

Name Index

A

Aaker, D. A., 457
Abelson, R., 562, 589
Ackerman, P. L., 372, 392
Adams, J. S., 360, 392, 393
Adler, N. J., 557, 559, 590
Adler, S., 71, 159, 171, 174, 210,
211, 789
Albrecht, K., 255, 277
Alderfer, C. P., 441, 457
Alldredge, M. E., 557, 590
Allen, J., 177
Allen, T. D., 338, 343
Alvero, A. M., 337, 343
Alziari, L., 623, 639
Ambler, T., 452, 457
Ambrose, M. L., 442, 457
Anand, P., 549, 815
Anderson, D., 390, 393
Anderson, M., 390, 393
Anderson, M. Z., 379, 396
Argyris, C., 318, 328, 343
Ash, R. A., 459, 811
Ashforth, B. E., 166, 208
Ashkensas, E. L., 40, 68
Atkinson, C., 468, 501
Austin, J., 337, 343
Avedon, M. J., 16, 38, 73, 243, 711,
770, 777, 784
Axelrod, B., 4, 6, 27, 71, 73, 118, 215,
278, 399, 438, 735, 742, 783, 786
Axelrod, E. L., 4, 6, 68, 550, 590

B

Bacani, C., 607, 612
Bachelor, A., 380, 393
Baird, L., 576, 590
Balkundi, P., 326, 343
Ballmer, S., 651
Bandura, A., 327, 343, 361, 362, 393
Bane, K. D., 386, 397
Bannister, J., 600, 609, 612
Barbeite, F. G., 323, 346
Barker, L., 397
Barnett, B., 164
Barnett, R., 261, 277, 349, 801
Barney, J. B., 26, 68, 319, 343, 774, 780
Barrick, M. R., 370, 371, 372, 393
Barrow, W., 452, 457
Bartholomew, S., 557, 559, 590
Bartlett, C. A., 26, 68
Baruch, Y., 607, 612
Bass, B. M., 324, 343
Battista, M., 459, 811
Bauer, T. N., 160, 161, 166, 168, 172,
208, 790
Beaman, K. V., 578, 590, 815
Becker, B., 351, 395, 505, 546
Beer, M., 10, 28, 68
Bell, A., 596, 606, 608, 609, 611, 612
Benjamin, B., 289, 310, 795
Benko, C., 634, 639
Bennis, W. G., 776, 780
Berger, D. R., 405, 437
Berger, L. A., 405, 437

- Berglas, S., 379, 393
 Berke, D., 404, 405, 422, 437
 Berkman, A., 160, 209, 790
 Bernthal, P. R., 4, 7, 68, 524, 546
 Bhaskar-Shrinivas, P., 202, 208
 Bingham, C. B., 557, 576, 590
 Bingham, T., 634, 639
 Black, J., 610, 612
 Black, J. S., 557, 576, 580, 581, 590, 591
 Blanchard, K. H., 282, 311
 Block, P., 114, 117
 Bloom, N., 351, 393
 Bodner, T., 161, 208, 790
 Bolt, J. F., 338, 344
 Bono, J., 324, 345, 366, 395
 Bonsignore, M., 259
 Borman, W. C., 324, 344
 Bossidy, L., 4, 43, 68, 82, 88, 117, 258, 259, 401, 437
 Boudreau, J. W., 14, 15, 22, 25, 27, 46, 49, 51, 64, 68, 70, 75, 81, 116, 117, 229, 277, 318, 344, 390, 393, 669, 670, 676, 698, 730, 742, 776, 780, 784, 785
 Boyd, T. N., 341, 347
 Bracken, D. W., 266, 277
 Bracker, J. S., 167, 209
 Brake, T., 557, 590
 Brass, D. J., 326, 344
 Bray, D., 217, 277, 327, 328, 345, 688, 698
 Bretz, R., 156, 158, 788
 Bridges, W., 490
 Briggs, G. E., 290, 311
 Briscoe, J., 576, 590
 Brockbank, W., 318, 348
 Brown, J. S., 147, 157, 292, 310
 Brush, D. H., 324, 344
 Brush, M. C., 554, 590
 Buckingham, M., 440, 444, 457
 Bucklin, B. R., 337, 343
 Buerger, M., 586
 Bunker, K. A., 350, 373, 398
 Burt, R. S., 337, 344
 Byham, W., 14, 68, 217, 228, 231, 277, 279, 320, 324, 344, 405, 437
- C**
- Cable, D. M., 169, 209
 Caldwell, S. D., 384, 394
 Caligiuri, P., 207, 208, 557, 579, 580, 590
 Cameron, K. S., 175, 208
 Campbell, J. P., 383, 393
 Campbell, R., 217, 277
 Champion, M. A., 171, 210, 315, 344, 361, 393
 Cannon-Bowers, J. A., 313, 347
 Caplan, J., 453, 457
 Cappelli, P., 16, 46, 48, 68, 69, 108, 117, 633, 639, 760, 766
 Carpenter, M. A., 576, 590
 Carpenter, R., 612, 614
 Carr, L., 459, 811
 Cascio, W. F., 521, 522, 546
 Cerrone, S., 16, 243, 711, 712
 Chambers, E. G., 402, 437, 550, 555, 557, 590
 Chan, D., 171, 208
 Charan, R., 77, 82, 117, 285, 311, 377, 378, 393, 399, 401, 437, 804
 Charness, N., 290, 310
 Chatman, J. A., 695, 698
 Chen, B., 604
 Chen, G., 373, 393
 Cheng, B., 565, 591
 Cheraskin, L., 315, 344
 Cheung, E.K.C., 604, 614
 Christensen, C. M., 327, 344
 Church, A. H., 213, 225, 235, 247, 252, 262, 277, 279, 559–560, 575, 585, 587, 617, 623, 624, 639, 640, 774, 792
 Cialdini, R. B., 436, 438
 Ciampa, E., 403, 437
 Clark, M. C., 359, 397
 Clausen, J. A., 371, 393
 Clurman, A., 634, 640
 Coffman, C., 440, 444, 457
 Cohen, D., 490
 Cohen, E., 556, 557, 590, 816
 Colbert, A. E., 327, 345

Collins, J., 3, 5, 25, 69, 319, 344,
403, 437
Colquitt, A., 445, 459
Conger, J. A., 241, 281, 282, 286, 288,
289, 292, 309, 310, 311, 315, 324,
337, 795, 796
Connelly, M. S., 377, 397
Conner, J., 557, 591
Connor, A., 604, 606, 607, 613
Conway, J. M., 339, 345
Cortina, J. M., 442, 459
Cotton, J. L., 338, 347
Coyne, E. J., Sr., 403, 438
Coyne, K. P., 403, 438
Craig, S. B., 375, 377, 396
Crant, J. M., 172, 210
Crawford, T., 453, 459
Criswell, C., 549, 591
Crockett, J. M., 670, 672, 673, 674,
675, 677, 678, 680, 681, 682, 683,
684, 689–690, 691, 694, 695, 696,
697, 698
Curphy, G., 328, 373, 395

D

Daniels, D., 442, 458
Davidson, E. J., 505, 519, 546, 813
Davis, B. L., 345
Davis, S. L., 164, 349, 699, 801
Davison, B., 509, 521, 525, 547, 814
Dawes, R., 271, 278, 776, 780
Day, D. V., 172, 209, 338, 344
de Boisseson, D., 596
de Luque, M., 202, 209, 602, 613, 820
Deci, E. L., 360, 394
D'Egidio, E., 463, 809
Delery, J. E., 319, 344
DeLong, T. J., 518, 546
Deng Xiaoping, 597
DeNisi, A., 337, 345
Denmat, K., 73, 118
DeRose, C., 617, 640
Derry, S. J., 327, 344
Desrosiers, E. I., 617, 623, 640
Dessler, G., 604, 612, 819

DeVries, D. L., 12, 69
Dipboye, R. L., 171, 210
Dirks, G., 596
DiSanto, V., 557, 580, 590
DiStefano, J. J., 558, 592
Dixon, N., 290, 311
Dobbins, G. H., 565, 591
Dodson, J. D., 348
Donlon, J. P., 74, 117
Donovan, J. J., 360, 361, 394
Dorfman, P., 202, 209, 555, 558, 591,
602, 613, 817, 820
Dorgan, S., 351, 393
Dotlich, D. L., 306, 310, 315, 344
Doty, D. H., 319, 344
Douglas, C. A., 325, 338, 346, 364, 394
Douma, R., 41, 72
Dowdy, J., 351, 393
Dowell, B. E., 3, 38, 228, 236, 265,
273, 276, 278, 399, 403, 405, 425,
435, 438, 574, 587, 745, 770, 777,
778, 804
Dowling, P. J., 25, 68
Downey, K., 160, 204, 209, 790
Drotter, S., 77, 117, 377, 378, 393,
399, 437
Drucker, P., 340, 344, 710
Duguid, P., 292, 310
Dunnette, M. D., 377, 396, 466, 502
Dweck, C. S., 178, 209, 374, 394
Dychtwald, K., 634, 640

E

Eby, L. T., 338, 343
Eddy, J., 574, 591
Edwards, J. E., 504, 508, 510, 546,
547, 812
Efron, M., 524, 547
Eichinger, R., 177, 178, 209, 254, 278,
318, 320, 324, 327, 346, 374, 396,
421, 438, 560, 579, 592, 622, 623,
624, 640, 793, 794, 799
Elder, E. D., 273, 276, 278, 425,
435, 438
Erdogan, B., 160, 161, 208, 790

Erickson, T. J., 439, 457, 634, 640
 Ericsson, K. A., 290, 310
 Erlandson, E., 372, 396
 Eyde, L. D., 459

F

Fallon, M., 609, 612
 Farh, J., 565, 591
 Fedor, D. B., 384, 394
 Feldman, D. C., 167, 209
 Felin, T., 557, 576, 590
 Fernandez, J. A., 596, 597, 613
 Ferraro, G. P., 574, 591
 Filipczak, B., 634, 640
 Finkelstein, S., 303, 310
 Finnegan, R. P., 440, 457
 Fitz-enz, J., 509, 521, 525, 526, 547, 814
 Flaherty, J., 364, 394
 Flautt, R., 385, 398
 Fleishman, E. A., 346
 Florent-Treacy, E., 8, 70
 Folkman, J., 352, 398
 Ford, J. K., 288, 311, 313, 327, 344, 347
 Ford, K., 466, 502
 Foreman, P., 442, 457
 Foulon, M., 402, 437, 550, 557, 590
 Frank, F. D., 439, 440, 457
 Freas, A., 349, 380, 398
 Freud, S., 352
 Friedman, T. L., 340, 345, 550, 591
 Fulkerson, J. R., 556, 558, 591, 817
 Fulmer, I., 352, 394
 Fulmer, R. M., 282, 285, 286, 310, 796
 Furnham, A., 372, 395
 Fyman, J. B., 781

G

Gabrenya, W., 601, 613
 Gaelick-Buys, L., 327, 345
 Galagan, P., 634, 639
 Gao, G., 601, 613
 Garman, A. N., 330, 345
 Gates, B., 651
 Gebelein, S. H., 324, 345
 Gerhardt, M., 324, 345, 366, 395

Gerhart, B., 352, 394
 Gerstein, M., 12, 69
 Gerstner, L., 293, 310
 Gervais, V., 586
 Ghoshal, S., 26, 68
 Gibbons, J., 440, 457, 808
 Gilley, K. M., 577, 593
 Gilmore, J., 349, 398
 Glawe, J., 330, 345
 Glenn, J., 467, 502
 Gogus, C. I., 171, 211
 Goldberg, L. R., 369, 394
 Goldsmith, M., 292, 311, 364, 394, 801
 Goldstein, I. L., 356, 394, 466, 502
 Goleman, D., 255, 278, 284, 311
 Graddick-Weir, M., 16, 243, 711, 712
 Grant, D., 217, 277
 Green, S., 21, 31, 35, 42, 69, 80,
 81, 117
 Greenslaide, S., 524, 547
 Gregersen, H. B., 557, 576, 580, 581,
 590, 591
 Griffeth, R. W., 167, 209
 Groff, D., 687, 689, 694
 Gross, A., 604, 606, 607, 613
 Grove, A. S., 26, 69
 Groysberg, B., 262, 278, 399, 403, 438
 Gubman, E., 4, 7, 21, 25, 28, 31, 35,
 42, 45, 69, 80, 81, 117, 442, 457,
 458, 767, 780, 782
 Gudykunst, W., 601, 613
 Gully, S. M., 327, 344, 373, 393
 Gustafson, S. B., 442, 458
 Guthridge, M., 6, 10, 26, 42, 63, 66,
 69, 753, 766

H

Habbel, R., 74, 118
 Hackman, J. R., 442, 458
 Hall, D. T., 319, 330, 340, 345,
 347, 798
 Hall, S. J. D., 574, 591
 Hämäläinen, S., 612, 614
 Hambrick, D. C., 303, 310
 Hamel, G., 3

- Handfield-Jones, H., 4, 68, 71, 73,
 118, 215, 278, 399, 402, 437, 438,
 550, 557, 590, 735, 742, 783, 786
 Hanges, P., 555, 558, 591, 817
 Hankin, S. M., 402, 437, 550, 557, 590
 Hannum, K. E., 508, 510, 547
 Hansen, F., 142, 146, 157, 786
 Hansen, G. S., 351, 394
 Harrison, D. A., 202, 208, 577, 593
 Hart, E. W., 364, 374, 398
 Harter, J. K., 440, 458
 Hartless, B., 560, 584, 585
 Hastie, R., 776, 780
 Hausdorf, P., 214, 221, 226, 279
 Hazucha, J. F., 8, 72, 350, 394, 688, 698
 Heckman, R. J., 14, 15, 70, 75, 81, 118,
 318, 346, 753, 766, 767, 780
 Heggestad, E. D., 372, 392
 Hellervik, L. W., 349, 364, 389, 394
 Henkel, H., 105, 106
 Henne, D., 441, 458
 Henry, J., 688–689
 Hepburn, S., 452, 458
 Herena, M. R., 623, 639
 Herold, D. M., 384, 394
 Hershey, P., 282, 311
 Hesketh, B., 459, 811
 Hewitt, G., 10, 30, 70, 77, 117, 722
 Hezlett, S. A., 350, 359, 364, 373, 383,
 389, 397
 Hicks, M. D., 364, 397
 Hieronimus, F., 452, 458
 Hoare, C., 359, 370, 372, 394,
 395, 802
 Hofstede, G., 602, 613
 Hogan, J., 328, 345, 373, 395
 Hogan, R., 164, 178, 209, 328, 345,
 369, 373, 395, 802, 803
 Holland, R. W., 442, 459
 Hollenbeck, G., 8, 11, 41, 70, 247,
 278, 293, 294, 311, 320, 341, 342,
 346, 364, 380, 395, 558, 592, 797,
 798, 818, 819
 Hollenbeck, J. R., 171, 210
 Holstein, W. J., 77, 115, 117
 Holt, K., 386, 388, 395
 Holton, E. F., 359, 396
 Hom, P. W., 167, 209
 Homer, L., 320, 348
 Homes, V., 325, 346
 Hortobagyi, G. N., 468, 502
 Horvath, A., 380, 393
 Hough, L. M., 369, 370, 371, 372, 395,
 466, 502
 House, R., 202, 209, 555, 558, 591,
 602, 613, 817, 820
 Howard, A., 327, 328, 345, 688, 698
 Huczynski, A. A., 291, 311
 Huffcut, A. I., 339, 345
 Hui, C. H., 565, 591
 Hulme, V., 605, 613
 Hunter, J., 178, 210, 327, 345, 368,
 369, 371, 395, 398
 Hunter, R. F., 327, 345, 369, 395
 Huselid, M., 5, 6, 70, 351, 395, 434,
 438, 505, 546, 683, 698
 Hwang, K., 601, 613
 Hyland, A., 207, 208
- I**
- Ichniowski, C., 684, 698
 Ikeda, T., 612, 614
 Ilies, R., 324, 327, 345, 366, 395
 Immelt, J., 59, 63
 Ingerick, M. J., 442, 459
 Intagliata, J., 138, 157
- J**
- Jackson, C. L., 362, 396
 Jackson, S. E., 17, 70, 683, 698
 Jacob, R. R., 341, 348
 Jacques, E., 328, 345
 Jago, A. G., 383, 398
 Javidan, M., 202, 203, 209, 555, 558,
 591, 602, 608, 613, 817, 820
 Jeanneret, R., 70, 217, 268, 278, 793
 Jehn, K. A., 695, 698
 Jiang, B., 597, 614
 Jick, T., 40, 68
 Johnson, E. C., 174, 210

Jonas, H., 555, 584
 Jones, C. J., 371, 393
 Jones, D., 618, 640
 Jones, G. R., 164, 209
 Jones, R., 490
 Joshi, A., 207, 208
 Joyce, L. W., 123, 235, 655, 770, 786
 Joyce, W., 490
 Judge, T., 324, 327, 328, 345, 362, 366,
 370, 371, 373, 395, 396

K

Kaiser, R. B., 369, 373, 375, 377, 395,
 396, 802, 803
 Kalamas, J., 18, 70
 Kampa-Kokesch, S., 379, 396
 Kanfer, F. H., 327, 345
 Kao, T., 551, 593
 Karaevli, A., 330, 345, 798
 Karoly, L. A., 634, 640
 Kavenagh, M. J., 323, 348
 Kaye, B., 102, 103, 118
 Kendrick, D. T., 436, 438
 Kennedy, J. F., 589
 Kerr, S., 40, 68
 Kesner, I. F., 404, 438, 806
 Kets DeVries, M. F. R., 8, 70
 Ketter, P., 313, 345
 Keyes, C. L., 440, 458
 Kilburg, R. R., 363, 396
 Kilcullen, R. N., 373, 393
 Kilduff, M., 172, 209, 326, 343
 Kim, S., 169, 209
 Kim, T., 169, 209
 Kirkpatrick, D. L., 385, 386, 396,
 504, 547
 Kissinger, H., 703
 Kleinfeld, K., 589
 Kluger, A. N., 337, 345
 Knight, M., 221, 279
 Knowles, M. S., 359, 396
 Kocourek, P., 74, 118
 Kolb, D., 359, 396
 Komaki, J., 356, 396
 Komm, A. B., 6, 10, 26, 69, 753, 766

Kopelman, R. E., 386, 397
 Kotler, P., 458
 Kotter, J., 490
 Kouzes, J. M., 288, 311
 Krammer, M. L., 172, 210
 Kram, K. E., 319, 347
 Kramer, R. J., 610, 613
 Krampe, R. T., 290, 310
 Krautt, A. I., 377, 396
 Kristof-Brown, A. L., 174, 210
 Kucine, I., 385, 398
 Kulik, C. T., 442, 457
 Kuptsch, C., 574, 592

L

Lake, D., 82, 118, 490
 Lap, E., 577, 586
 Latham, G. P., 361, 396, 441, 442, 458
 Law, A., 609, 613
 Law, K., 600, 613
 Lawler, E. E., 4, 7, 16, 26, 28, 39, 42,
 46, 57, 58, 62, 63, 64, 65, 66, 70, 71,
 441, 458, 767, 780, 783
 Lawson, E., 10, 26, 69, 753, 766
 Lazarova, M., 579, 590
 Learmond, D., 600, 609, 612
 Ledford, G. E., Jr., 7, 70
 Lee, D. G., 345
 Legget, E., 374, 394
 Lentz, E., 338, 343
 Lepak, D. P., 683, 698
 Leslie, J. B., 348, 373, 398
 Levinson, H., 369, 370, 396
 Levitt, T., 549, 592
 Levy, S., 169, 210
 Lewis, B. L., 346
 Lewis, J. W., 291, 311
 Lewis, R., 623, 640
 Lewis, R. E., 14, 15, 70, 75, 81, 118,
 318, 753, 766, 767, 780
 Li, G., 612, 614
 Liddy, E. M., 669–674, 675–676,
 677–678, 679, 680–682, 683, 685,
 688, 689, 691–694, 695, 696–697,
 697–698

Liden, R. C., 160, 208
 Likert, R., 688, 698
 Lima, L., 338, 343
 Lindemann, M., 397
 Lindsey, E. H., 325, 333, 342, 346
 Liu, J., 605, 613
 Locke, E. A., 361, 396, 441, 458
 Lockwood, R. L., 556, 558, 592
 Lombardo, M., 103, 118, 177, 178,
 209, 254, 278, 281, 311, 313, 318,
 320, 324, 327, 328, 346, 372, 374,
 396, 397, 421, 438, 560, 576, 579,
 592, 622, 623, 640, 793, 794, 799
 London, M., 247, 266, 279, 350, 366,
 371, 372, 373, 374, 384, 385,
 396, 398
 Lord, R. G., 361, 393
 Louis, M. R., 163, 164, 165, 210
 Lu, L., 597, 614
 Lucier, C., 74, 118
 Ludeman, K., 372, 396
 Lui, C., 604, 613
 Luk, D. M., 202, 208
 Lyons, L., 364, 394, 801

M

Maccoby, M., 328, 346
 MacDuffie, J. P., 684, 698
 Macey, W. H., 440, 458, 808, 809
 Machnik, C., 556
 Mael, F., 166, 208
 Mahoney, J., 254, 279, 327, 347, 555,
 558, 593, 794
 Mango, P. D., 18, 70
 Mannion-Plunkett, M. M., 320,
 334, 348
 Manz, C. C., 291, 311, 327, 346
 Mao Tse-tung (Ze-dong), 598–599
 March, T., 160, 209, 790
 Marks, M. A., 377, 397
 Marquardt, M. J., 315, 346
 Marquez, J., 135, 157
 Marshall-Mies, J. C., 328, 346
 Martin, A., 549, 591
 Martin, J. A., 346

Martineau, J. W., 505, 508, 519, 546,
 547, 813
 Maslow, A. H., 441, 458
 Mattson, B. W., 273, 503, 526, 547,
 776, 812
 Maurer, T. J., 323, 346, 350, 371, 373,
 374, 384, 396, 397
 Maznevski, M. L., 558, 592
 McCall, M., 8, 41, 70, 103, 106, 118,
 247, 254, 278, 279, 281, 293, 294,
 311, 313, 314, 319, 320, 325, 327,
 328, 330, 338, 339, 340, 341, 342,
 346, 347, 372, 397, 555, 558, 576,
 592, 593, 622, 623, 640, 794, 797,
 798, 799, 818, 819
 McCauley, C., 322, 325, 338, 346, 347,
 350, 359, 364, 372, 373, 374, 383,
 389, 397, 552, 592, 800, 803
 McDaniel, S., 463, 809
 McDermott, R., 107, 119
 McDonald, D., 7
 McGee, L., 7, 72, 261, 279, 753, 766
 McGovern, J., 387, 389, 397
 McGregor, D. M., 441, 458
 McKenna, D., 377, 396
 McKenna, R. B., 320, 339, 341, 347, 348
 McLean, A. N., 399, 438
 McMahan, G., 39, 71, 318, 348
 McWilliams, A., 318, 348
 Meehl, P. E., 271, 278
 Meister, J. C., 107, 118
 Mendenhall, M., 610, 612
 Merriam, S. B., 359, 397
 Michaels, E., 4, 6, 8, 13, 26, 27, 43, 44,
 57, 58, 59, 62, 63, 64, 65, 66, 67, 71,
 73, 118, 215, 278, 399, 402, 404,
 437, 438, 550, 557, 590, 735, 742,
 783, 786
 Miller, G. A., 324, 347
 Mitchell, T. R., 442, 458
 Mohrman, S. A., 7, 39, 64, 70, 71
 Morely, W. H., 364, 394
 Morgeson, F. P., 171, 210
 Morison, R., 634, 640
 Morley, W. H., 394
 Morris, B., 622, 634, 640

Morrison, A., 281, 311, 576, 592
 Morrison, A. J., 555, 557, 590, 592
 Morrison, A. M., 103, 118, 313, 346,
 622, 640
 Morrow, J. E., 322, 347
 Morton, L., 4, 16, 18, 35, 36, 58, 59,
 63, 64, 71, 80, 90, 118, 784
 Mount, M. K., 370, 371, 372, 393
 Moxley, R. S., 350, 373, 398
 Mumford, M. D., 377, 397, 442, 458
 Munson, H., 143, 158
 Murphy, D. A., 327, 344
 Murphy, G., 442, 457
 Murphy, K., 171, 210, 271, 278
 Murphy, S., 387, 397

N

Nadler, D., 210, 490
 Nairn, A., 467, 502
 Nanda, A., 262, 278
 Naylor, J. C., 290, 311
 Neary, D. B., 581, 592
 Neuberg, S. L., 436, 438
 Nicholson, J., 467, 502
 Nicholson, N., 165, 210
 Nilan, K. J., 557, 590
 Noe, R. A., 383, 397
 Noel, J., 77, 117, 285, 306, 310, 311,
 315, 344, 377, 378, 383, 393,
 399, 437
 Nohria, N., 262, 278, 399, 438
 Nolen, G., 580
 Nooyi, I., 618, 622

O

O'Connell, D., 214, 219, 226,
 278, 794
 Oddou, G., 578, 579, 592, 610, 612
 O'Grady, D. A., 581, 592
 Ohlott, P. J., 218, 278, 322, 347
 Oldham, G. R., 442, 458
 Oliver, D. H., 623, 624, 640
 Olivero, G., 386, 397
 Olson, M. S., 466, 502, 811
 Ones, D. S., 369, 370, 395

Organ, D. W., 25, 71
 Orr, G., 596
 Ortega, J., 315, 347

P

Paese, M. J., 14, 68, 228, 277, 320,
 344, 405, 437
 Palich, L. E., 167, 209
 Pang, E. F., 574, 592
 Panigel, M., 561-562
 Panis, C.W.A., 634, 640
 Paul, K., 586-587
 Pavlov, I. P., 355
 Pearlman, K., 811
 Pearson, A. E., 408, 411, 438, 617,
 640, 806, 807
 Pedigo, P. R., 377, 396
 Peltier, B., 355, 358, 397, 804
 Pepper, J., 576
 Peterson, D. B., 364, 386, 388, 389,
 395, 397
 Pfeffer, J., 5, 71, 351, 398
 Phillips, J., 610, 614
 Phillips, J. J., 504, 521, 547
 Phillips, P., 521, 547
 Piaget, J., 359
 Pieters, J., 453, 459
 Pinder, C. C., 442, 458
 Pine, J., 349, 398
 Plotczyk, P., 490
 Plunkett, M. M., 241, 254, 313, 330,
 348, 798
 Poell, M. E., 316, 347
 Porras, J. I., 5, 25, 69
 Porter, L. W., 441, 459
 Porter, M. E., 319, 347
 Posner, B. Z., 288, 311
 Poteet, M. L., 338, 343
 Powell, W. W., 340, 347
 Prennushi, G., 684, 698

Q

Qihan, J., 73, 118
 Quinn, R. E., 175, 208
 Quinones, M. A., 313, 347

R

- Ragins, B. R., 338, 347
 Raines, C., 634, 640
 Raju, N. S., 504, 510, 546, 547, 812
 Ramstad, P. M., 14, 15, 22, 25, 27, 46,
 49, 51, 68, 75, 81, 116, 117, 229,
 277, 318, 344, 390, 393, 670, 676,
 698, 730, 742, 776, 780, 784, 785
 Ready, D., 281, 292, 309, 310, 311,
 558, 593
 Regan, K., 135, 158
 Reilly, R. R., 366, 398
 Reinelt, C., 508, 547
 Reisman, H., 12, 69
 Reiter-Palmon, R., 377, 397
 Rhynes, S., 158
 Rhynes, S. L., 156, 158, 788
 Rich, B. L., 362, 396
 Riggio, R., 796
 Rippin, T., 351, 393
 Ritti, R. R., 169, 210
 Robinson, G. S., 313, 347
 Robinson, S. R., 574, 591
 Rogelberg, S. G., 273, 503, 776, 812
 Rogers, C., 358
 Rogers, R. W., 214, 261, 278, 526, 547
 Rosansky, L. M. H., 576, 590
 Roth, P., 339, 345
 Rothwell, W. J., 405, 438
 Rousseau, D. M., 340, 347
 Ruddy, T., 549, 815
 Ruderman, M. N., 218, 278, 322, 347
 Rudis, E. V., 523, 547
 Rueff, R., 137, 158
 Ruiz, G., 142, 158
 Ruse, D. H., 554, 590
 Russell, C. J., 371, 398
 Ryan, R. M., 360, 394
 Rynes, S. L., 610, 614
- S**
- Salas, E., 313, 327, 344, 347
 Salob, M., 524, 547
 Sanders, W. G., 576, 590
 Sartin, L., 787
 Schaefer, K., 452, 458
 Schein, E. H., 91, 92, 118, 165, 171,
 201, 210
 Schippmann, J., 248, 278, 439, 444,
 446, 449, 459, 807, 811
 Schmidt, F. L., 178, 210, 368, 369, 371,
 398, 440, 458
 Schmitt, N., 171, 208, 288, 311, 442
 Schneider, B., 440, 442, 458,
 808, 809
 Schneider, R. J., 350, 394
 Scholes, G., 73, 770, 777, 784
 Schroder, J., 452, 458
 Schuler, R. S., 17, 70, 683, 698
 Schumann, M., 787
 Scott, B. A., 396
 Scott, J. C., 273, 503, 504, 510, 546,
 547, 776, 812
 Scott, K., 352, 394
 Sears, D., 3, 14, 28, 43, 46, 71
 Sehora, T. C., 404, 438, 806
 Seibert, K. W., 172, 319, 347
 Seibert, S. E., 210
 Shaffer, M. A., 202, 208, 577, 593
 Shaw, J. B., 166, 211
 Shaw, J. C., 362, 396
 Shaw, K., 684, 698
 Sherman, S., 349, 380, 398
 Silzer, R., 3, 4, 12, 41, 70, 71, 72, 102,
 118, 174, 210, 213, 217, 221, 243,
 247, 262, 267, 268, 271, 278, 279,
 294, 311, 624, 711, 712, 745, 767,
 770, 774, 777, 781, 792, 793, 817
 Sima, K. P., 607, 612
 Sims, H. P., 291, 311
 Skinner, B. F., 355, 356
 Skube, C. J., 345
 Slan, R., 214, 221, 226, 279
 Slider, R. L., 221, 279
 Sloan, E. B., 8, 17, 35, 45, 72,
 688, 698
 Small, B., 339, 348
 Smallwood, N., 138, 157, 158, 788
 Smart, B., 27, 50, 72, 85, 100, 118,
 267, 279
 Smilansky, J., 35, 36, 45, 72

Smith, A. B., 7, 14, 68, 72, 214, 228,
261, 277, 278, 279, 320, 344, 405,
437, 526, 547, 753, 766
Smith, E. M., 327, 344
Smith, J. W., 634, 640
Smither, J. W., 366, 371, 372, 373, 385,
389, 396, 398
Snell, S. A., 683, 698
Snellman, K., 340, 347
Snyder, W., 107, 119
Spotswood, S., 468, 502
Spreitzer, G. M., 327, 347, 555, 558,
593, 794
Spreitzer, M. S., 254, 279
Staley, W., 699–710
Steers, R. M., 441, 459
Sternberg, R. J., 328, 347
Stevens, L. A., 345
Stevens, M. J., 315, 344
Stewart, T. A., 25, 72
Stimson, P., 490
Stogdill, R. M., 324, 343, 688, 698
Stomski, L., 159, 789
Stringer, H., 137, 158
Stults, D. M., 288, 311
Sullivan, J., 509, 510, 521, 525, 547,
814, 815
Swanson, R. A., 359, 396

T

Tam, T., 600, 614
Tannenbaum, S. I., 323, 348
Taylor, C. R., 439, 440, 457
Taylor, M. S., 166, 208
Taylor, P. J., 339, 348
Teachout, M. S., 313, 347
Tesch-Romer, C., 290, 310
Tesluk, P. E., 341, 348
Thomas, D., 147, 157
Thorndike, E., 355
Thornton, G., 217, 279
Tichy, N., 108, 118, 617, 640, 707,
776, 780
Timmreck, C. W., 247, 277
Ting, S., 364, 374, 398
Ting-Toomey, S., 601, 613

Tornow, C. P., 247, 266, 279
Tornow, W. W., 247, 266, 279
Tracey, J. B., 323, 339, 348
Trank, C., 156, 158, 788
Treacy, M., 78, 118
Triandis, H. C., 565, 591
Truxillo, D. M., 161, 208, 790
Tucker, E., 551, 593
Tucker, J. S., 161, 208, 790
Tuden, L., 576, 590

U

Ulrich, D., 10, 28, 30, 39, 41, 62, 64,
65, 68, 72, 82, 118, 138, 139, 157,
158, 318, 348, 490, 505, 546, 633,
640, 788
Underwood, L., 596, 597, 613
Ungerma, D., 18, 70

V

van Bever, D., 466, 502, 811
van Dam, K., 316, 347
van den Berg, P. T., 316, 347
Van Katwyk, P. T., 8, 72, 688, 698
Van Leeuwen, B., 453, 459
Van Maanen, J., 165, 166, 171, 201, 210
Van Reenen, J., 351, 393
Van Velsor, E., 348, 350, 373, 384, 398,
800, 803
Vargas, Y., 385, 398
Veiga, J., 351, 398
Vergara, M., 397
Verma, N., 551, 593
Verplanken, B., 442
Verry, S., 466, 502, 811
Vicere, A. A., 285, 310
Vijayaraghavan, V., 518, 546
Viswesvaren, C., 370, 395
von Zedwitz, M., 612, 614
Vroom, V. H., 360, 383, 398, 441, 459

W

Waclawski, J., 225, 235, 617
Wakefield, M., 552, 592
Walker, J. W., 39, 72

- Walker, S., 559, 583–584
Wang, K., 600, 613
Wasylyshyn, K. M., 380, 385, 398
Watkins, M., 165, 174, 175–176, 196,
198, 199, 200, 210, 403, 437, 791
Watson, J. B., 355
Wayne, S. J., 160, 208
Weick, K. E., 169, 210
Weisberg, A., 634, 639
Weiss, E. M., 323, 346
Weiss, H. M., 166, 171, 211, 356, 398
Weissbein, D. A., 327, 344
Welch, J., 3, 42, 65, 72
Weldon, E., 225, 251, 402, 595, 608,
614, 819
Wellins, R. S., 4, 7, 17, 44, 68, 72, 261,
279, 524, 526, 546, 547, 753, 766
Wellner, A., 136, 158
Wells, S. J., 221, 279
Welsh, T. A., 4, 68, 550, 590
Wenger, E., 107, 119
Wernerfelt, B., 351, 394
Wesson, M. J., 171, 211
Wheeler, K., 607, 612
White, M., 622
Whiteman, J., 373, 393
Wick, C. W., 313, 347, 348
Wiechmann, D., 442, 459
Wiersema, F., 78, 118
Wilson, T., 697
Wolfe, I. S., 403, 438
Wong, C., 600, 613
Woods, T., 349
Wright, P. M., 318, 348
Wu, A., 467
- X**
- Xu, C. Y., 604, 614
- Y**
- Ye, M., 601, 606, 614
Yerkes, R. M., 348
Yeung, A., 558, 593
Yost, P. R., 235, 241, 254, 313, 314,
320, 323, 330, 334, 338, 339, 341,
347, 348, 641, 798
Young, D., 290, 311
Younger, J., 138, 158
Yukl, G., 324, 348, 375, 383, 384, 398
- Z**
- Zaccaro, S. J., 346, 377, 397
Zemke, R., 634, 640
Zenger, J., 352, 398
Zhao, X., 607, 612
Zhou, Y., 597, 600, 614
Zhu, C. J., 597, 614
Zimmerman, R. D., 174, 210
Zolli, A., 73, 119
Zuboff, S., 25, 72, 75, 119

