

# NEED FOR POWER

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March 27, 2026

## RECOMMENDED CITATION

Mohammed loot (2026). *NEED FOR POWER*. Encyclopedia of psychology. Retrieved from <https://encyclopedia.arabpsychology.com/?p=7651>

## The Need for Power: An Overview

Power is an essential element of almost every human interaction, from the most intimate relationships to the largest political structures. The need for power is a fundamental human motivation and can be seen in many contexts, from the workplace to the family. This article provides an overview of the need for power, its motivations, and its consequences.

The concept of power has been studied by a number of scholars, with varying definitions. According to psychologist Bert Gordon, power is "the capacity to influence the behavior of others" (Gordon, 1954, p. 5). Social psychologist French and Raven (1959) described power as the ability to control the behavior of another person or group. Sullivan (1953) argued that power is "the capacity to impose one's will on another or on a group."

The need for power is a fundamental human motivation that is driven by the desire to control and influence the behavior of others. Research has found that power is associated with a number of positive psychological outcomes, such as increased self-esteem, self-efficacy, and a sense of control and agency (Keltner & Harker, 1998). Power can also lead to negative psychological outcomes, such as arrogance and aggression (Baumeister, 2002).

The need for power is often seen in the workplace, where people seek to control or influence others in order to gain status and resources. This need is also evident in family relationships, where people often strive for dominance over other family members. Research has found that the need for power can lead to a number of detrimental outcomes in both contexts, such as interpersonal conflict and a lack of cooperation (Keltner & Harker, 1998).

In conclusion, the need for power is a fundamental human motivation that has both positive and negative consequences. While power can lead to increased status and resources, it can also lead to interpersonal conflict and aggression. It is important for individuals to be aware of their own need for power and to recognize the potential consequences of its pursuit.

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