TABLE OF CONTENTS

ACKNOWLEDGEMENT		ii
TABLE OF CONTENTS		iii
LIST OF TABLES		iv
CHAPTER I	INTRODUCTION	1 - 34
	- Definition of Trade Union	3
	- Unionisation and Affiliation	5
	- Perception of Unionisation from the academic point of view	12
	- The need for affiliation	19
	- A Motivational Approach to the Human Behaviour	22
	- Classification of Motives General Motive, Competence Motive	25
	- The Organisation of Motives within Individual	26
	- A Motivational Approach to the Labour Problem	28
	- Summary	32
CHAPTER II	AFFILIATION - AN APPROACH TO THE HUMAN BEHAVIOUR	35 - 53
	- Introduction	
	- Affiliation and Human Behaviour	35

	- Researches on Affiliation	36
	- Anxiety, Fear and Social Affiliation	39
	- Affiliation and Social Comparision	41
	- Affiliation, Birth Order and Sex Difference	42
	- Researches on Trade Unions	43
	- Summary	52
CHAPTER II	METHODOLOGY	54-93
	- Introduction	54
	- Affiliation, Motivation, Personal needs	55
	- Statement of the Problem	60
	- Objective of the Study	61
	- Hypothesis	63
	- Research tools	64
	- Trade Union Affiliation Questionnaire	64
	- Workers Motivation Scale	71
	- Need Measurement	79
	- Sample Data Collection	89
	- Statistical Technique	91
	- Summary	92
CHAPTER IV	DISCUSSION AND INTERPRETATION	94-172
	- Introduction	94
	- Trade Union Affiliation Analysis	95

	- Motivational Analysis	114
	- Personal Needs Analysis	132
	- Stepwise Multiple Regression analysis	158
CHAPTER V	SUMMARY AND CONCLUSION	173-187

BIBLIOGRAPHY

APPENDIX A - Short Description E.P.P.S Needs

APPENDIX B - Coefficient of Multiple Regression fitted to Predict Union Affiliation (A.I.T.U.C.)

APPENDIX C - Coefficient of Multiple Regression fitted to Predict Union Affiliation (I.N.T.U.C.)

APPENDIX D - Coefficient of Multiple Regression Fitted to Predict Union Affiliation (H.M.S)

APPENDIX E - Measuring Instruments