

## ABSTRACT

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**Need of Achievement in Adolescent in Senior High School who Entrepreneurship; Niken Widiastuti, M.Si., Psi.; Undergraduate Program in Psychology, Tarumanagara University, (i-ix; 84 Pages; R1-R3 ; Appdx 1-L19)**

The population density in Indonesia led to the limited jobs available, so people need to think creatively to create their own job field as entrepreneurship. This research aim to describe an overview of need of achievement in adolescent in senior high school who entrepreneurship. Need of achievement are usually self-motivated, they seek tasks that will provide them with a sense of accomplishment (McClelland dalam Cook & Hunsaker, 2001). People who have need of achievement will experience a high level of satisfaction when I started to run a small business, such as an online shop. The method called in-depth interview was conducted four adolescent aged from 16 to 18 years old who perform online shop entrepreneurial. This study lasted for four month, started March 2014 until June 2014. The results show that each subject has a different need of achievement in entrepreneurship. Of the four subjects, there is one subject that has need of achievement in academic than the need of achievement in entrepreneurship. In general, the four subjects showed need of achievement in academic.

*Keywords: Need of achievement, entrepreneurships, and adolescent*