Perceived organizational support and service-oriented organizational citizenship behavior: The mode

曾妤珮、童惠玲

E-mail: 323760@mail.dyu.edu.tw

ABSTRACT

Base on the concept of social exchange theory and role theory, this study discusses the process in which perceived organizational support lead to service-oriented organizational citizenship behavior in service organizational settings. This study also examines multilevel relationship in moderating process of high- performance human resource practices between perceived organizational support and service-oriented organizational citizenship behavior. The research objective in this study is Tainan post company in southern Taiwan. Sample data from 40 branches will be collected at three points in time from employees and their supervisors. In this study constructs with two sources(e.g., contact employees rated their perceived organizational support in T1, and service-oriented organizational citizenship behavior in T3, while supervisors rated high-performance human resource practices in T2) will be measured in order to reduce the possibility of same source bias. Hierarchical linear modeling will be used to test the hypotheses. The results showed that organizational support perceived by contact counter employees lead to service-oriented organizational citizenship behavior in terms of service delivery, loyalty and participation; While high-performance human resource practices are valued by the post branch, these management practices strengthens the relationship between organizational support perceived by contact counter employees and service-oriented organizational citizenship behavior (service delivery, loyalty and participation). Based on the findings, some managerial implications and suggestions for further research will be proposed.

Keywords: perceived organizational support, service-oriented organizational citizenship behavior, high-performance human resource practices

Table of Contents

中文	摘要																					iii
英文	摘要																					iv
誌謝	辭																					vi
內容	目錄																					vii
表目	錄																					ix
圖目	錄																					Х
第一	·章	緒部																				1
	第一節	Ī	研	究	背	景	與	動	機													1
	第二節	Ī	研	究	問	題																5
第二	章	文点	狱探	討	•																	6
	第一節	Ī	知	覺	組	織	支	持														6
	第二節	Ī	服	務	導	向	組	織	公	民	行	為										8
	第三節	Ī	知	覺	組	織	支	持	與	服	務	導	向	組	織	公	民	行	為			11
第四	節	高網	責效	人	力	資	源	實	務											12	2	
第五	節	高網	責效	人	力	資	源	實	務	之	調	節	角	色						14	ļ	
第三	章	研究	汸	法																		18
	第一節	Ī	研	究	架	構																18
	第二節	Ī	研	究	假	設																19
	第三節	Ī	研	究	對	象	與	抽	樣	程	序											20
第四	節	量測	IJΙ	具																21		
第五	節	資料	粉	析	方	法														25	5	
第四	章	統言	†分	析	與	結	果															27
	第一節	Ī	描	述	性	統	計															27
	第二節	Ī	信	效	度	分	析															30
	第三節	Ī	相	關	分	析																34

第四節 整體模式衡量分析	
第五節	
第五章 結論與建議	,
第一節 研究結論43	,
第二節 實務意涵	,
第三節 研究限制與後續研究建議 45	
參考文獻	
附錄A 研究問卷	
附錄B 研究問卷	
附錄C 研究問卷 61	
表 4-1 受試樣本之樣本特性 29	
表 4-2 各變項信度分析	
表 4-3 本研究各項驗證性因素分析	
表 4- 4 相關分析	
表 4-5 本研究變項量測模式比較表	
表 4-6 跨層次分析	
圖 3-1 研究架構圖	
圖 4-2 POS與高績效人力資源實務對SOCB(參與)之交互作 42	

REFERENCES

一、中文部分 汪美伶(2009),組織支持與市場導向人力資源管理活動對服務導向組織公民行為的影響,東吳經濟商學報,64,57-92。 陳建丞(2008),員工知覺的組織支持與工作績效間的中介模型研究,管理學報,25(3),309-331。 溫福星(2006)。階層線性模式:原理、方 法與應用,台北:雙葉書廊。 二、英文部分 Aiken, Leona S. & Stephen, G. West (1991). Multiple Regression: Testing and Interpreting Interactions. Newbury Park, CA: Sage Publications. Appelbaum, E., Bailey, T., Berg, P., & Kalleberg, A. (2000). Manufacturing advantage: Why high-performance work systems pay off. Ithaca, New York: ILR Press. Bagozzi, R. P. and Yi Y. (1988). On the Evaluation of Structure Equations Models. Academic of Marketing Science, 16(1), 76-94. Bamberger, P., & Meshoulam, I. (2000). Human resource strategy. Newbury Park, CA: Sage. Barnard, C. (1938). The functions of the executive. Cambridge. MA: President and Fellows of Harvard University. Barney, J. (1991). Firm Resource and Sustained Competitive Advantage. Journal of Management, 17(1), 99-120. Batt, R. (2002). Managing customer service: human resource practices, quit rates, and sales growth. Academy of management Journal, 45(3), 587-597. Becker. T. E., & Vance, R. J. (1993). Construct validity of three types of organizational citizenship behaviour; An illustration of the direct product model with refinements, Journal of Management, 19, 663-682. Bettencourt, L. A., Gwinner, K. P. & Meuter, M. L. (2001). A Comparison of Attitude, Personality, and Knowledge Predictors of Service-Oriented Organizational Citizenship Behaviors. Journal of Applied Psychology, 86(1), 29-41. Bettencourt, L. A. & Brown, S. W. (1997). Customer-contact Employees: Relationships among Workplace Fairness, Job Satisfaction and Prosocial Service Behaviors. Journal of Retailing, 73(1), 39 - 61. Bitner, M. J. & Booms, B.H. & Mohr, L.A. (1994). Critical Service Encounters: The Employee 's Viewpoint. Journal of Marketing, 54, 71-84. Bitner, M. J. & Booms, B. H. & Tetreault, M. S. (1990). The Service Encounter: Diagnosing Favorable and Unfavorable Incidents. Journal of Marketing, 54(1), 71-84. Blau, P. M. (1964). Exchange and power in social hfe. New York: Wiley. Borman, W. C. & Motowidlo S. J. (1993). Expanding the Criterion Domain to Include Elements of Contextual Performance. In Personnel selection in organization, edited by N. Schmitt and W.C. Borman, San Francisco: CA: Jossey-Bass, 71-98. Boselie, P., Dietz, G. and Boon, C. (2005). Commonalities and contradictions in HRM and performance research. Human Resource Management Journal, 15(3), 67-94. Bowen, D. E., Gilliand, S. W. & Folger R. (1999). HRM and Service Fairness: How Being Fair Wit Employees Spills Over to Customers? Organizational Dynamics, 27(3), 7-23. Bowen, D. E. & Waldman, D. A. (1999). Customer-driven Employee Performance, In D. A. Ilgen & E. D. Pulakos (Eds.), The Changing Nature of Performance(pp.154-191). San Francisco: Jossey-Bass. Bowen, D. E. (1996). Market-Focused HRM in Service Organizations: Satisfying Internal and External Customers. Journal of Market-Focused Management, 1(1), 31-47. Bowen, D. E., & Schneider, B. (1988). Service Marketing and management: Implications for organizational behavior. Research In Organizational Behavior, JAI Press Inc., Greenwich, CT. Bowen, D. E. & Schneider, B. (1985). Boundary-Spanning Role Employees and the Service Encounter: Some Guidelines for Management and Research. In The Service Encounter, edited by J. A. Czepiel, M.R. Solomon, and C.F. Surprenant, Lexington, MA: Lexington Books, 127-147. Brief, A. P., & Motowidlo, S. J. (1986). Prosocial organizational behaviors. Academy of Management Review 11, 710-725. Bryk, S. and Raudenbush, W. (1992). Hierarchical Linear Models. Newbury Park, CA: Sage. Caplan, G. (1974). Support System and Community Mental Health: Lecture on Concept Development, New York: Behavioral Publications. Chen, L. Y. (2004). Examining the Effect of Organization Culture and Leadership Behaviors on Organizational Commitment, Job Satisfaction, and Job Performance at Small and Middle-Sized Firms of Taiwan, Journal of American Academy of Business, 5(1),

```
432-438. Cobb, S. (1976). Social Support as a Moderator of Life Stress, Psychosomatic Medicine, 300-314. Collins, C. J. & Smith, K. G. (2006).
Knowledge Exchange and Combination: The Role of Human Resource Practices in the Performance of High-technology Firms. Academy of
Management Journal, 49, 544-560. Cran, J. D. (1994). Towards Validation of the Service Orientation Construct. The Service Industries Journal,
14(1), 34-44. Cropanzano, R., & Mitchell, M. S. (2005). Social exchange theory: An interdisciplinary review. Journal of Management, 31,874
- 900. Delaney, J. T., & Huselid, M. A. (1996). The impact of human resource management practices on perceptions of organizational
performance. Academy of Management Journal, 39, 949 – 969. Eisenberger, R., Huntington, P., Hutchison, S. & Sowa, D. (1986). Perceived
Organizational Support. Journal of Applied Psychology, 71(3), 500-507. Eisenberger, R. (2001). Reciprocation of Perceived Organizational
Support. Journal of Applied Psychology, 86(1), 42-51. Fasolo, P. M. (1995). Procedural Justice and Perceived Organizational Support:
Hypothesized Effects on Job Performance. In Organizational Politics, Justice and Support: Managing the Social Climate in the Workplace, edited
by R.S. Cropanzano and K.M. Kacmar, Westport, CT: Quorum Books, 185-195. Gouldner, A. W. (1960). The Norm of Reciprocity. American
Sociological Review, 25, 165-167. Graham, J. W. (1991). An essay on organizational citizenship behavior. Employee Responsibilities and Rights
Journal, 4(4), 249-270. Hartline, M. D. & Ferrell, O. C. (1996). The Management of Customer-Contact Service Employees: An Empirical
Investigation, Journal of Marketing, 60, 52-60. Hogan, J., Hogan, R. & Busch C. M. (1984). How to Measure Service Orientation. Journal of
Applied Psychology, 69(1), 167-173. Jackson, S. E. & Schuler R. S. (1992). HRM Practices in Service-Based Organizations: A Role Theory
Perspective. In Advances in Services Management and Marketing, edited by T.C. Swartz, D.E. Bowen, and S.W. Brown, Greenwich, CT: JAI
Press, 123-157. Katz, D. & Kahn R. L. (1978). The Social Psychology of Organizations, New York: Wiley, Kelley, S. W. & Hoffman, K. D. (1997).
An Investigation of Positive Affect, Prosocial Behaviors and Service Quality. Journal of Retailing, 73(3), 407-427. Konovsky, M. A., & Pugh, S. D.
(1994). Citizenship behavior and social exchange. Academy of Management Journal, 37(3), 656-669. Leana, C. R., & Van Buren, H. J. L. (1999).
Organizational social capital and employment practices. Academy of Management Review, 24, 538-555. Lepak, D. P., Liao, H., Chung, Y., &
Harden, E. H. (2006). A conceptual review of human resource management systems in strategic human resource management research. In J.
J.Martocchio (Ed.), Research in Personnel and Human Resources Management. 25: 217-271. Oxford, UK: JAI Press. Levinson, H. (1965).
Reciprocation: The Relationship between Man and Organization, Administrative Science Quarterly, 9(4), 370-390. MacKenzie, S. B., Podsakoff,
P. M., & Fetter, R. (1991). Organizational citizenship behavior and objective productivity as determinants of managerial evaluations of
salespersons' performance. Organizational Behavior and Human Decision Processes, 50, 123-150. Maxham. J. G. & R. G. Netemeyer. (2003).
Firms Reap What They Sow: The Effects of Employee Shared Values and Perceived Organizational Justice on Customer Evaluations of Complaint
Handling, Journal of Marketing 67, 46 - 62. McMillan, L. H. W., Brady, E. C., O 'Driscoll, M. P., & Marsh, N. V. (1992). A multifaceted
validation study of Spence and Robbins. Workaholism Battery, Journal of Occupational & Organizational Psychology, 75(3), 357-368. Mohr, L. A.
& Bitner, M. J. (1995). The Role of Employee Effort in Satisfaction with Service transactions. Journal of Business Research, 32(3), 239-252.
Moorman, R. H., Blakely, G. L., & Niehoff, B. P. (1998). Does perceived organizational support mediate the relationship between procedural
justice and organizational citizenship behavior? Academy of Management Journal, 41(3), 351-457. Morrison, E.W. (1994). Role Definitions and
Organizational Citizenship Behavior: The Importance of the Employee's Perspective. Academy of Management Journal, 37(6), 1543-1567. Organ,
D. W. & Konovsky, M. (1989). Cognitive versus Affective Determinants of Organizational Citizenship Behaviors. Journal of Applied Psychology,
74, 157-164, Paulin, M., R., Ferguson, J. & Bergeron, J. (2006), Service Climate and Organizational Commitment; The Importance of Customer
Linkages, Journal of Business Research, 59(8), 6-15. Podsakoff, P. M. & MacKenzie S. B. (1997). The Impact of Organizational Citizenship
Behavior on Organizational Performance: A Review and Suggestions for Future Research. Human Performance, 10, 133-151. Podsakoff, P. M., &
MacKenzie, S. B. (1994). Organizational citizenship behavior and sales unit effectiveness. Journal of Marketing Research, 31, 351-363. Rhoades,
L., & Eisenberger, R. (2002). Perceived organizational support: A review of the literature. Journal of Applied Psychology, 87(4), 698-714.
Schneider. B. & D.E. Bowen (1995). Winning the Service Game, Boston, MA: Harvard Business School Press. Schneider. B. & Bowen, D. E.
(1993). Winning the Service Game, Boston, MA: Harvard Business School Press. Schneider, B., Ehrhart, M. G., Mayer, D. M., Saltz, J. L. &
Niles-Jolly, K. (2005). Understanding Organization- Customer Links in Service Settings. Academy of Management Journal, 48(6), 1017-1032.
Schneider, B., & Reichers, A. E. (1983). On the etiology of climates. Personnel Psychology, 36, 19-39. Schneider, B., White, S. S. & Paul, M. C.
(1998). Linking Service Climate and Customer Perceptions of Service Quality: Test of a Causal Model. Journal of Applied Psychology, 83(2),
150-163. Settoon, R. P., Bennett, N., Liden, R. C. (1996). Social Exchange in Organizations: Perceived Organizational Support, Leader-Member
Exchange, and Employee Reciprocity, Journal of Applied Psychology, 81(3), 219-227. Shore, L. M. & Tetrick, L. E. (1991). A Construct Validity
Study of the Survey of Perceived Organizational Support. Journal of Applied Psychology, 76(5), 637-643. Shore, L. M. & Wayne, S. J. (1993).
Commitment and Employee Behavior: A Comparison of Affective Commitment and Continuance Commitment with Perceived Organizational
Support. Journal of Applied Psychology, 78(5), 774-780. Shore. L. M. & T.H. Shore. (1995). Perceived Organizational Support and Organizational
Justice. In Organizational Politics, Justice, and Sufiporl: Managing i/ic Social Climate, edited by R.S. Crop—anzano and K. M. Kacrnar,
Westport. CT: Quorum Press, pp. 149-164. Snell. S. A. M.A. Youndt & P. M. Wright. (1996). hstablis1ing A LramcworK tor csearcn in i-luman
Resource Management: Merging Resource Theory and Organizational Learning. PL'rsomzel hid. Human Resources Management, 14, 61-90.
Sun, L.Y., Aryee, S. & Law, K. S. (2007). High-performance Human Resource Practices, Citizenship Behavior, and Organizational Performace: A
Relational Perspective. Academy of Management Journal, 50(6), 558-577. Tsui, A.S. (1984). Personnel department effectiveness: A tripartite
approach. Industrial Relations, 23(2), 184-197. Van Dyne, L., Jehn, K. A. & Cummings, A. (2002). Different Effects of Strain on Two Forms of
```

Work Performance: Individual Employee Sales and Creativity. Journal of Organizational Behavior, 23(1), 57-74. Yoon, M. H. & Suh, J. (2003). Organizational citizenship behaviors and service quality as external effectiveness of contact em-ployees. Journal of Business Research, 56(8), 597-611. 行政院主計處(2008),行政院主計處網頁, http://www.dgbas.gov.tw