

Achievement Motivation in the Leadership Role  
of Extension Agents

By

Roya Karami and Maimunah Ismail

**CAMBRIDGE**  
**SCHOLARS**

---

P U B L I S H I N G

Achievement Motivation in the Leadership Role of Extension Agents,  
by Roya Karami and Maimunah Ismail

This book first published 2012

Cambridge Scholars Publishing

12 Back Chapman Street, Newcastle upon Tyne, NE6 2XX, UK

British Library Cataloguing in Publication Data  
A catalogue record for this book is available from the British Library

Copyright © 2012 by Roya Karami and Maimunah Ismail

All rights for this book reserved. No part of this book may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording or otherwise, without the prior permission of the copyright owner.

ISBN (10): 1-4438-4150-1, ISBN (13): 978-1-4438-4150-4

We would like to dedicate our humble efforts in bringing out this significant publication for the benefit of all people particularly the scholars, professionals, public policy makers, our dear students, and all others who will use this book in their personal and professional lives in the area of Extension Education and beyond.

We also dedicate this book to:

Our parents, spouses, children, friends, and well-wishers who have encouraged us and provided support in many different ways, for making this effort a great success!

# TABLE OF CONTENTS

List of Tables .....	ix
List of Figures.....	xi
Acknowledgements .....	xiii
About the Authors .....	xv
Introduction .....	1

## **Part I**

### **Achievement Motivation in the Leadership Role: A Theoretical Consideration**

Chapter One.....	9
The Leadership Role in Extension Context	
Chapter Two .....	31
Achievement Motivation in the Leadership Role	
Chapter Three .....	53
Background Factors and Achievement Motivation in the Leadership Role	
Chapter Four.....	69
Personal Factors and Achievement Motivation in the Leadership Role	
Chapter Five .....	87
Environmental Factors and Achievement Motivation in the Leadership Role	

**Part II****A Study in Iran: Factors Influencing Achievement Motivation  
in Leadership Role of Extension Agents**

Chapter Six .....	103
The Study: Methods, Respondents, and Organization	
Chapter Seven.....	137
Achievement Motivation in the Leadership Role of Extension Agents: Evidence	
Chapter Eight.....	169
Achievement Motivation in the Leadership Role of Extension Agents: Future Agenda	