

Bibliometric Analysis of Publication Output on Power Motive

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ABSTRACT

There are many different factors in the field of psychology that are related to education. The power motive is one of the basic psychological needs identified by psychologists, alongside the need for achievement and the need for affiliation. It refers to the desire to have an impact on other people's behavior or emotions. Researchers and educators can benefit from using bibliometric analysis to comprehend related studies on power motive. The current study aims to investigate the bibliometric analysis of the output of publications pertaining to the term "power motive." By using the keywords "power motive", the references and bibliographic records have been obtained from the largest abstract and citation database i.e. Scopus databases. To meet out all the objectives of present study; 'Biblioshiny' software was used for advanced bibliometric analysis. The results showed that total 265 documents were published in 157 different sources, with an average citation of 25.82 per document during 1968:2023. There is a gradual increase in the number of publications from 2004 onwards and recorded the greatest quantity of publications in 2021. The United States, Germany and Canada are the top three countries in terms of total publications. The University of Michigan, Ann Arbor, is the top contributing institution with the greatest number of publications, trailed by Trier University and Friedrich-Alexander-Universität. It was also found that the maximum number of papers has received citations.

Keywords: Power motive, bibliometric analysis, biblioshiny, etc.

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1. INTRODUCTION

The power motive is one of the basic psychological needs identified by psychologists, alongside the need for achievement and the need for affiliation. It reflects a person's inclination to seek positions of authority, control resources, and exert influence over others. Power motive is conceived as a desire to acquire status and have an impact on others, thus affecting their behavior and emotions (Winter, 1992). In its broader sense, the term refers to an element that is central to the idea of leadership: the drive to obtain and exercise social influence. As a result, it would seem that having some degree of power is a prerequisite for being a successful leader. As more people acknowledge that they like, want, enjoy, and crave more power, some of the long-standing mystique surrounding power as a behavioral

influence is dissipating. What's even more intriguing is the idea that power, which implies dominance, aggression, and competition, is a characteristic associated with masculinity. The power motive can be specified in terms of these elements. as social influence: leadership, authoritative nature, control dominance, self-confidence, aggressiveness, coercion, nurturance, and so forth. Two notable developments that have occurred during the past fifteen years offer a slightly different viewpoint on the idea. Empirical evidence suggests that negative behaviors like binge drinking, acting aggressively, and taking advantage of people sexually and personally are linked to personal power. The need for power; sometimes referred to as the power motive, refers to an individual's psychological drive or desire to influence, control, or have an impact on others

and the environment around them. This motive is a fundamental aspect of human personality and can manifest in various ways in different individuals. Individuals with a high-power motive may be drawn to leadership roles, enjoy competition and winning, seek opportunities to assert their authority, and strive for recognition and respect from others. The power motive can have both positive and negative implications. On the positive side, it can drive individuals to take on challenging tasks, lead teams effectively, and make significant contributions to their organizations or communities. However, it can also lead to behaviours such as manipulation, exploitation, and disregard for others' feelings and needs. Psychologists use various methods to measure the power motive, including self-report questionnaires, projective tests, and behavioural observations. These assessments help understand an individual's level of power motivation and how it influences their behaviour's expression of the power motive can be influenced by cultural norms, societal expectations, and situational factors. For example, some cultures may value assertiveness and dominance more than others, leading to differences in how the power motive is expressed. Whereas traditional approaches associate power motives with antisocial behaviour and egotistical action, our findings suggest that arousing power motivations in certain contexts (i.e., social presence) can turn people away from selfishness and instead choose pro-social behaviours (Wang, J., Qu, S., Li, R., & Fu, Y., 2022). Overall, the power motive plays a significant role in shaping individual behaviour, leadership styles, and interpersonal dynamics in various settings. Understanding this motive can provide insights into why people seek power, how they use it, and its impact on their interactions with others.

1.1 Bibliometric Analysis

The use of mathematical and statistical methods in books and other media was originally defined as bibliometric (Abramo & D'Angelo, 2011). Bibliometrics helps describe publishing trends and reveals relationships between published works. Researchers use it to measure various aspects of scholarly literature and information sources. Bibliometric analysis involves applying

mathematical and statistical techniques to analyze bibliographic data, particularly in scientific and library contexts. Academic journals are the primary means by which knowledge is transmitted, and "Bibliometrics" is becoming an increasingly important component of research methodology (Chen C-J, Lee H-Y, Lin R-J & Farnig J-K., 2022). So, bibliometrics isn't just about numbers; it's about understanding scholarly communication and knowledge dissemination. A bibliometric study "helps to identify, quantify, and compare the influence of research in a particular field" (Singh, K., Kumar, A., & Siwach, A. K., 2023).

2. OBJECTIVES OF THE STUDY

The prime objective of the study is to provide a bibliometric analysis of the publication output on power motive. The specific objectives of the present study are as under:

- To study the year-wise distribution of papers
- To identify the most prolific authors;
- To find out the document types of publications;
- To identify the top sources publishing research in this area;
- To find out the top countries and institutions publishing such research;
- To study the citation pattern and top-cited papers.

3. METHODOLOGY

The Scopus database, which is the largest abstract and citation database, was selected for the extraction of data for the present study. To find the relevant articles for the study, a search was conducted in the TITLE-ABS-KEY field of the database using the search term "power motive". A total of 265 results were obtained using this search. The data of these results were downloaded and analyzed using MS Excel and Biblioshiny software; keeping in mind the objectives of the study. Descriptive statistics such as the number of publications per year, top authors, and leading journals were calculated, along with advanced techniques like keyword co-occurrence networks and authorship patterns. All analyses were

conducted in tune with the objectives of the study, ensuring comprehensive coverage and accurate data analysis.

4. ANALYSIS OF DATA

The data analysis was conducted under various parameters as per the outlined objectives of the study.

Table 1 presents a brief overview of the total publications. A total of 265 documents were published in 157 different sources, with an average citation of 25.82 per document. These 265 documents were authored by 494 authors, with an average of 2.64 authors per document. Out of the total publications, 63 were found to be single-authored, while the remaining were multiple-authored documents.

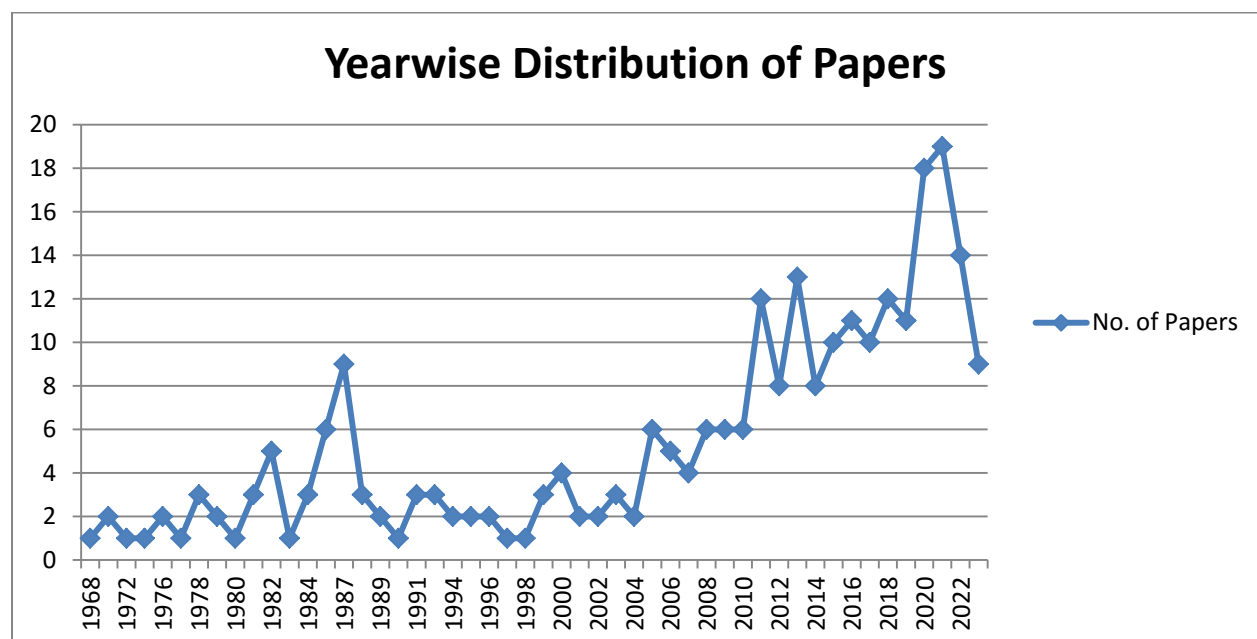
Table 1 Brief Summary

Description	Results
Timespan	1968:2023
Sources (Journals, Books, etc)	157
Documents	265
Average citations per doc	25.82
Author's Keywords (DE)	598
Authors	494
Authors of single-authored docs	44
Single-authored docs	63
Co-Authors per Doc	2.64
International co-authorships %	21.51

4.1 Year-wise Distribution of Publications

Figure 1 illustrates the distribution and growth in the literature on power motive year-wise. The first publication on this topic appeared in the Scopus

database in the year 1968. The figure reveals a gradual increase in the number of publications from 2004 onwards and recorded the greatest number of publications (19) in the particular year 2021.



4.2 Top Authors

Table 2 presents a list of top authors based on their research productivity. These top ten authors have contributed 95 publications on this topic with a total citation count of 3000 and an average citation per paper (ACPP) of 31.58. It is evident that citations of these 95 publications accounted for 43.85% citations of the total publications on

power motive. D.G. Winter of the University of Michigan is the top contributing author, having 21 publications, followed by O.C. Schultheiss and E.M. Fodor, having 15 and 11 publications, respectively. D.C. McClelland of Harvard University has the highest ACPP of 102, and O.C. Schultheiss of Friedrich-Alexander University has the highest number of citations (739). Out of these top ten authors, six are from Germany.

Table 2: Top Authors

Author	Affiliation	TP	TC	ACPP
Winter, D.G.	University of Michigan, United States	21	619	29.48
Schultheiss, O.C.	Friedrich-Alexander University, Erlangen, Germany	15	739	49.27
Fodor, E.M.	Clarkson University, United States	11	393	35.73
Busch, H.	Trier University, Trier, Germany	10	143	14.30
Hofer, J.	Trier University, Trier, Germany	9	132	14.67
Baumann, N.	University of Trier, Rhineland-Palatinate, Trier, Germany	7	79	11.29
McClelland, D.C.	Harvard University, Cambridge	7	714	102
Kuhl, J.	Universitat Osnabruck, Germany	5	100	20
Kollner, M.G.	Friedrich-Alexander University, Germany	5	40	8
Wegner, M.	University of Bern, Switzerland	5	41	8.20
Total		95	3000	31.58
<i>TP= Total Papers, TC= Total Citations, ACPP= Average Citation Per Paper</i>				

4.3 Document Type

Out of the total 265 documents, the maximum number of documents are in the type of research articles (223) which is followed by book chapters (20), conference papers (12), reviews (7), books (2), and notes (1). These 265 documents received 6841 citations in total; having an average of 25.81

citations for every paper. The two books titled “*High growth enterprises: The role of founder characteristics and venture policies*” and “*Philosophy and real politics*” received a significant number of citations with an ACPP of 346.5, followed by reviews (31.57) and articles (25.67).

Table 3: Document Types

Document Type	TP	TC	ACPP
Article	223	5724	25.67
Book Chapter	20	164	8.20
Conference Paper	12	36	3
Review	7	221	31.57
Book	2	693	346.5
Note	1	3	0.33
Total	265	6841	25.81
<i>TP= Total Papers, TC= Total Citations, ACPP= Average Citation Per Paper</i>			

4.4 Top Sources of Publications

Table 4 reveals the list of the top ten sources of publishing research on power motive. The “Journal of Research in Personality” has the highest number of publications (20) on this topic, followed by the “Journal of Personality and Social Psychology” (16). The journal “Hormones and Behavior” has the highest ACPP of 109,

followed by the “Journal of Personality and Social Psychology” with an ACPP of 58.19 which also has the highest h-index (416). Most of these publications are in first-quartile journals. Out of these ten journals, three are published by Elsevier, two each by Springer-Nature and American Psychological Association, and one each by Wiley-Blackwell, Frontiers Media SA, and Taylor & Francis.

Table 4 Top Sources of Publications

Source Name	Publisher	TP	TC	ACPP	H-index	Quartile
Journal of Research in Personality	Elsevier	20	664	33.20	130	Q1
Journal of Personality and Social Psychology	American Psychological Association	16	931	58.19	416	Q1
Motivation and Emotion	Springer Nature	14	161	11.50	98	Q1
Journal of Personality	Wiley-Blackwell	9	362	40.22	160	Q1
Frontiers in Psychology	Frontiers Media SA	8	52	6.50	157	Q2
Personality and Individual Differences	Elsevier	7	111	15.86	193	Q1
Hormones and Behavior	Elsevier	5	545	109	154	Q1
Journal of Personality Assessment	Taylor & Francis	5	224	44.80	111	Q1
Adaptive Human Behavior and Physiology	Springer Nature	4	30	7.50	22	Q3
Motivation Science	American Psychological Association	4	17	4.25	8	Q1
<i>TP= Total Papers, TC= Total Citations, ACPP= Average Citation Per Paper</i>						

4.5 Top Countries

Table 5 presents the geographical distribution of publications across the globe. It is evident from the table that the United States contributed 38.50% of the total publications having a citation

count of 3779 and an ACPP of 37.05. This was followed by Germany (31.32%) and Canada (5.66%). Indian contribution in this field of research is quite low (1.13%). The countries listed in the table also had collaborations among themselves in publishing power motive research.

Table 5 Top Countries

Country	TP	TP%	TC	ACPP
United States	102	38.50	3779	37.05
Germany	83	31.32	1507	18.16
Canada	15	5.66	374	24.93
Switzerland	13	4.91	189	14.54
Netherlands	12	4.53	194	16.17
China	11	4.15	146	13.27
United Kingdom	9	3.40	151	16.78
Indonesia	7	2.64	133	19.00
Australia	5	1.89	82	16.40
Belgium	5	1.89	75	15.00
Croatia	5	1.89	11	2.20
Spain	5	1.89	17	3.40
Hong Kong	5	1.89	114	22.80
Austria	4	1.51	76	19.00
South Africa	4	1.51	17	4.25
Turkey	4	1.51	14	3.50
India	3	1.13	10	3.33
Singapore	3	1.13	21	7.00
<i>TP= Total Papers, TC= Total Citations, ACPP= Average Citation Per Paper</i>				

4.6 Top Institutions

Table 6 reveals the top contributing institutions to power motive. The University of Michigan, Ann

Arbor, is the top contributing institution with 21 publications, followed by Trier University (15) and Friedrich-Alexander-Universität (12).

Table 6 Top Institutions

Institution	TP	TC
University of Michigan, Ann Arbor	21	785
Universität Trier	15	111
Friedrich-Alexander-Universität Erlangen	12	122
University of Michigan Medical School	11	623
Osnabrück University	10	238
Clarkson University	10	374
Tilburg University	7	118

4.7 Citation Pattern

Table 7 illustrates the citation pattern of these 265 documents, which received a total of 6841 citations. Out of the total documents, 18 documents received greater than 100 citations

each, 16 received citations between the range of 50-100; and 8 received citations between 41-50. 12.08% of the documents were not cited at all. It was evident from the table that the maximum number of documents (18.49%) have received citations in the range of 11-20.

Table 7 Citation Pattern

No. of Citations	TP	TP%	TC	%age
0	32	12.08	0	0.00
1	15	5.66	15	0.22
2	19	7.17	38	0.56
3	10	3.77	30	0.44
4	9	3.40	36	0.53
5	14	5.28	70	1.02
6	9	3.40	54	0.79
7	9	3.40	63	0.92
8	10	3.77	80	1.17
9	8	3.02	72	1.05
10	2	0.75	20	0.29
11-20	49	18.49	740	10.82
21-30	22	8.30	576	8.42
31-40	15	5.66	545	7.97
41-50	8	3.02	362	5.29
50-100	16	6.04	1170	17.10
≥100	18	6.79	2970	43.41
Total	265	100.00	6841	100.00

4.8 Most Frequently Used Keywords

The 265 documents were authored using a total of 598 keywords. Among these keywords, the most frequently used ones were visualized in Figure 2.

The most commonly used keyword was "implicit motive" (32 times), followed by "power motive" (35 times), "power" (24 times), "motivation" (18 times), and "affiliation motive" (10 times).

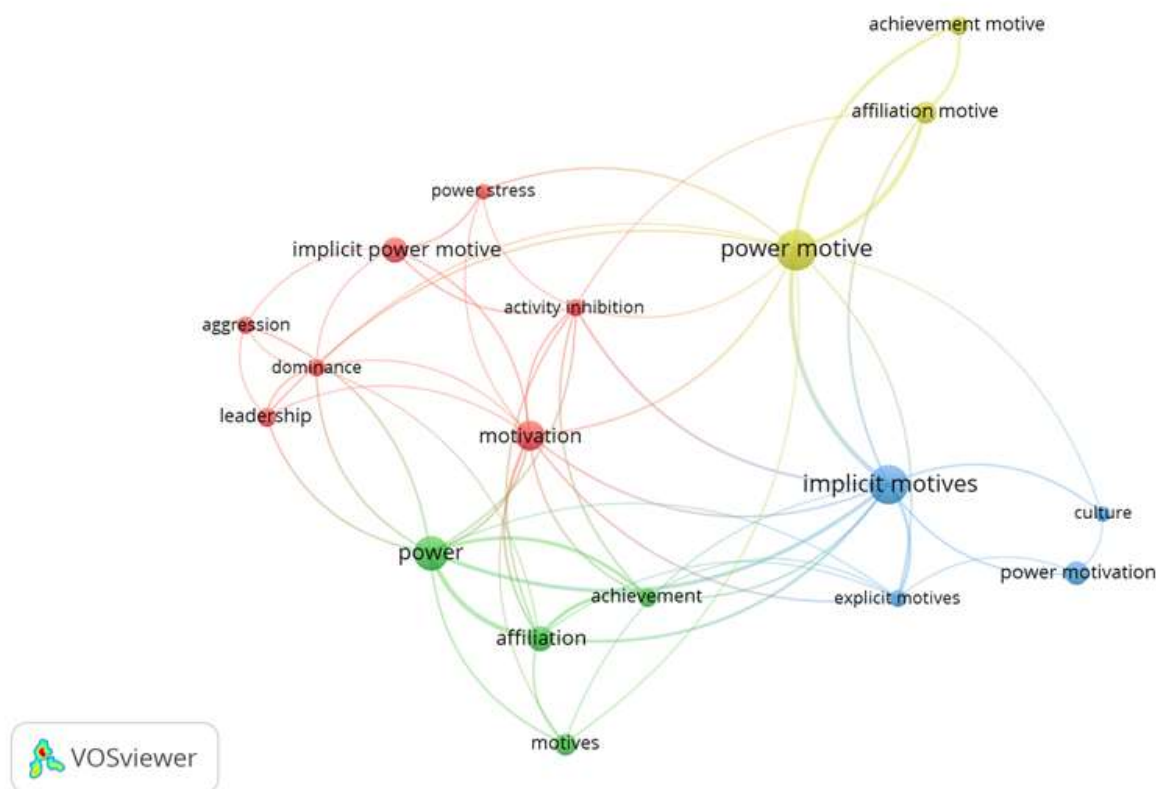


Figure 2 Most Frequently Used Keywords

5. DISCUSSION AND CONCLUSION

In this study, a bibliometric analysis of power motive from the Scopus database is presented. Based on a review and bibliometric analysis of 265 documents published between 1968 to 2023 related to the search term 'power motive'; it is revealed that research related to power motive has increased gradually from the year 1968. It was at a peak in the year 2021 with the highest number of publications i.e. 19. These 265 documents received 6841 citations in total; having an average of 25.81 citations for every paper. D.G. Winter of the University of Michigan is the top contributing author, having 21 publications, followed by O.C. Schultheiss and E.M. Fodor, having 15 and 11 publications, respectively. The "Journal of Research in Personality" has the highest number of

publications on power motive, followed by the "Journal of Personality and Social Psychology". Most of the documents found on power motive are in the form of articles. It is also concluded that Indian contribution in this field of research is quite low. Maximum research articles on power motive published under the University of Michigan, Ann Arbor's affiliation. This study concluded that research on power motive has been low relatively as compared to other variables related area.

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