anak Inggris klasik karena tokoh utamanya adalah seorang gadis berusia sepuluh tahun. Penelitian ini bertujuan untuk menunjukkan system motif pada tokoh utama di novel *The Secret Garden* karya Frances Hodgson Burnett. Kajian penelitian ini menganalisis perjalanan tokoh utama, Mary untuk mengejar cita-citanya sehingga dia bisa merasa puas. Peneliti menggunakan Teori Motivasi oleh David C. McClelland untuk menganalisis sistem motif yang digambarkan oleh tokoh utama, Mary. Metode penelitian ini membutuhkan pembacaan novel *The Secret Garden* berkali-kali dan dapat memberikan pemahaman yang mendalam sehingga peneliti dapat mengidentifikasi dan mengklasifikasikan informasi-informasi penting terkait dengan motivasi Mary dalam mencapai kepuasannya. Analisis data menunjukkan semua sistem motif Mary dan karakteristik dari masing-masing sistem motif tersebut. Pada novel *The Secret Garden*, Mary menunjukkan bahwa dia memiliki semua sistem motif yaitu motif berprestasi, motif kekuasaan dan motif afiliasi. Pada motif berprestasi, Mary menunjukkan bahwa ia memiliki semua karakteristik yang menunjukkan kebutuhan berprestasi yang tinggi. Berbeda dengan motif kekuasaan dan motif afiliasi yang dimilikinya, untuk kedua motif tersebut Mary hanya memenuhi beberapa ciri yang ada di dalamnya. Namun, Mary menunjukkan bahwa dia memiliki semua sistem motif, meskipun tidak semua karakteristik di masing-masing sistem itu dia punya.

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CHAPTER I

INTRODUCTION

In this chapter, the researcher will discuss the introduction which covers the background of the study, problem of the study, scope and limitation of the study, significance of the study and the definition of key terms.

A. Background of the Study

As a social creature, human life cannot be separated from needs. Every human has to fulfill their needs in order to be well-being. Based on Karl Max's Paris Manuscripts (1844) in Were (2012) defined human as "creatures of need" or "needy creatures" that went through pain and struggle while trying to fulfill their needs or desires. The needs faced by every human being are also different from one another. Based on McClelland (1961), each individual has their own needs according to the character and mindset that shape them. These needs have an impact on the satisfaction, happiness and psychological health of the individual concerned. Hence, the need is a psychological trait that can motivate someone to take action to reach a goal, giving purpose and direction to behavior.

Generally, to achieve their needs, there will be motivation in every human being. Motivation is derived from the word 'motive' which refers to a person's needs, desires or urges. A person's motivations influence the way they behave in a particular manner or at the very least give rise to a tendency to do so (Matar, 2011). Motivation also can be seen as a force that drives people to fulfill their needs. According to Tziner et al. (2005), "Motivation" might be characterized as

the internal forces that drive a person to fulfill his/her fundamental needs or desire. Motivation and needs will always be related because human needs are triggered by a sense of motivation in them. Therefore, this motivation encourages the human desires to fulfill their needs in life.

In psychology, there are several famous theories put forward by experts about motivation, one of them is *Theory of Motivation* or *Theory of Needs* by David C. McClelland which used in this research. This theory was put forward by McClelland in 1960s, two decades after hierarchy of needs theory by Abraham Maslow. McClelland argued that people have three system of motives regardless of age, sex, race, or culture. Each person's sort of motivation which is created by need is derived from their life experiences and the values of their culture. Gandhimathi & Santhi (2018) assert that McClelland's motivation theory or learning theory are closely related since he thought that people learn or acquire needs through experiences they have in their life, environment, and society.

Motivation will arise when there is a need that must be fulfilled, and then there will be a sense of satisfaction or happiness in a person. McClelland provides three system of motivation regarding needs as follows: the need for achievement (NACH), power (NPower) and affiliation (NAff). In his theory, McClelland suggests that every individual has potential energy reserves. McClelland also did some research to prove that this theory can be applied in children. Depending on the strength, potential energy reserves are released and developed in different ways or motivation of the individual and the situation and opportunities available.

The need for achievement (NAch) is the need for being excel, achieve the desired standard or target, strives to succeed and it can be in various aspects of achievement; reward and self-satisfaction. This is similar with the opinion by Johnson et al. who contend that “Achievement motive is impetus to do well relative to some standard of excellence”. Next, the need for power (NPower) defined as the need to make others behave as they wish, not the other way around or against them. Person in this level would like to control and influence others (Chet, 2006). Last, the need for affiliation (NAff) is the desire to build relationships, be friendly and be close personally. In conclusion, McClelland’s theory of motivation consists the motives system which include of need for achievement (NAch), power (NPower) and affiliation (NAff).

The researcher is interested to analyze the novel entitled *The Secret Garden* by Frances Hodgson Burnett. This novel was first published in 1911 and seen as the classic of English children’s literature. It is being one of Burnett’s most popular novels because many stages and film adapted from this novel. Studying this novel is interesting because it tells the journey of the main character, Mary, when she wants to reach her goals so that she can fulfill her satisfaction. Mary is a ten year old girl who previously lived in India. The issue of this novel is Mary had to go through various events which could slowly change her personality for the better. On that journey, she unconsciously has the motivation to do something so the goal that she wants can be achieved. The goal that Mary wants in this novel is to fulfill her needs so she can reach her satisfaction. Therefore, the researcher wants to analyze *The Secret Garden* by Frances Hodgson Burnett.

McClelland's theory of motivation can be applied to analyze children's characters. McClelland had previously conducted research using elementary school students as his research object, proving that this theory could also be used to analyze the main character, Mary, a ten-year-old girl. Even though Mary does not have a good educational background, she is still a child who desires to achieve something. As mentioned in McClelland (1961), we all have three motivating factors which will eventually become our primary motivator regardless of our gender, culture, or age. We also can use this theory to analyze younger characters to shed light on their growth, personal development, and interaction with the story's events and other characters. Therefore, McClelland's theory of motivation can be applied to analyze this novel's main character's motivation

There are several studies which using *The Secret Garden* by Frances Hodgson Burnett as their object, such as in Ma'shumah & Sajarwa (2022) discuss about cultural untranslatability and in Cahyani & Budiati (2022) show the pragmatic aspect in the novel. In Cesar (2018) explain about traumatic experience while Herdiana (2018) explain about the relation between nature and human. Besides, there are many previous studies related to the topic and some of them using McClelland's theory of motivation.

There are two journals and a thesis which used the same theory with different object, David C. McClelland's theory of motivation as their theoretical framework, such as: Herliana & Suhendi (2021) which discussed about the factors of personal motivation; Andriani & Wedawati (2020) examines the suicide

motives experienced by the main character, while Putro (2018) only discuss two needs in McClelland's theory of motivation.

Then, there are five journals related to the topic namely motivation. In Lubis & Satria (2021); Soraya (2018) and Citra et al. (2020) showed the way the characters' fulfillment their needs using Maslow's hierarchy of needs theory and as a result, they manage to fulfill all the step of hierarchy of needs. Although Bahuwa (2019) using the same theory, in this journal, the main characters could not be reached all the steps in Maslow's hierarchy of needs. In the other side, Afif & Amelia (2021) using Maslow's hierarchy of needs to describe the personality of the main character. Last, there are two theses which also using Maslow's hierarchy of needs as their grand theory. In Wulan (2019), the characters cannot fulfill all the steps of hierarchy of needs and focus on the third and fourth needs while in Lestari (2019), the main character can make all of it. Based on some researches above, there are no researches analyze the motivations of the main character especially using McClelland's theory of motivation in the novel *The Secret Garden* by Frances Hodgson Burnett.

This make the researcher want to analyze the motivational aspect which experienced by the main character in the novel *The Secret Garden*. This research aims to indicate the main character, Mary's motives system portrayed in the novel *The Secret Garden* by Frances Hodgson Burnett. This topic is interesting so that the researcher wants to learn and understand more about human motivation. In this novel, Mary, a ten-years-old girl experienced the motivation which created by the needs other than her primary needs, and feels the struggle to fulfill it. The

theory proposed by McClelland also can be applied in here because he previously did some research to prove this theory of motivation by using children as his object of his research. In conclusion, there are no previous studies using McClelland's theory of motivation to analyze novel *The Secret Garden* by Frances Hodgson Burnett.

This novel tells about the journey of Mary to reach her goals. The author wanted to show loneliness, friendship, motivation and hope which portrayed by Mary. Mary's life is sad because her presence is not wanted by her parents. Since she was little, she was hidden and only cared for by her nanny. She moved into her uncle's house and met other people who slowly changed her behavior. Until finally she want to find the secret garden and decided to take care of it so it grows into a beautiful garden then gives happiness to her and others who come there. It related with our society as a human who will always motivation to have well-being life and pursue our happiness. Therefore, the researcher wants to discuss the form and the characteristics of main character's motivation when she wants to pursued her goal.

B. Problem of the study

In this research, there is a problem which the researcher wants to formulate and discuss:

What are Mary's motivations portrayed in Burnett's *The Secret Garden* by applying McClelland's motivation theory?

C. Significance of the Study

The results of this research are expected to give practical implication for literary criticism. Practically, this research is means of criticism and appreciation of literary works, espescially *The Secret Garden* by Francess Hodgson Burnett. This research expected to give expand understanding of the reader and contribute to improving the research from the psychological perspective and the motivation theory by McClelland in literature. Additionally, this research also expected will serve as resources for other researchers who will conduct the research on the novel *The Secret Garden* by Frances Hodgson Burnett with a different focus.

D. Scope and Limitation

In this research, the researcher focused to answer the question earnestly. It means the researcher only intends on the motivation aspects on the main character, Mary in *The Secret Garden* by Frances Hodgson Burnett. Besides, the researcher will show the way motivation influences Mary by describe the motives system in the story using psychological approach and the characteristics in each of motives system as mentioned in theory of motivation by McClelland.

E. Definition of Key Terms

To avoid misunderstanding when read this study, researcher provides the definition of key terms frequently used in this study.

1. Motivation

Motivation is a group of mental processes that lead to behavior's initiation, direction, intensity, and persistence (Gray, 2000).

2. Need

According to the majority of psychologists, need is a psychological trait that motivates people to take action toward a goal.

3. Theory of Motivation

Motivation is the acquisition of three fundamental needs: the need for achievement, the need for affiliation, and the need for power (McClelland, 1961).

4. The motives system

Motive system refers to a set of needs or motives that collectively influence an individual's behavior, decision-making, and overall motivation (McClelland, 1961)

5. Psychology of literature

Studying the psychology of literature is beautiful, because we can understand the depth side of the human soul, which is definitely very broad and very deep. (Minderop, 2010:59).

CHAPTER II

REVIEW OF RELATED LITERATURE

In this chapter, there would be some reviews and brief explanation about the psychology and theory of motivation itself. This research focuses on the main character, Mary's motivation in *The Secret Garden* novel by Frances Hodgson Burnett. There are three parts that will be explained in this chapter.

A. Psychology of Literature

Literature is creative work that portrays social or human life in a way that society may understand, appreciate, and applied. Wellek & Warren (1954) stated that the term "literature" seems to work best when we restrict it to literary "art" or imaginative literature. The author's imagination contributes to the creation of literature. Rahayu (2009) stated that imagination is a creative, constructive, and power. A literature can use its limitless creativity to construct its own universe. Some of them also use facts that happen in their society as inspiration with some specific purposes. Literature is an appropriate medium for capturing human existence and the evolution of thought (Annas, 2022). Although it may contain real-life occurrences, literature is more than merely a collection of facts and historical events.

As human, we are always having relationship with literature. Literature is also a product of human thought. A distinctively human activity, literature grew out of people's enduring yearning to comprehend, articulate, and ultimately share their experiences (Pickering & Hoeper, 1981). People are free to express

themselves even can produce some literary works. Generally, the literary works produced begins in the written forms but it can be realized in various forms. People are familiar with literary works in written form, including plays, novels, and poetry (Meiliana, 2020). Therefore, literature is closely related with our life.

One of the products of literature is novel. Novel is a literary work that contains a series of sentences that have various elements such as title, setting, theme, conflict, etc. so as to form a story that has an ending. Novels are divided into several types, such as: romance, mystery, action, etc. The novel aims to entertain the readers. The readers will be drawn into the story so that they have an imagination about the events that occur in the novel. Sometimes they also imagine being the character in a novel so that they often carry their feelings too. In the Big Indonesian Dictionary (KBBI), a novel is a lengthy prose essay that tells a number of stories about people's lives and people around them while emphasizing the actor's personality.

There are several branches of knowledge in literature, one of them is literary criticism. Pradotokusumo (2005) in Herawati (2021) explains that literary criticism can be defined as an object of literary study (literary branch) that analyzes, interprets, and evaluates the content of literary works as the object of arts. Generally, this activity assesses the elements in literary works in written form. The criticism given in literary works is also not always in a negative way. The function of literary criticism also varies, ranging from reviewing the contents of books to being used as a basis for systematic theoretical discussions regarding the objects used. A critic of literature conveys thoughts in verbal form or in other

ways, trying to find the experience or knowledge that the author wants to convey in his work.

There are some types of literary criticism, such as: feminist criticism, new criticism, cultural criticism, psychology criticism, etc. In this research, psychology literary criticism or psychoanalytic used as approach to analyze novel *The Secret Garden* by Frances Hodgson Burnett because this approach suitable to be applied. Psychology and literature have close relationship because both of them are related to human life and behavior. According to Meiliana (2020), psychology is the study of human behavior.

Psychology can be used to show thoughts, behavior, and explain things which showed implicitly in literature. Additionally, literature is realized by the psychological assumptions of its readers, who reflected by the psychological assumptions of its creators (Holland, 1990). There are many different studies of literature as a humanities science, including those in philosophy, psychology, sociology, anthropology, and religion (Ahmadi, 2015). Human nature will easily to understand because it is included in the psychology. Agustina (2020) explained that psychology of literature is reading and interpreting literary works, writers, and readers using various psychological concepts and theoretical frameworks. Therefore, understanding character's behaviors can be aided by psychology.

B. Character and Characterization

Character is an important thing in literary work. A character is a figure that appears in a literary work such as novel, poetry and drama (Barnet, 1988). Characters in literary work act as actors who have the most influence on the

story's plot. Everything done by the characters, be it behavior, thoughts, feelings, words, etc., can affect the interpretation and psychology of the audience. Character is people who are appeared in a narrative prose or novel and it is interpreted by the readers as a person who has moral quality and certain tendency such as being expressed in what they say and what they do (Abrams, 1982). In this research, the researcher uses character theory by Pickering & Hoepfer (1981) to examine the characterizations in the novel *The Secret Garden* by Frances Hodgson Burnett.

Characterization then becomes one of the important parts used in literary works. Characterization was method to build the character such as from their appearance, speech, conversation, and the outfit (Hidayat & Wulansari, 2016). This theory used as the bridge so it can make a connection between psychology and the analysis of literary works. According to Pickering & Hoepfer (1981), there are two kinds of method of characterization.

1. Direct Method

Direct characterization tells the audience what the personality of the character, so that other source said this method as *telling* method. Direct method revealing character-characterization by telling (Pickering & Hoepfer, 1981). The author will be the narrator and give direct commentary about the character in the literary works.

a. Characterization through the Use of Names

Names are often used to provide essential clues that aid in characterization (Pickering & Hoeper, 1981). Some characters are given names that suggest their dominant or controlling traits.

b. Characterization through Appearance

Although in real life most of us are aware that appearances are often deceiving, in the world of fiction details of appearance (what a character wears and how he looks) often provide essential clues to character (Pickering & Hoeper, 1981).

c. Characterization by the Author

The author tries to emphasize and control over the characterization. Unless the author is being ironic and there is always that possibility-we can do little more than assent and allow our conception of character to be formed on the basis of what the author has told us (Pickering & Hoeper, 1981).

2. Indirect Method

Indirect method shows things that reveal the personality of character, so that some sources called this as *showing* method. Showing method involves the author's stepping aside, as it were, to allow the characters to reveal themselves directly through their dialogue and their actions (Pickering & Hoeper, 1981).

a. Characterization through Dialogue

The characterization showed indirectly through dialogue. Some characters are careful and guarded in what they say: they speak only by

indirection, and we must infer from their words what they actually mean (Pickering & Hoeper, 1981).

b. Characterization through Action

To establish character on the basis of action, it is necessary to gather the several events of the plot for what they seem to reveal about the character, their unconscious emotional and psychological states as well as about their conscious attitudes and values (Pickering & Hoeper, 1981)

C. David C. McClelland's Psychoanalysis

Psychoanalysis is one of the contemporary theories employed in English literature. It is a theory that informs psychoanalysis and viewed as a theory of personality dynamics and organization. In this research, the researcher use David McClelland's theory to analyze the main character, Mary's psychological aspect in the novel *The Secret Garden* by Frances Hodgson Burnett. David McClelland is an American psychologist who was born on May 20th, 1917 whose theory of motivation went on to further explores the idea of a need's strength being changed through social influences. In 1961, McClelland came up with a theory of motivation which contains human needs. Stanford (2017) stated that motivation is a condition that moves people towards a certain goal.

This theory is still relevant today because it concerns a person's motivation associated with modern human motivation. In this theory, what is meant is that humans will move or have the motivation to fulfill their life needs which, when it fulfilled, it will give a sense of satisfaction. This theory is a

motivational concept that purposes to describe people's actions are influenced by their needs for achievement, power (authority), and affiliation.

People are driven toward a particular pattern of behavior by at least one of these needs, or a combination of these three needs (McClelland, 1961). McClelland's theory is quite different from the theory of motivation proposed by other experts. The major differences are McClelland's theory emphasis on socially acquired needs (Farage et al., 2012). According to McClelland (1987), each person has unique needs that are specific to them because of their individuality. Because of this, each person sees the world differently and thus, they have to satisfy various emotional needs (Baptista et al., 2021).

D. Theory of Motivation

This theory can be used to analyze both adults and children, because when McClelland conducted research on the theory of motivation, the research objects he tested were children at school. The theory of motivation proposed by McClelland (1961), states that there are system of motives which contain of three important needs, namely the need for achievement (NAch), the need for power (NPower) and the need for affiliation (NAff) that become human motivation. Motive system refers to a set of needs or motives that collectively influence an individual's behavior, decision-making, and overall motivation (McClelland, 1961). McClelland claims that regardless of our gender, culture, or age, we all have three motivating factors, one of which will eventually become our primary motivator. This primary driver has been greatly influenced by our society and life experiences.

1. The Achievement Motive

McClelland explained that every individual has a strong drive to succeed. A person will strive harder for their personal accomplishments than for awards. The need for achievement (NAch) is comprised of the want to independently master things, ideas, and people as well as the desire to increase one's self-esteem through the use of their talent (Farage et al., 2012). They really like competition because they know their weaknesses and strengths so they believe in themselves. At this level of need, people usually do not highlight the needs of affiliation because they will focus on themselves to achieve their goals.

According to McClelland (1987), there are three characteristics of people with a strong need of achievement:

a. Personal Performance for Responsibility

According Murray (1965), high achievers typically choose challenging tasks, prefer intermediate risks, tend to be self-assured, and prefer to have concrete understanding of their work's outcome. They put their efforts and like to be in control of their own success, not relying on 'lottery' or 'luck'. Achievers frequently establish specific goals for themselves. They appreciate circumstances in which they take self-responsibility for resolving issues around them.

People with high need for achievement would desire to bear personal responsibility for performance outcomes since only in these circumstances can make them experienced fulfillment or satisfaction from doing something better (McClelland, 1987). People at this level of need like to be given responsibility or take responsibility because they often do not believe in others' abilities. They will

focus their attention on the job and goal that they are taking on and will concentrate to reach on their own goals regardless of others' goals.

b. Need for Performance Feedback

People in high need for achievement prefer working in situations where they may receive feedback on how well they are doing. Otherwise, they would be unable to determine whether they were performing better than others. People with high need for achievement like to work to get performance feedback than affiliative feedback. They want frequent and specific performance feedback so they can enjoy their process to reach their goal. McClelland and Johnson (1984) in Pardee, R. L (1990) mentioned that achievers seek specific feedback regarding their performance. People that have a strong achievement motive seek out more challenging accomplishments in order to receive positive feedback.

c. Innovativeness

They want to develop themselves, have high initiative and look for innovative ways to achieve their goals. They habitually spend their time thinking about doing things better. This causes them to do things more efficiently than before. Finding a different, quicker, or more effective path may be necessary as the way to reach their goal (McClelland, 1987).

2. The Power Motive

People show their need for autonomy and power. Power is not exclusively possessed by government or structural position (Rahayu, Emelda & Aisyah, 2014). In here, the need for power aims to make others behave as they wish, not

the other way around or against them. A person has a desire to have influence, to be influential, and to control other individuals. Hitt et al (2006) in Acquah et al (2017) stated that this kind of person would like to control and influence others. People at this level are usually good at arguing with others and prefer one-way communication which means downward communication. People with a high need for power (NPower) need to convince people, win the arguments, prevail, and get into situations where they can have impact (McClelland & Steele, 1973).

According to McClelland (1987), there are five characteristics of people with a high need for power:

a. Aggressiveness

People with a strong need of power can be predicted to be more aggressive and competitive.

b. Negative Self-image

Strong power motives cause people to feel more rebellious, resentful, and sullen, and it goes without saying that other people will view this trait negatively.

c. Search for Prestige

A person will also subconsciously have the motivation to increase personal status and prestige. They try to influence others and have a high prestige which sometimes can affect their performance. People in this need are very concerned with the status that is in them.

d. Acting So As to Be Recognized in Small Group

Winter (1973) reasoned that high nPower persons should work harder in small groups to become known and make alliances. In a study of brief interactions between strangers in small groups, D. F. Jones (1969) discovered that individuals who felt a strong need for power spoke more and were perceived as having “most influenced the other participants.” (McClelland, 1987).

e. Risk Taking

People with high need for power mostly dare to take risks with the aim that they will dominate.

3. The Affiliative Motive

People need to interact and build good social relations with other people around them. Based on Atkinson, Heyns, & Veroff (1954), they defined affiliation imagery as the concern in creating, maintaining, or reestablishing a pleasant emotional connection with others. This need is characterized by having a high motive for friendship. Each individual will reflect the desire to have a close, cooperative, and full of friendship with the surrounding environment. People in high need for affiliation level indicate a concern in action for warm and close relationships with other people (McClelland, 1961).

People who are driven by needs for affiliation (NAff) like to be in a part of a team whenever it possible rather than letting them work alone since they work best in a group environment. Murray (1965) stated that people with strong affiliation motivation prefer to work with friends. They also hate risk and uncertainty. When making comments to these people, be explicit. They will likely

be more responsive to your criticism, though, if you start by stressing their productive working relationship and your confidence in them. These people generally don't want to stand out, that's why it is best to complement them in private rather than in front of other people. As a result, they reserve the risky tasks or projects for others when allocating them.

According to McClelland (1987), there are five characteristics of people with a high need of affiliation:

a. Performing Better When Affiliative Incentives Are Present

They deliberately sought to approaching people in a really calm way and just asking them to lend a hand by doing the tasks. If the incentive situation is changed from achievement to affiliation, people with strong need of affiliation will also do better on tasks that do entail affiliative content (McClelland, 1987). People who performed better on the task were those in whom the affiliation incentive was sparked.

b. Maintaining Interpersonal Networks

Since persons with a high desire for affiliation acquire social relationships more rapidly, they are more considerate to faces than to others, and having more conversation with others, it stands to reason that they would also show the behaviors of maintaining their relationships with others.

c. Cooperation, Conformity and Conflict

People who have high for affiliation take action to avoid conflict whenever they can. When they were asked to solve a problem, communicating

with each other, they wrote fewer opinions to potentially disruptive actions that the group should take (Exline, 1962). They tend to go along with others' opinion and usually avoid some competitive activities.

d. Managerial Behavior

People with high need for affiliation typically fail in management. They do spend more time with employees, but this could just be a sign that they want to maintain strong relationships with them, which is not always possible for a manager who occasionally has to make tough choices. (Noujaim, 1968).

e. Fear of Rejection

As mentioned before, people in this level usually avoid conflict and competitive situation as if they were afraid of receiving negative feedback from others. They worry about the relationships which they have built with other people not working out. They fear the disapproval, rejection, and the feeling that they will be isolated and alone.

CHAPTER III

RESEARCH METHOD

A. Research Design

The design of this research is literary criticism. The parts of performing literary criticism, the researcher has to applied literary theory to analyze the object of this research and use the appropriate method is required. Fard (2016:330) stated that in literary criticism, a theory is the specific method, approach, or viewpoint a critic or reader has staked out from which they interpret, analyzes, and evaluates works of literature – and often the world. In analyzing this novel, the researcher uses psychological literary criticism, especially the theory of motivation by David C. McClelland as the theoretical basis. The researcher plans to concentrate her analysis on McClelland's theory of motivation which is reflected in the main character, Mary's behavior in *The Secret Garden* by Frances Hodgson Burnett.

B. Data and Data Source

This research's main source is the literary work itself, *The Secret Garden* by Frances Hodgson Burnett. The researcher using the first edition e-book of *The Secret Garden* novel which published in 1911 in United States of America. This novel is a classic of English children literature which consists of 400 pages with 27 chapters. The data conveyed in this novel using descriptive technique. The data in this study presented in the form of words, phrases, sentences, paragraph and expressions contained in the novel. Therefore, the data of this study is primarily from the object itself.

C. Data Collection

This data collection strategy looks into a variety of phenomena, circumstances, beliefs, acts, and quotes or beliefs (Patton, 2002). First, the researcher reads the synopsis of the novel to find out the main ideas and plot sequences discussed in the novel. Then, the researcher started to reading completely to get more understanding of the novel. After that, the researcher makes some notes in some important parts, chapter and dialogues which related to problem that will be discussed in this study.

D. Data Analysis

After the data is collected, it is continued with data analysis. After finding the important data needed, the researcher do some activities to get accurate analysis, the researcher classifying data according to the problem of the study and connect it uses the theory of motivation by David C. McClelland to analyze it further and get detailed information. The data analysis technique is carried out by linking and interpreting the data that has been collected with the theory used, then providing a description of the data analysis, and making conclusions from this research.

CHAPTER IV

FINDINGS AND DISCUSSION

This chapter presents the data analysis related to the problem of the study, namely what are Mary's motivations portrayed in Burnett's *The Secret Garden* by applying McClelland's motivation theory. The main character, Mary is a ten-years-old girl who wants to feel satisfied. This self-satisfaction can be achieved if all goals or needs are met. The researcher also uses Pickering & Hoeper's theory of character and characterization to answering the research problem. This theory will help the researcher to find out more deeply about the motives system experienced by the main character, Mary. Therefore, the researcher use McClelland's theory of motivation and Pickering & Hoeper's character and characterization to characterized Mary in Burnett's *The Secret Garden*.

A. The Achievement Motive

The first motive that reflected through Mary's behavior is the achievement motive. The way she acts for reaching her curiosity, goal, happiness and self-satisfaction is addressed in this stage. Mary's desire to achieve goals and fulfill her satisfaction is due to the need for achievement (NAch). Need for achievement defined as the desire to do things well, to feel pleasure in overcoming obstacles, to meet and surpass standards of excellence (McClelland, 1976). The main character's behavior in this novel reflected this kind of need as well. Mary wants to achieve several achievements to fulfill her self-satisfaction, which is depicted in the novel *The Secret Garden*. At this level, there are three characteristics that

indicate a person has a high need for achievement: personal performance for responsibility, need for performance feedback, and innovativeness.

Mary is a ten years old girl which brought to her uncle's house, Mr. Cravens, in England. She found many things there which would make her happy, unlike when she was in India.

Datum 1

"... She could not help thinking about the garden which no one had been into for ten years. She wondered what it would look like and whether there were any flowers still alive in it." (The Secret Garden, p. 42)

Mary's first motivation was characterized by the narration from the author and it shows her desired to find the secret garden which had been hidden for ten years by Mr. Craven after his wife died. Mary, who never felt curious about anything when she was in India, then discovered the existence of a secret garden, so that the need for achievement arose in her. Her curiosity about the garden is very high, a form of need for achievement that she wants to fulfill. However, the motivation that exists within her drives her to have the determination to find the garden so she can achieve satisfaction.

Datum 2

"It's in the garden no one can go into," she said to herself. "It's the garden without a door. He lives in there. How I wish I could see what it is like!" (The Secret Garden, p. 59)

Datum 3

"It is the garden," she said. "I am sure it is." (The Secret Garden, p. 59)

Datum 4

"The one where the old rose-trees are." She could not help asking, because she wanted so much to know. "Are all the flowers dead, or do some of them come again in the summer? Are there ever any roses?" (The Secret Garden, p. 81)

The datum 2, 3 and 4 show that Mary included in people with a high need for achievement. She gets excited when others talk about everything related to the secret garden. Mary's achievement is shown directly when Mary wants to know the whereabouts of the secret garden and its contents. Mary's words show that she has motivation with a feeling of enthusiasm to fulfill her need for achievement. According to McClelland (1961), he stated that people with need for achievement tend to feel excitement when they are pursuing their goals.

Whenever she finds a garden, she always thinks it is the hidden garden she has been looking for, but it is not. Her determination and need for achievement made her feel like that. Mary indicated that she has a desire to meet her needs successfully as it seen in datum 5.

Datum 5

"Perhaps it has been buried for ten years," she said in a whisper. "Perhaps it is the key to the garden!" (The Secret Garden, p. 84)

Mary's desire to achieve her goals increases when she finds a key that she believes is the key to the secret garden door she has been looking for. Her desire shows that there is motivation within her. However, her discovery did not make her completely happy because that was not the achievement she wanted to achieve. It added to Mary's enthusiasm and curiosity because she had only found the key and still had yet to find the secret garden door. However, her need for achievement has yet to be reached, so she still unsatisfied.

Datum 6

"She was standing inside the secret garden." (The Secret Garden, p. 96)

As the datum 6 shows, Mary's success in achieving her goal: finding a secret garden. Her success characterized through her action. The datum above shows how Mary felt when she was about to enter the secret garden, which was the goal she wanted to achieve. Mary's curiosity that had been aroused from the start made her think that the secret garden was different from other gardens, but after entering it, she had yet to feel satisfied. According to McClelland (1988), people with a high need for achievement are driven by a desire for success. The lack of satisfaction felt by Mary indicates that her need for achievement has not been fulfilled.

Mary changed the goal she wanted to achieve, which was to make the secret garden as 'living' garden. This change in goal is a sign that the achievement she wants to fulfill has also changed, as seen in datum 7, 8 and 9.

Datum 7

"I wonder if they are all quite dead," she said. "Is it all a quite dead garden? I wish it wasn't." (The Secret Garden, p. 99)

Datum 8

"All that troubled her was her wish that she knew whether all the roses were dead, or if perhaps some of them had lived and might put out leaves and buds as the weather got warmer. She did not want it to be a quite dead garden." (The Secret Garden, p. 99)

Datum 9

"It's a secret garden, and I'm the only one in the world who wants it to be alive." (The Secret Garden, p. 127)

In the datum 7, 8 and 9 show a change in purpose experienced by Mary. Every individual will always have new goals as time goes by and the experiences their experiences until she feels satisfaction, so does Mary. McClelland (1988) argues that individuals emphasize achievement tend to develop a stronger need for

achievement, and this need for achievement can be further strengthened or weakened based on experiences throughout one's life. Mary shows that she has a new achievement, which is to take care of all the plants in the secret garden so that the garden does not become a 'dead' garden. Mary's goal, which changed after she saw the contents of the secret garden is proof that the motivational power she has to fulfill her need for achievement has also changed.

Another achievement that emerged was when she heard a scary and loud sound, like crying. Martha called it *mutherin'* wind. At first, Mary believed it, but in the following days, she heard the voice again, and it sounded closer, though not very clear.

Datum 10

"There was some one crying there was there was!" she said to herself. She had heard it twice now, and sometime she would find out. (The Secret Garden, p. 74)

In the datum 10 shows another achievement Mary wants to fulfill besides being related to the secret garden, namely finding the source of the sound of *mutherin'* wind. Mary's desire arose accidentally when she was finding a way to find the secret garden, but her curiosity was the same as her curiosity about the secret garden. Her curiosity that exists in her shows that there is motivation in herself to reach her goals. The goals or achievements that she wants to achieve have an influence on her satisfaction, so that the motivation that is in her encourages her to think about doing something so that she can feel satisfied. However, Mary's desire to find the *mutherin'* wind is the same as her desire about the secret garden.

Datum 11

"I am going to find out what it is," she said. (The Secret Garden, p. 155)

In the datum 11 shows Mary's need for achievement which is characterized through the dialogue. Even though this achievement appears in tandem with her previously unfulfilled achievements, it does not lower her motivation to find a *mutherin'* wind. Mary is a child with a high need for achievement, so her motivation can have the same strength despite her different goals. The high desire to succeed encourages her to have a strong motive because she hopes that the achievements she wants to achieve can lead her to fulfill her satisfaction. Therefore, her desire included as a form of her need for achievement.

Datum 12

"It was a big room with ancient, handsome furniture in it. There was a low fire glowing faintly on the hearth and a night light burning by the side of a carved four-posted bed hung with brocade, and on the bed was lying a boy, crying fretfully." (The Secret Garden, p. 156)

Mary finally found the origin of the *mutherin'* wind sound she had heard, indicating that her achievement had been fulfilled. This indication shows through characterization by the author, which is in the narration. As a child, Mary felt confused and curious but also relieved and satisfied because she found the origin of the screams and cries she had been hearing. It did not stop there, Mary's need for achievement made her want to know everything related to the sound of crying. The sound of weeping came from a boy same as her age named Colin, who was lying and crying on her bed in the room. Therefore, her succeed can make her feeling better.

Datum 13

"Why?" asked Mary

“Why?” Mary asked again, feeling more mystified every moment. (The Secret Garden, p. 158)

Datum 14

“Why?” Mary could not help asking again. (The Secret Garden, 159)

Her high curiosity also made her discover why Colin was crying so loudly that she heard it. She tries her best to collect the information she wants to know. As can be seen from the quote above, Mary, with her curiosity, always asked Colin so that all her curiosity would be answered. It shows that motivation in her makes her often ask some questions. Therefore, Mary's curiosity is a form of motivation within Mary when she wants to fulfill her need for achievement.

After Mary stayed and talked with Colin, she found out why Colin was crying so much in pain. Colin felt that he would grow up with a hunched back and soon die. Mary did not like Colin's way of thinking and talking about his death.

Datum 15

“How do you know?” said Mary unsympathetically. She didn't like the way he had of talking about dying. She did not feel very sympathetic. She felt rather as if he almost boasted about it. (The Secret Garden, p. 183)

Her dislike made her have a new achievement, namely that she would comfort Colin so that Colin would forget that he would become hunchbacked and then die. Mary's dislike is characterized in the form of narration by the author. Mary wanted Colin to cheer up and believe that he would get well and live for a long time. Mary has the motivation to comfort Colin so he does not remember anything related to death. This motivation drives her to do something so that she can reach her goal. Therefore, her feeling is the expression of motivation for her to fulfill her need for achievement.

Datum 16

“She had spent hours of every day with Colin in his room, talking about Rajahs or gardens or Dickon and the cottage on the moor. They had looked at the splendid books and pictures and sometimes Mary had read things to Colin, and sometimes he had read a little to her. When he was amused and interested she thought he scarcely looked like an invalid at all, except that his face was so colorless and he was always on the sofa. (The Secret Garden, p. 189)

The datum 16 show Mary's efforts which characterized through her behavior or action. She is strongly determined to comfort Colin so that Colin forgets about his illness and wants to live longer. Mary felt Colin needed fresh air, which might make him happy and feel 'alive.' She also wanted to take Colin to see the secret garden. She wanted Colin to feel the joy of seeing the secret garden as she had felt inside the garden. Her motivation to fulfill her need for achievement made her willing to do many things so that Colin could forget his bad thoughts about illness and death that would come to him. However, Mary's motivation served as a driving force for her to have a feeling of satisfaction.

Some data above show that Mary has the motivations that make her doing actions to fulfill her need for achievement. In addition, there are some characteristics which show Mary has high need for achievement:

1. Personal Performance for Responsibility

The first characteristic in people who have high need for achievement is personal performance of responsibility. McClelland (1988) explained that people who have this characteristic tend to have a strong desire to achieve their goals and take responsibility for their own outcomes. They are also willing to take personal responsibility for any failures or setbacks that may occur along the way. This characteristic is also shown by Mary when she wants to take care of the secret garden and make it as 'living' garden.

Datum 17

"I am going to do ever so many more. I'll do all I can see. If I haven't time today I can come tomorrow." (The Secret Garden, p. 101)

In the datum 17 implicitly shows that Mary was a persistent child. Her determination characterized through the dialogue. Her determination is the motivation which emerged in her to fulfill her need for achievement. She is willing to spend her time doing many things, so the secret garden is neglected. She felt that the secret garden was her responsibility, as she had discovered it in the first place. She is responsible for making the garden come alive, according to the goals she wants to achieve. Even though she did not know the results of her efforts which might not necessarily be successful, at least she had tried well and kept believing that she would succeed. Therefore, her determination indicates her as a persistent child.

2. Need for Performance Feedback

The need for achievement is always related to our performance when doing something, especially to achieve goals or meet our needs. Mary also shows behavior that is included in the need for performance feedback. As a child, she feels happy when someone compliments all aspects of her, be it her appearance or performance.

The need for performance feedback was shown when Dickon praised her appearance, which was different from the first time they met.

Datum 18

"Tha's a good bit stronger than tha' was," Dickon said, looking at her as she was digging. "Tha's beginning to look different, for sure." Mary was glowing with exercise and good spirits. (The Secret Garden, p. 208-209)

As time went by and the more she went to the park, she became different. The difference that occurs in Mary is characterized by the dialogue which contains about her appearance. Her appearance and body condition were also very different from when she first came to England. She became fatter and stronger so she could do much work, including planting new shoots. At that time, Mary was digging in the ground to grow new shoots in her secret garden. She earned praise from Dickon because of the change in her and the result of many things she did before. Hearing Dickon's words made Mary feel happy because she also felt that she was getting healthier, and that was one of the results because she already knew that her achievement would be successfully fulfilled.

3. Innovativeness

To achieve all of Mary's achievements, she must have an innovative and creative mind. She will try to find a way so she can achieve her goals so she can feel satisfied, even though she often experiences failure.

Datum 19

"She walked round and looked closely at that side of the orchard wall, but she only found what she had found before that there was no door in it. Then she ran through the kitchen-gardens again and out into the walk outside the long ivy covered wall, and she walked to the end of it and looked at it, but there was no door; and then she walked to the other end, looking again, but there was no door." (The Secret Garden, p. 59-60)

Mary's innovative thinking in finding the existence of a secret garden shows in datum 19. Her innovative thinking characterized through her action. She could not get rid of the topic of the secret garden in her head, so she wandered around to find it. She ran through the long path around the house but found nothing. Even so, it does not make her give up on looking for the whereabouts of

the secret garden. However, she still has the motivation to keep looking for it in order to fulfill her need for achievement.

Datum 20

"She took the key in her pocket when she went back to the house, and she made up her mind that she would always carry it with her when she went out, so that if she ever should find the hidden door she would be ready." (The Secret Garden, p. 87)

After she finds a key that she believes is the key to a secret garden, she has the idea to always carry the key with her wherever she goes. In datum 20 showed that her goal of finding the secret garden had yet to be achieved, so when she saw the key, she began to have hoped that she was getting closer to her success. The idea that emerged was one of the results of her innovative thinking. She thought that when she wandered around and then found a door that was the door of the secret garden, she could immediately try opening it. Therefore, if the key is always in her pocket, it will make it easier for her to fulfill her need for achievement.

Datum 21

"It was the lock of the door which had been closed ten years and she put her hand in her pocket, drew out the key and found it fitted the keyhole. She put the key in and turned it. It took two hands to do it, but it did turn." (The Secret Garden, p. 96)

The datum 21 above proves Mary's success from the results of her innovative thoughts. In addition, her innovative thinking characterized by her action. Her decision to always take the key with her every time she leaves the house produces good results. Mary's innovative thinking helped her ensure that she had found the secret garden she had been looking for. However, her innovative thinking can help her to fulfill her need for achievement.

Previously it was mentioned that Mary also had a change of purpose after discovering a secret garden hidden for ten years, which was to take care of the garden so that all the plants did not die. To care for all the plants in the garden, of course, she must also think innovatively.

Datum 22

“She did not know anything about gardening, but the grass seemed so thick in some of the places where the green points were pushing their way through that she thought they did not seem to have room enough to grow. She searched about until she found a rather sharp piece of wood and knelt down and dug and weeded out the weeds and grass until she made nice little clear places around them.” (The Secret Garden, p. 101)

Mary, a ten-years-old girl, who had never worked before, especially taking care of a garden, had no idea about anything related to plants. In such a situation, Mary was forced to find her own way to animate existing plants. Mary's innovative thinking is really needed here. Mary's need for achievement urged her to think of ways to make the plants in the garden come back to life. Her initial step was to free the plants entangled in roots using the sharp stems around them. This behavior is used to be another proof of the influence of motivation so make her has innovative thinking to achieve the achievement she wants.

Datum 23

“Martha,” she said, “what are those white roots that look like onions?”

“Do bulbs live a long time? Would they live years and years if no one helped them?” inquired Mary anxiously. (The Secret Garden, p. 103)

Mary thought that if she did not have any knowledge of the garden, then she should seek information from others. They should be more likely to seek out information to find better ways of doing things (McClelland, 1987). Mary, who at that time thought that the secret garden was hers and no one should know but

herself, began to think about who she could ask everything about plants without suspicion. She decided to ask Martha, a person she trusted would not suspect her, out of curiosity. She asked Martha many things, including about the roots that grew carefully, and worried that Martha would suspect her. It characterized through the dialogue. It shows Mary's innovative thinking so that she can still find out everything about plants, but she is not questioned because of her sudden behavior.

Datum 24

"If I have a spade," she whispered, "I can make the earth nice and soft and dig up weeds. If I have seeds and can make flowers grow the garden won't be dead at all it will come alive." (The Secret Garden, p. 107)

Another datum of evidence that shows Mary's innovative thinking is when she thought she needed a tool to help her revive the secret garden. She wanted to plant a lot of new shoots in the garden, but she did not have the proper tools which would make her job easier. She asks Martha for a spade, an unsuspecting person she can trust because she does not want her secret about the garden to be known by others. She conveyed her wish to Martha carefully, and Martha said without any suspicion that Mary would get it. Mary's idea to ask for a spade is proof of her innovative thinking. She can work more easily and quickly so that her achievements will soon be fulfilled.

Apart from being related to the garden, the achievement that Mary wants to achieve is knowing the voice of the *mutherin'* wind in the house. Mary, who believed that it was the sound of crying, was looking for a way to find it.

Datum 25

"She pushed it open very gently and closed it behind her, and she stood in the corridor and could hear the crying quite plainly, though it was not loud. It was on the other side of the wall at her left and a few yards farther on there was a door. She could see a glimmer of light coming from beneath it. The Someone was crying in that room, and it was quite a young Someone." (The Secret Garden, p. 156)

One night, the sound was heard again, even louder than before. Mary, who was awakened by this, could not contain her curiosity. She finally ventured out of her room to look for the source of the sound. Here Mary's innovative thinking is shown, in which she is forced to determine which direction she will turn. Her determination characterized through her action. She had to think about which door she was going to because there were many doors in this house that she had never entered. Therefore, motivation to fulfill her need for achievement pushed her to think and look for alternative ways so she could find the sound of crying.

Just like before, Mary's aim after finding the crying voices changed. The voice she had been searching for was that of Colin, the boy who thought he would grow up with a hunchback and would not live very long. After meeting Colin, a new wish emerges that Mary wants to achieve, which is to make Colin forget about his illness and death.

Datum 26

"I'll tell you who would put you in the humor, perhaps," said Mary reflecting. She felt as if she would like this thing to be settled one way or the other. "I believe Dickon would. He's always talking about live things. He never talks about dead things or things that are ill..." (The Secret Garden, p. 184)

The datum 26 above shows one way Mary comforted Colin. An idea appeared in Mary's mind, she would bring Colin together with Dickon because she wanted Colin to forget about his illness and continue to worry about his death.

Mary wanted Colin to feel happy when she met Dickon, as she felt every time she met Dickon. Mary hoped that would make Colin feel better. This idea is one of the proofs of Mary's innovative thinking which influenced by her motivation.

After Colin met Dickon, Mary saw Colin's response was very good. Colin's physical changes were also for the better because he smiled a lot, making Mary happy too. Mary was even more excited to think of other ways to make Colin feel more joyful and 'alive.'

Datum 27

"I've been wondering that myself. I've thought of it almost every time I've talked to him," said Mary. "I've wondered if he could keep a secret and I've wondered if we could bring him here without any one seeing us. I thought perhaps you could push his carriage. The doctor said he must have fresh air and if he wants us to take him out no one dare disobey him. He won't go out for other people and perhaps they will be glad if he will go out with us. He could order the gardeners to keep away so they wouldn't find out." (The Secret Garden, p. 204)

The datum 27 shows another idea that popped into Mary's head, which was to take Colin to the secret garden. Every time she went to the secret garden and saw the plants that thrived there, Mary became so happy that she was willing to spend time in it. She wanted Colin to feel the same way about her. She hoped seeing the secret garden's beauty could excite Colin and make him decide to live longer. Mary's innovative form of thinking produced excellent results and it characterized through the dialogue. This shows that the more often Mary thinks innovatively, the more likely her goals are to be achieved.

B. The Power Motive

The second important need reflected through Mary's behavior is the power motive, which include need for power (NPower). How she acts to people around her and how she feel about others reflected in this stage. She wants other behave

as she wish and feeling something weird when other people do not act as she wants. This kind of behavior made because Mary felt that she had different strengths and strata from her servants. Her father, Mr. Lennox was someone who had an important position in the English government and was always busy with his work. Likewise her mother who is famous in India as a woman with a beautiful face and only have interest to join parties and having fun. Mr. and Mrs. Lannox never took care of Mary.

Datum 28

"She had not wanted a little girl at all, and when Mary was born she handed her over to the care of an Ayah, who was made to understand that if she wished to please the Mem Sahib she must keep the child out of sight as much as possible."
(The Secret Garden, p. 1)

The datum 28 above shows why Mary felt she was different from others, especially her maid. Mary grew up and got along well with her native servants because they would do whatever she wanted and not argue against her. None of her maids dared to go against her because they feared upsetting Mary. This causes Mary, a ten-years-old girl, feel that she has power over anyone. Therefore, Mary can do all she wants to do because she need to fulfill her need for power desire.

Datum 29

"One frightfully hot morning, when she was about nine years old, she awakened feeling very cross, and she became crosser still when she saw that the servant who stood by her bedside was not her Ayah." (The Secret Garden, p. 2)

The datum 29 reflects Mary's impoliteness when giving orders to her maid. Mary, who was only nine years old, showed anger because her wish was not fulfilled. Just because she did not see her *Ayah* standing by her bed, she became angry at the maid who was near her. Mary's power which characterized through

the narration from author which made her feels it appropriate to scold his servant.

Therefore, her attitude when scolding her servant shows her need for power.

Datum 30

"The woman look frightened, but she only stammered that the Ayah could not come and when Mary threw herself into a passion and beat and kicked her, she looked only more frightened and repeated that it was not possible for the Ayah to come to Missie Sahib." (The Secret Garden, p.2)

The power shown by Mary is evidenced in the datum 30, namely the response of her servant, who was afraid to face Mary's anger. It characterized through the narration from the author. Mary also dared do physically abuse to her maid. It is not enough to speak with high intonation, and she dares to make physical contact so that other people feel afraid of her. The maid shows that Mary has taken away her freedom as a human being by going around with her. Mary's need for power made her feel that she had the right to do that to show that her status was higher than everyone's so that no one dared to go against her.

Datum 31

"Go away!" cried Mary. "I don't want boys. Go away!" (The Secret Garden, p. 11)

The need for power is also shown when she is with a little boy named Basil. Mary, a child who only cares about herself so that she is used to being alone, is disturbed by Basil's existence and it characterized through the dialogue. Basil, who accepted Mary's arrogant attitude, mocked her as the 'fierce Mistress Mary'. Mary hates Basil even more because she thinks that Basil is looking down on her. Mary, who considered her-self to have a higher social status than other people, certainly thought that their ridicule had made her look bad, and Mary did not like that. Therefore, this feeling reflect the need for power within Mary.

Datum 32

"I don't believe you," said Mary; and she turned her back and stuck her fingers in her ears, because she would not listen any more." (The Secret Garden, p. 13)

The datum 32 above also shows Mary's attitude when dealing with Basil, who says things Mary does not like. Mary clearly characterized through her action the need for power within her. She wants everyone to act nice to her. Everyone has to please her, so when Basil says something she does not want to hear, even if it is the truth, she still gets angry. She hated Basil even more and then just left him alone. Therefore, her attitude when she dealing with Basil shows the need for power within her.

At the beginning of her move to England, her need for power had not changed.

Datum 33

"Mary listened to her with a grave, puzzled expression. The native servants she had been used to in India were not in the least like this. They were obsequious and servile and did not presume to talk to their masters as if they were their equals. They made salaams and called them "protector of the poor" and names of that sort. Indian servants were commanded to do things, not asked. It was not the custom to say "please" and "thank you" and Mary had always slapped her Ayah in the face when she was angry." (The Secret Garden, p. 31)

After a few days, Mary was taken to her uncle's house, Mr. Craven by Mrs. Medlock according to the story of Basil. Mrs. Medlock is one of Mr, Craven's servants. Upon arriving there, she met a young maid who would serve her and replace her *Ayah's* duty named Martha. She listened to Martha speak and was amazed because when she in India, she had never spoken to her servants. This is where the power is shown because she feels that a servant is only in charge of serving all her wishes, and not allowed to talk with their master. According to Mary, a servant may only speak when their master invites them to speak. If her

servants argued against her or were disobeyed, she did not hesitate to slap, beat or kick them. Therefore, the motivation pushed her to fulfill his need for power made her think that a servant should not speak casually to their master.

Datum 34

“Who is going to dress me?” demanded Mary.

“No,” answered Mary, quite indignantly. ‘I never did in my life. My Ayah dressed me, of course.’ (The Secret Garden, p. 33)

The datum 34 proves Mary's need for power, making her a child who cannot do everything independently. The power she held characterized clearly through the dialogue. She grew up as a spoiled child because she always had servants serving her. In India, everything was prepared by her Ayah. Her Ayah would serve all her wishes, even doing basic things for herself, including changing her clothes, so she thought her new servant would serve her as before. However, it shows Mary's power as a master where she can command anyone to do whatever she wants, even things that should be done by herself.

Datum 35

“Mary sat up in bed furious.

“What!” she said. “What! You thought I was a native. You---you daughter of a pig!”

“Mary did not even try to control her rage and humiliation.” (The Secret Garden, p. 34)

Datum 36

“You thought I was a native! You dared! You don’t know anything about natives! They are not people – they are servants who must salaam to you. You know nothing about India. You know nothing about anything!”

“She was in such a rage and felt so helpless before the girl's simple stare, and somehow she suddenly felt so horribly lonely and far away from everything she understood and which understood her, that she threw herself face downward on the pillows and burst into passionate sobbing.” (The Secret Garden, p. 35)

Both datum 35 and 36 above show that Mary has high self-esteem. Mary showed her anger because Martha equates her to servants in India. She felt humiliated by Martha. No one dared to say that while she was alive, and Martha, who was only a servant, dared to do so. Not only that, but Martha also dared to reply to Mary's words and made Mary very angry because she dared to go against her. Her need for power prompted her to scream, and she became very angry. This was also new for Mary, a maid who dared to go against her words. According to Mary, this was a form of defiance by a maid to her master, and Mary really did not like it. Therefore, Mary's need for power is shown clearly through her attitude when she feels humiliated by others.

Then, Mary's need for power is shown when she starts looking for the existence of the secret garden.

Datum 37

"As she was not at all a timid child and always did what she wanted to do, Mary went to the green door and turned the handle." (The Secret Garden, p. 44)

The datum 37 shows Mary's need for power; she does not want to obey anyone's orders. She is a master, so no one has the right to ban her. She went out alone and walked down the street without the hesitation and fear of anyone, notwithstanding Mrs. Medlock's warning. Mary characterized explicitly through her action. Mary, who had once grown up not following orders, of course, also ignores the orders from Mrs. Medlock. She would not obey anyone, least of all, Mrs. Medlock is a servant. This really shows the power that Mary has as a master who is free to do whatever she wants.

Datum 38

Besides that, if she liked it she could go into it every day and shut the door behind her, and she could make up some play of her own and play it quite alone, because nobody would ever know where she was, but would think the door was still locked and the key buried in the earth. The thought of that pleased her very much. (The Secret Garden, p. 85)

After going through a long process to find the key to the secret garden, Mary is slowly not as fierce as she first came. Even so, she still has a fairly high ego and feels she has power over something that belongs to her. When she finds the key to a secret garden that has been hidden for ten years, she thinks that the garden is hers and no one should know about it. Mary shows this need for power because she wants to feel superior. She had discovered a hidden garden that others had not known existed for ten years. That feeling made Mary feel happy and satisfied.

Datum 39

"He ought to be stopped! Somebody ought to make him stop! Somebody ought to beat him!" she cried out.

"She flew along the corridor and the nearer she got to the screams the higher her temper mounted. She felt quite wicked by the time she reached the door. She slapped it open with her hand and ran across the room to the four-posted bed. You stop!" she almost shouted. "You stop! I hate you! Everybody hates you! I wish everybody would run out of the house and let you scream yourself to death! You will scream yourself to death in a minute, and I wish you would!" (The Secret Garden, p. 220)

Datum 40

"If you scream another scream," she said, "I'll scream too and I can scream louder than you can and I'll frighten you, I'll frighten you!" (The Secret Garden, p. 221)

The datum 39 and 40 show Mary's other anger towards Colin. One night, Mary was jolted awake when she heard Colin 'hysteric', which means crying and screaming so loud that everyone feared of him. Mary, who felt very disturbed, got angry and ran towards Colin's room to stop him. She did not care that Colin was sick, she was mad because the noise Colin made was so loud and bothering her.

She also did not like Colin continuing to go easy on others, so she hurried away to stop Colin from crying. Mary shows the need for power here very clearly through her attitude when dealing with Colin. She screamed in hopes of controlling Colin so he would stop crying. Therefore, Mary's need for power can dominate other people to obey her wishes.

Based on the explanation above, it shows that Mary is a ten years old girl who has the motivation to fulfill her need for power towards others, especially her maid. In addition, Mary has the characteristic of people who have the need for power:

1. Aggressiveness

The first characteristic of Mary's motivation to fulfill her need for power is aggressiveness. Here shows Mary, who will be more excited, passionate, and fiery. This aggressive attitude was shown by Mary in various behaviors at certain times, such as when she felt threatened, wanted to pursue something, faced her maid who did not obey her wishes, and so on. Veroff (1982) and McClelland (1987) stated that the power motive is particularly situation dependent.

Datum 41

"The woman looked frightened, but she only stammered that the Ayah could not come and when Mary threw herself into a passion and beat and kicked her, she looked only more frightened and repeated that it was not possible for the Ayah to come to Missie Sahib." (The Secret Garden, p. 2-3)

Mary's first form of aggressiveness was characterized directly through the author, when she just woke up and did not find her *Ayah*. A servant of hers is standing beside her, she scolds her because all she wants is to see her *Ayah* standing beside her when she wakes up, like always. The aggressive form that

Mary showed was by physically abusing her maid. Her behavior made her maid, who was older than her, very frightened. Therefore, her aggressiveness toward her maid is influenced by her motivation when she wants to fulfill her need for power.

Datum 42

"...all the time growing more and more angry and muttering to herself the things she would say and the names she would call Saidie when she returned."

"Pig! Pig! Daughter of Pigs!" she said, because to call a native a pig is the worst insult of all." (The Secret Garden, p. 3)

The datum 42 above shows that Mary's anger did not immediately go away after she abused her maid. She continues to be angry and aggressive throughout the day. She had even planned the punishment she would give to her *Ayah* when she returned. She grunted and said bad words to distribute her anger. She becomes aggressive only because her desires are not fulfilled. Her aggressiveness arose because Mary's need for power was not met. According to Mary, her *Ayah* disobeyed her because she did not come to her room.

Datum 43

"It is different in India," said Mistress Mary disdainfully. She could scarcely stand this. "

Mary sat up in bed furious.

"What!" she said. "What! You thought I was a native. You -- you daughter of a pig!"

"Mary did not even try to control her rage and humiliation." (The Secret Garden, p. 34)

Datum 44

"You thought I was a native! You dared! You don't know anything about natives! They are not people they're servants who must salaam to you. You know nothing about India. You know nothing about anything!" She was in such a rage and felt so helpless before the girl's simple stare, and somehow she suddenly felt so horribly lonely and far away from everything she understood and which understood her, that she threw herself face downward on the pillows and burst into passionate sobbing. " (The Secret Garden, p. 35)

Other datum showed Mary's aggressive behavior namely when Martha dared to fight her, and she felt humiliated by Martha. Mary got angry so she cried. She became aggressive because she felt powerless by Martha's words. She could only cry, hoping that Martha would do whatever she wanted. She relies on his power as a master, whereas a servant should not make their master sad. Her loud cry showed the aggressive form she had. The motivation to influenced others make her being aggressive toward her maid because she have the need for power within her.

Datum 45

"Mistress Mary did not mean to put out her hand and clutch his sleeve but she did it."

"She began to feel hot and as contrary as she had ever felt in her life."

"I don't care, I don't care! Nobody has any right to take it from me when I care about it and they don't. They're letting it die, all shut in by itself," she ended passionately, and she threw her arms over her face and burst out crying poor little Mistress Mary. (The Secret Garden, p. 126)

Another form of Mary's aggressiveness showed in datum 45, namely when Dickon asks her about the garden where she will plant new seeds. Mary, who at that time did not want others to know about her garden, suddenly changed. She was no longer friendly but became fierce as before. She felt threatened, she did not want his garden to be taken by someone else. According to her, what is hers will forever be hers. No one is allowed to take it, so she becomes more aggressive without realizing it. Her feeling of wanting to be superior makes her aggressive when something bothers her. Therefore, her aggressiveness is the characteristic shown because she has the need for power

Datum 46

"Could you?" Mary faltered, beginning to feel frightened. If he could make people answer questions, who knew what might happen!" (The Secret Garden, p. 163)

Datum 47

"Mary's hands clutched each other. Everything would be spoiled everything! Dickon would never come back. She would never again feel like a missel thrush with a safe-hidden nest."

"Oh, don't -- don't -- don't -- don't do that!" she cried out." (The Secret Garden, p. 165)

Not only Dickon, Mary also became aggressive when Colin showed interest in seeing the hidden garden. Colin can order everyone to find the garden. Knowing that fact, Mary felt threatened and afraid again. Mary, who at that time did not want to tell Colin, shouted. This feeling of wanting to get ahead of others made her not want Colin to take the garden away from her because she was the one who discovered it. She and Dickon tended the garden until many new shoots appeared, and it became a beautiful garden. She wanted the garden to be just for her and the only people with the right to know about it, and Dickon had the right to know about it. Therefore, Mary's aggressiveness appeared.

Datum 48

"Mary flew into a fine passion. She could fly into a passion without making a noise. She just grew sour and obstinate and did not care what happened."

"If you send Dickon away, I'll never come into this room again!" she retorted."

"Shall they, Mr. Rajah!" said Mary fiercely.

"They may drag me in but they can't make me talk when they get me here. I'll sit and clench my teeth and never tell you one thing. I won't even look at you. I'll stare at the floor!" (The Secret Garden, p. 212)

Mary's aggressive form is also shown in the datum 48 when Colin forbids Dickon to come because he feels Mary prefers to spend time with Dickon rather than with him. Mary, who heard this, felt very angry because Colin disturbed her

fun. Previously, in India, no one dared to bother her and forbid her not to do something, so when Colin acted like that, Mary did not like it and became aggressive. Her aggressive form is shown by the way she talks to Colin, which is fierce and fiery. Therefore, this aggressiveness appeared because there is motivation to fulfill the need for power within her.

Datum 49

“She took her hands from her ears and sprang up and stamped her foot.”

“He ought to be stopped! Somebody ought to make him stop! Somebody ought to beat him!” she cried out” (The Secret Garden, p. 219)

Datum 50

“She flew along the corridor and the nearer she got to the screams the higher her temper mounted. She felt quite wicked by the time she reached the door. She slapped it open with her hand and ran across the room to the four-posted bed.”

“You stop!” she almost shouted. “You stop! I hate you! Everybody hates you! I wish everybody would run out of the house and let you scream yourself to death! You will scream yourself to death in a minute, and I wish you would!” (The Secret Garden, p. 220)

In the datum 49 and 50, it show Mary's aggressiveness when she hears Colin 'hysterics' which really bothers her. The sound of Colin's crying was so scary that she felt nauseous and shivered when she heard the screams but she did not know what to do. After a while, she finally broke down and thought that she should stop Colin's screams. Here shows Mary's aggressive form which dared to stop Colin's anger. She even screamed in front of Colin to make Colin feel afraid of her. Mary's way of speaking, which uses high intonation, shows Mary's motivation to fulfill her need for power towards Colin.

Datum 51

“If you scream another scream,” she said, “I’ll scream too and I can scream louder than you can and I’ll frighten you, I’ll frighten you!”

"You can!" shouted Mary. "Half that ails you is hysterics and temper --- just hysterics --- hysterics --- hysterics!" and she stamped each time she said it. (The Secret Garden, p. 221)

Mary's aggressiveness made her forget that Colin was a child who always grieved at the thought of his illness and impending death. Mary's aggressive form was characterized through the dialog and action. It shows when she threatened and denied Colin's words with her old, fierce style. She did not care and did not feel sorry for Colin. The boy had been shouting to the point of interrupting her, and Mary wanted to teach him a lesson by going against him until he fell silent. This need for power is shown clearly because Mary wants Colin to obey her so she can stop crying.

2. Negative Self-image

Other people's views on Mary's appearance and behavior will be shown in this stage. Mary's concern that others will look bad is also explained here.

Datum 52

"She is such a plain child," Mrs. Crawford said pityingly, afterward. "And her mother was such a pretty creature. She had a very pretty manner, too, and Mary has the most unattractive ways I ever saw in a child. The children call her 'Mistress Mary Quite Contrary' and though it's naughty of them, one can't help understanding it." (The Secret Garden, p. 13)

Datum 53

"My word! she's a plain little piece of goods!" she said. "And we'd heard that her mother was a beauty. She hasn't handed much of it down? has she, ma'am?" (The Secret Garden, p. 14)

The datum 52 and 53 above shows that Mary is considered to have an unattractive appearance. Others often compare her to her mother. Mary's bad attitude and never smile starkly contrast with her beautiful and kind mother. Without Mary realizing it, her never-smiling face made her have a negative self-

image for other people. They became displeased just by looking at Mary's appearance. Therefore, her appearance made others see her as an unattractive child which means in negative way.

Datum 54

"She had never thought much about her looks, but she wondered if she was as unattractive as Ben Weatherstaff and she also wondered if she looked as sour as he had looked before the robin came. She actually began to wonder also if she was 'nasty tempered.' She felt uncomfortable." (The Secret Garden, p. 51)

The datum 54 as further proves that other people think Mary is bad just by looking at the look on her face. It is characterized through the author. Mary is a girl who has a sour and grumpy face, which is rare at her age. Others will think that Mary has a bad attitude so everyone will not like her. Therefore, the negative self-image is clearly seen in Mary because of her bad attitude when dealing with other people.

3. Search for Prestige

Growing up without her parents' attention and only being surrounded by servants, Mary had a high ego. She wanted to be seen as having a high status and hated being looked down upon. She felt that her degree was the highest among other people.

Datum 55

"When the next day they set out on their journey to Yorkshire, she walked through the station to the railway carriage with her head up and trying to keep as far away from her as she could, because she did not want to seem to belong to her. It would have made her very angry to think people imagined she was her little girl." (The Secret Garden, p. 16)

The datum 56 above shows Mary's first form of searching for prestige, namely when Mary was on her way to England with Mrs. Medlocks. Mrs.

Medlock is a handmaid who her uncle ordered to fetch her. Mary thinks Mrs. Medlock is annoying and does not get along with her. Mrs. Medlock is just a servant, while Mary is the master. She was so self-respecting and status-conscious, she did not want people to think that Mrs. Medlock was her mother because she walked with her. This proves that Mary have needs for power and it characterized through her action, she does not want other people to believe she is the same as her maid because she upholds her dignity.

Datum 56

"Are you going to be my servant?" Mary asked, still in her imperious little Indian way. (The Secret Garden, p. 33)

The datum 56 above is another piece of evidence showing that Mary is very self-respecting and feels that she has a higher social status than others. Then, she met Martha, a maid-servant, who she thought was strange for having dared to speak to her, the master. Mary's attitude when talking to Martha shows a form of herself that considers her prestige and maintains her status, in which she is a master, and Martha is just a servant. It is shown through the author who describes her attitude when she spoke to her maid. Therefore, her attitude influenced by motivation because she wants to fulfill her need for power toward others.

4. Acting So As to Be Recognize in Small Group

After reading the novel as a whole and in detail, the researcher found no data indicating the existence of this type of characteristic. Mary did everything by herself, not in a group. She tried to fulfill her need for power toward others. she have the motivation within herself, and try to influence and be dominant to others

by herself. Therefore, the researcher found no data that indicate this type of characteristic in the form of a need for power.

5. Risk Taking

Mary's courage to take risks to achieve her satisfaction is shown in this section.

Datum 57

"Mary looked at the fire and pondered a little. She must be careful if she meant to keep her secret kingdom. She wasn't doing any harm, but if Mr. Craven found out about the open door he would be fearfully angry and get a new key and lock it up forever more. She really could not bear that." (The Secret Garden, p. 104)

Datum 58

"Mistress Mary felt her face grow red. She was almost afraid to answer."

"I --- I want to play that --- that I have a garden of my own," she stammered. "I --- there is nothing for me to do. I have nothing --- and no one." (The Secret Garden, p. 118)

The datum 57 and 58 above shows Mary's braveness in behaving. She consciously dared to break the rules in her uncle's house by not finding out about the secret garden that had been hidden for ten years by Mr. Craven. She understood the risks involved if others discovered that she had entered the secret garden, but her curiosity was even higher. Her motivation contained her being cautious because she wanted to keep the secrets about the secret garden to herself. Therefore, in order to achieve self-satisfaction, she dared to take the risks.

C. The Affiliative Motive

Mary's last form of motive system is the motivation to reach her need for affiliation (NAff). Mary's way of forging good relations with others, which would

make it easier for her to achieve her goals, is shown here. As previously indicated, Mary is a small child with many goals she wants to achieve. It will go through a long and not-easy journey to reach its goals. Mary, who had a bad attitude, slowly began to change without her noticing it. Her previously arrogant attitude towards others changed for the better. She begins to understand how to deal with others and be kind to others which can help her achieve her goals. Mary's changes will be explained in this section.

Datum 59

"She went and stood beside him and watched him a few moments in her cold little way. He took no notice of her and so at last she spoke to him." (The Secret Garden, p. 46-47)

The first need for affiliation was shown by Mary when she started looking for the existence of a secret garden. Mary, who at that time had just moved to England, still with her arrogant nature, slowly approached a gardener, Ben Weatherstaff. Of course, this was quite strange because Mary had to lower her ego to approach a servant to try to talk to her. Her attitude that wanting to be close to other people shows the need for affiliation that is in her. In addition, the need for power in Mary characterized through the action. Therefore, her attitude is influenced by motivation to fulfill the need for affiliation.

Datum 60

"Mistress Mary went a step nearer to the robin and looked at him very hard. 'I'm lonely,' she said. She had not known before that this was one of the things which made her feel sour and cross." (The Secret Garden, p. 50)

Datum 61

"I have no friends at all," said Mary. "I never had. My Ayah didn't like me and I never played with any one." (The Secret Garden, p. 51)

Mary, a ten-years-old girl who is stubborn and arrogant, tries to start a conversation. Of course, this was a new thing she had never done before for her. Her decision to strike up a conversation with Ben Weatherstaff was not such a bad thing. After chatting, as a child, she hoped that Ben would understand how she felt. Therefore, the feeling of comfort that appears to Mary shows the result of her motivation to fulfill her need for affiliation.

Datum 62

“He’s made up his mind to make friends with thee,” replied Ben. “Dang me if he hasn’t took a fancy to thee.”

“To me?” said Mary, and she moved toward the little tree softly and looked up.”

“Would you make friends with me?” she said to the robin just as if she was speaking to a person. “Would you?” And she did not say it either in her hard little voice or in her imperious Indian voice, but in a tone so soft and eager and coaxing that Ben Weatherstaff was as surprised as she had been when she heard him whistle.” (The Secret Garden, p. 52)

In India, Mary had no friends, and no one even wanted to be friends with her because she was an arrogant child, so she was a little surprised when Ben said that Robin wanted to be with her. Mary, who is fierce and angry, suddenly becomes friendly when she wants to talk to Robin. She wants to be a friend of that bird, so she tries to make the Robin comfortable and wants to have a good relationship with her. She showed her need for affiliation when she was happy enough that someone finally decided to be friends with her, even if it was just a bird. She also began to dare to take a move to form good relationships with other creatures.

Datum 63

“Mary reflected a little.”

“I’ll tell you a great deal more before your next day out” she said, “so that you will have more to talk about. I dare say they would like to hear about riding on

elephants and camels and about the officers going to hunt tigers” (The Secret Garden, p. 88)

The datum 63 shows the change in Mary's attitude when dealing with her maid, Martha. Mary began to feel comfortable and tried to get along with Martha. She was no longer rude and fierce towards Martha, like when dealing with his *Ayah* in India. This behavior of Mary characterized through her action. Martha said her family loved hearing stories about Mary and all the things about India, which made Mary feel warm. Mary, a ten-year-old child, who never deserved love from her family, feels really happy. She even offered to tell Martha more about her life in India. Without Mary knowing it, this was one of Mary's efforts to fulfill her need for affiliation by building a good relationship with Martha and her family. Therefore, Mary is willing to do anything to fulfill her need for affiliation.

Datum 64

“Martha,” she said, “they were your wages. It was your twopence really. Thank you” She said it stiffly because she was not used to thanking people or noticing that they did things for her.”

“Thank you,” she said, and held out her hand because she did not know what else to do.”

“Mary looked stiffer than ever.”

“Mistress Mary felt a little awkward as she went out of the room.” (The Secret Garden, p. 92)

One day, Martha bought Mary a jump rope. Mary was both pleased and confused by her feelings. She had never felt like this before. She did not know what to do after Martha, her maid, who was paid a small nominal, according to her, chose to buy her jump rope instead of buying food for his younger siblings in her hut. Mary, in her stiff style, thanked Martha. This is where Mary shows the need for affiliation, described by which she is grateful to others. Previously, it had

never occurred to her to thank her maid. She had always felt that it was only right for servants to serve her and make her happy. Therefore, Mary's words of thanks show her behavior pushed by her motivation, making her want to do things she has never done to fulfill her need for affiliation.

Datum 65

"During that week of sunshine, she became more intimate with Ben Weatherstaff. She surprised him several times by seeming to start up beside him as if she sprang out of the earth. The truth was that she was afraid that he would pick up his tools and go away if he saw her coming, so she always walked toward him as silently as possible. But, in fact, he did not object to her as strongly as he had at first. Perhaps he was secretly rather flattered by her evident desire for his elderly company. Then, also, she was more civil than she had been." (The Secret Garden, p. 113)

In the datum 65, it shows the result of Mary's efforts to build a good relationship with Ben Weatherstaff. Mary tried to get close to Ben in various ways, although sometimes she doubted Ben would walk away when he saw her. Her motivation to fulfill her need for affiliation pushed her to think about how to approach Ben. Mary unknowingly became friendlier and did things she had never done before, which was good for her. Mary no longer looks as sour as when she first met Ben, so maybe Ben is starting to feel comfortable with Mary's presence.

Datum 66

"Mary knew nothing about boys and she spoke to him a little stiffly because she felt rather shy."

"Will you show the seeds to me?" Mary said. She wished she could talk as he did. His speech was so quick and easy."

"She liked it very much and when she looked into his funny face with the red cheeks and round blue eyes she forgot that she had felt." (The Secret garden, p. 122)

Mary also felt the need for affiliation with Dickon, Martha's younger brother. Mary, who had never had friends before, especially boys, felt nervous and embarrassed. However, her motivation to have a good relationship with Dickon

also pushed her to be as good as possible. Even with her confusion and rigid attitude, she tries not to be mean to Dickon because she likes him. Dickon, who was good at getting along, responded well to Mary, and it made Mary happy. However, Mary's motivation succeeded in pushing Mary to fulfill her wish.

Based on data show above, Mary has motivations that drive her to take an action to fulfill her need for achievement. She tried her best to make relation and be close personally with others. In addition, Mary have some characteristics of people who have need for affiliation as mentioned in McClelland (1961):

1. Performing Better When Affiliative Incentives Are Present

After reading the novel as a whole and in detail, the researcher found no data indicating the existence of this characteristic. Mary wants to make relationship with others without any concern to get any incentive. She just a ten years old girl and did not think about the incentive things. She is just a child who wants to be close personally with others. Therefore, the researcher did not found data indicate this characteristic in the form of a need for affiliation.

2. Maintaining Interpersonal Networks

Mary, who tries her best to establish and maintain good relationships with other people, is shown in this section.

Datum 67

"Oh!" she cried out, "is it you -- is it you?" And it did not seem at all queer to her that she spoke to him as if she was sure that he would understand and answer her.

"Good morning! Isn't the wind nice? Isn't the sun nice? Isn't everything nice? Let us both chirp and hop and twitter. Come on! Come on!" (The Secret Garden, p. 58)

Mary also became excited and cheerful every time she met the red robin. Mary always tried to get Robin to talk to her. Sometimes Robin's bird chirped, and Mary felt the bird understood and answered her words. This attitude shows the characteristics of maintaining interpersonal networks. This behavior also reflects Mary's desire to maintain good relations with her new friend, the red Robin. Therefore, Mary have motivation to maintaining interpersonal networks to fulfill her need for affiliation.

Datum 68

“Martha,” she said, “they were your wages. It was your two pence really. Thank you.” She said it stiffly because she was not used to thanking people or noticing that they did things for her. “Thank you,” she said, and held out her hand because she did not know what else to do.”

“Mary looked stiffer than ever.”

“Mistress Mary felt a little awkward as she went out of the room.” (The Secret Garden, p. 92)

Besides the red Robin, Mary also wants to have a good relationship with Martha, her maid. After Martha bought her jump rope, she said 'thank you.' It was one of the changes Mary experienced because she had never said that to anyone before, especially a maid. Her high ego meant that she never respected other people, but when Martha gave her a jump rope, she felt she needed to thank her. This shows that Mary wants to have a good relationship with Martha, she is willing to lose her ego, which is very strange for Mary. Therefore, this attitude shows her efforts to maintain interpersonal networks with others.

Datum 69

“I’ll tell you a great deal more before your next day out,” she said, “so that you will have more to talk about. I dare say they would like to hear about riding on elephants and camels, and about the officers going to hunt tigers.” (The Secret Garden, p. 88)

In datum 69 above also shows another form of maintaining an interpersonal network that Mary has when she wants to build good relationships with other people, namely Martha's family. Mary knew and started to like Martha's family because Martha often talked about them. Mary, who had never felt affection from her family before, subconsciously wanted to have a close relationship with them. She was willing to tell stories and talk at length to keep them entertained and hoped they would like her stories. This effort, of course, includes maintaining interpersonal networks.

Datum 70

"Will you show the seeds to me?" Mary said. (The Secret Garden, p. 22)

Datum 71

"Will you come again and help me to do it?" Mary begged. "I'm sure I can help, too. I can dig and pull up weeds, and do whatever you tell me. Oh! do come, Dickon!" (The Secret Garden, p. 133-134)

Apart from thanking other people, Mary also started to 'ask' and 'beg' if she wanted something. It characterized through the dialogue. She was no longer giving orders like usual, but she asked. Of course, this is a good chance for Mary when she wants to build good relationships with other people. She also changes her speech intonation to other people so that communication can occur in two directions and the relationships she builds with other people are better. These words certainly had a good impact on Mary, who wanted to maintain an interpersonal network with others.

3. Cooperation, Conformity and Conflict

This section shows Mary's changing attitude in order to make other people comfortable with her.

Datum 72

"She chirped, and talked, and coaxed and he hopped, and flirted his tail and twittered. It was as if he were talking." (The Secret Garden, p. 82)

Datum 73

"Mistress Mary forgot that she had ever been contrary in her life when he allowed her to draw closer and closer to him, and bend down and talk and try to makesomething like robin sounds." (The Secret Garden, p. 82-83)

Datum 74

"...She was so happy that she scarcely dared to breathe." (The Secret Garden, p. 83)

Mary's conformity showed in datum 82, 83 and 84. Mary liked the bird Robin because it was her first friend in England. The existence of the bird had a good impact on Mary. Mary is willing to do what the birds do, such as whistling, jumping, and sometimes chirping. Her motivation to be close to the robin made her tries to make the bird comfortable and like it. Therefore, Mary shows conformity to fulfill her need for affiliation.

Datum 75

"Then Mary did a strange thing. She leaned forward and asked him a question she had never dreamed of asking any one before. And she tried to ask it in Yorkshire because that was his language, and in India a native was always pleased if you knew his speech."

"Does tha' like me?" she said. (The Secret Garden, p. 138)

Datum 76

"If you will come," said Mary, "if you will help me to make it alive I'll -- I don't know what I'll do." she ended helplessly. What could you do for a boy like that?" (The Secret Garden, p. 134)

The datum 75 and 76 above shows Mary's attempt to get Dickon to like her. In datum 75, it characterized through Mary's action, while in datum 76 it is characterized through the dialog. Mary feels comfortable around Dickon and spends time with him. She also considers Dickon one of the people she likes, but

she doubts whether he also likes her. She did not want Dickon to dislike her like Ben did when she first moved to England. She wanted to be friends with Dickon, and she would make it happen. She is willing to do anything so that Dickon intends to come back to see her, and whenever possible, Dickon helps her take care of the secret garden.

The datum above proves that Mary is willing to change her attitude and speaking style so that other people feel comfortable around her. People in India like it when someone else speaks in an Indian dialect, so Mary thinks of trying to speak Yorkshire to Dickon so that Dickon likes her even more. Mary's attitude is very strange, just because she wants to be friends with Dickon, she is willing to do things she has never done to others. This is a form of conformity that Mary has so that Dickon can feel comfortable around her.

4. Managerial Behavior

Previously analyzed data in *The Secret Garden* did not show this type of characteristic in the affiliative motive. Mary is a ten years old girl who does not have the behavior that describes an employee, especially a manager. She just wanted to achieve her goals and satisfy her curiosity so that she would have her own satisfaction. Therefore, the researcher found no data that indicate this type of characteristic in the form of a need for affiliation.

5. Fear of Rejection

Mary's efforts to fulfill her need for affiliation are not always successful, it is making her feel afraid of rejection. This section shows the feelings of rejection, loneliness, and not being liked by others that Mary experiences.

Datum 77

*"He wouldn't like me," said Mary in her stiff, cold little way. "No one does."
(The Secret Garden, p. 78)*

The datum 77 above is evidence of the fear of rejection experienced by Mary. One day, Mary told Martha she wanted to go to Martha's hut to meet her mother and younger siblings. However, she became doubtful because she realized she had a bad attitude when dealing with others. She thought other people would not like her, and neither would Martha's family. As a child, Mary feared they would dislike and reject her existence if she came there. Therefore, this feeling shows the form of fear of rejection experienced by the main character, Mary.

Datum 78

"Do you think he remembers me?" she said. (The Secret Garden, p. 81)

Datum 79

"Do you think he is?" cried Mary eagerly. She did so want to know. "Do you think he really likes me?" (The Secret Garden, p. 124)

Not only that but Mary's fear of rejection is also shown when she meets the red robin again. Even though they had talked before and Mary thought the bird was a friend, she kept making sure it remembered her when she saw the bird again. She feared the bird would forget her, so she asked to ensure the bird remembered her. This attitude also reflects the fear of rejection, namely the fear of being overlooked by others. Therefore, her feeling to feel the rejection from others influenced by her motivation to fulfill her need for affiliation.

Datum 80

"You do remember me!" she cried out. "You do! You are prettier than anything else in the world!" (The Secret Garden, p. 82)

Datum 81

"Aye, he knows thee," said Dickon in his low voice again. "An' he likes thee. He's took thee on. He'll tell me all about thee in a minute." (The Secret Garden, p. 123)

Datum 82

"Do you think he is?" cried Mary eagerly. She did so want to know. "Do you think he really likes me?"

"Aye, he's a friend o' yours," chuckled Dickon. (The Secret Garden, p. 124)

Then, when the bird did remember, Mary was very happy. Dickon also told her that the Red Robin liked her and thought of her as a friend, Mary was very happy because she had never felt like this before. The feeling of fear of rejection that she had experienced before turned into a sense of joy and satisfaction. The motivation that had pushed her to behave well with the robins yielded excellent results.

Datum 83

"Sometimes she looked for Ben Weatherstaff, but though several times she saw him at work he was too busy to look at her." (The Secret Garden, p. 57)

Datum 84

"She surprised him several times by seeming to start up beside him as if she sprang out of the earth. The truth was that she was afraid that he would pick up his tools and go away if he saw her coming, so she always walked toward him as silently as possible." (The Secret Garden, p. 113)

Datum 85

"He very seldom talked much and sometimes did not even answer Mary's questions except by a grunt..." (The Secret Garden, p. 113-114)

Datum 86

"She liked old Ben Weatherstaff. Yes, she did like him. She always wanted to try to make him talk to her." (The Secret Garden, p. 119)

Mary's attitude toward fulfilling her need for affiliation is only sometimes successful. The quote above proves that Mary's efforts to make friends with other people did not end well. Mary's fear of rejection is also illustrated when she

approaches the gardener, Ben Weatherstaff. She had thought that Ben liked her after they had a conversation previously, but he did not. Ben would sometimes leave Mary alone or go away when Mary came to him. Ben's treatment of her was enough to make Mary realize that she was still alone and no one liked her. Mary likes Ben, but she is afraid that Ben will leave when she approach him, even though she just wants to talk to Ben. After feeling that Ben was away from her, she always thought first to come over or just say hello to Ben. Mary's doubts show that she is traumatized by the rejection she experienced when she wanted to fulfill her need for affiliation.

Datum 87

"She stood still, looking down at the carpet and thinking. "I said I would never go back again---" she hesitated, knitting her brows---" but perhaps, just perhaps, I will go and see --- if he wants me --- in the morning. Perhaps he'll try to throw his pillow at me again, but--- I think --- I'll go." (The Secret Garden, p. 217)

Mary shows the last fear of rejection after she fights with Colin. She wanted to go to Colin's room to show the presents she got from her uncle, but she hesitated and was afraid that Colin would not want to see it. She was worried that Colin would be even angrier and refused her presence when Mary arrived in his room. This attitude of hers shows that she is afraid of not being accepted and receives rejection.

CHAPTER V

CONCLUSION AND SUGGESTION

This chapter presents a conclusion and suggestion. Conclusions are taken from the analysis of the previous chapter, findings and discussion as answers to the research questions. Furthermore, it contains suggestions from the researcher for the readers and the following researchers

A. Conclusion

Frances Hodgson Burnett's *The Secret Garden* is a classic English children's literature novel that portrays personal growth, self-discovery, and the strength of a person's motivation to achieve her goals, which is experienced by the main character, Mary. Mary shows her motives systems when she wants to reach all her goals and fulfill her needs based on the Theory of motivation by David C. McClelland so she can feel satisfied. The motive system of the main character is characterized using Pickering & Hooper's Theory of character and characterization.

First, the achievement motive, which includes three characteristics: the need for performance feedback, personal performance for responsibility, and innovativeness, demonstrates that Mary is driven to work toward her goals. Mary felt happy since her goals had been fulfilled. Mary shows all the traits of someone with a high need for achievement, as seen by her actions. Next, Mary reveals her need for power when interacting with others. She does as she pleases because she is driven by the need to control people. In this power motive, not all characteristics are owned by Mary. As previously mentioned, there are five

characteristics of people who have the desire to fulfill the need for power, and Mary does not show that she has the characteristic of acting so as to be recognized in small groups because, in this novel, Mary tries alone and not with a group. Last, Mary shows that she has an affiliative motive, which is useful in helping her to achieve her goals. Mary wants to be close to others, which can indirectly help her achieve her goals. Even so, not all of the characteristics in the affiliative motive are owned by Mary. Previously, it was stated that in the affiliative motive, there are five characteristics, but this novel does not show that Mary has the characteristics of performing better when affiliative incentives are present and managerial behavior because these two characteristics are identical to the work environment, which is not related to Mary.

B. Suggestion

This research focuses on the main character's motives system and the characteristics in it when she wants to reach her goal, so that she can fulfill her satisfaction. Nevertheless, other topics can be conducted by using *The Secret Garden* written by Frances Hodgson Burnett as the object of the research. There are some approaches that can be used to analyze this novel as it is known include in classic English children literature, such as: psychoanalytic, cultural, structuralism and others. Furthermore, for the researchers who are interested in conducting literary criticism using the motivation topic, the researcher suggests further developing motivation aspect in terms of the relationship between motivation and psychological development.

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CURRICULUM VITAE



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