

A Study of the Relationship between Emotional Labor and Worker Negative Voice

周飛鴻、劉莉玲

E-mail: 360025@mail.dyu.edu.tw

ABSTRACT

In recent years, Taiwan's elderly population gradually increased, and the impact of low birth rate, increasing the importance of the medical staff at the front lines of his (her) emotional labor gradually great importance by scholars in the face of patients, it takes effort to understand the patient's suffering, and its problem-solving; otherwise, the front lines in the face of the patient process, there will be a negative voice, medical staff would be about the performance of behavior, this is the topic of this study. In this study, the dimensions of emotional labor, surface acting and deep acting as independent variables, negative sound as the dependent variable, to explore the influence of surface acting and deep acting to sound negative, to the front lines as the questionnaires are distributed to valid questionnaires 301. SPSS15.0 statistical tool, the collected data validation to know: 一、the deep emotional labor behavior of workers negative to sound negative. 二、The emotional labor of the surface behavior of workers negative has a positive impact to the sound.

Keywords : emotional labor、the negative voice

Table of Contents

中文摘要	iii	英文摘要
iv 誌謝詞	v	內容目錄
vi 表目錄	vii	圖目錄
第一章 緒論 第一節 研究背景與動機	viii	第二節 工作者負向聲音
1 第二節 研究問題	3	第三節 研究目的
4 第二章 文獻探討 第一節 情緒勞務	24	第四節 情緒勞務與工作者負向聲音之關係
向聲音	29	其他影響工作者負向聲音的變數
其他影響工作者負向聲音的變數	32	第三章 研究方法 第一節 研究架構
35 第二節 研究假設	36	第三節 研究變數的操作型定義與
衡量量表	38	第四節 研究對象與抽樣方法
41 第四章 研究結果與分析 第一節 描述性統計	41	第五節 資料分析方法
45 第二節 因素分析	47	第四節 平均數差異分析
50 第四節 相關分析	51	第五節 信度分析
57 第六節 迴歸分析	60	第五章 結論與建議 第一節
研究結論與分析	66	第二節 與先前文獻之比較
第三節 實務上的建議	70	第四節 研究限制與後續研究建議
71 參考文獻 中文部份	72	英文部份
78 附錄 問卷	90	表目錄 表2-1 國外學者
對情緒勞務定義	10	國內學者對情緒勞務定義
11 表2-3 高、低情緒勞務之工作職稱	18	表2-4 國內外學者有關情緒勞務相關變數
及主要研究結果	21	38 表3-2 情緒勞務構面及
衡量題項	39	41 表3-4
Cronbach's 係數判斷	43	表4-1 問卷發放及回收情形表
45 表4-2 描述性統計分析表	46	46 表4-3 情緒勞務因素分析表
48 表4-4 負向聲音因素分析表	49	49 表4-5 情緒勞務信
度分析表	50	51 表4-6 負向聲音信度分析表
表4-7 性別對各變數之獨立樣本T檢定分析	52	52 表4-8 不同年齡之平均數差異分析
53 表4-9 不同教育程度之平均數差異分析	55	55 表4-10 不同服務年資支平均
數差異分析表	56	59 表4-12
情緒勞務對負向聲音之階層迴歸分析表	61	61 表4-13 情緒勞務（深層演出）對負向聲音之階層迴歸
分析表	64	64 表5-1 研究假設與實證結果彙整表

REFERENCES

- 一、中文部份 于家琳 (1999) , 中介性職務之情緒勞務、情緒規則及其社會化:以廣告業務人員為例 , 國立中山大學企業管理學系研究所 , 碩士論文。 于家琳(2000) , 《中介性職務之情緒勞務、情緒規則及其社會化:以廣告業務(account)人員為例》。 國立中山大學人力資源管理研究所未出版碩士論文。 王志宏(2009) , 面具之下:領隊人員情緒勞務之研究。 台北銘傳大學未出版博士論文。 王怡惠 (2008) , 領隊情緒勞務之探討。 靜宜大學未出版碩士論文。 江文慈 (2009) , 「和顏悅色」與「忍氣吞聲」的背後:國小教師情緒勞動的心理歷程分析 , 教育心理學報 , 40(4) , 553-576. 江漢梁 (2009) , 護理人員情緒勞動脈絡模式之研究--以情緒勞動理論觀點實證。 國立成功大學高階管理碩士在職專班碩士論文。 李芳儀 (2005) , 餐廳外場人員情緒勞務與組織認同之研究。 靜宜大學觀光事業學系研究所碩士論文。 李建慧(2002) , 《工作生活品質與組織承諾、組織公民行為關聯性之研究——以國產實業建設股份有限公司為例》。 中原大學企業管理研究所碩士論文。 李興年 (2007) , 組織認同、生涯發展、工作滿意與組織公民行為之關聯性研究。 大葉大學人力資源暨公共關係學系碩士在職專班碩士論文。 邱皓政 (2001) , 量化研究與統計分析 - SPSS 中文視窗版資料分析範例 , 台北 : 五南。 宋家瑞(2007) , 自我效能與情緒能力對組織公民行為的影響:同理心與集體效。 國立屏東科技大學企業管理研究所碩士論文。 宋敬德 (2002) , 情緒價值與情緒行銷及情緒勞務管理之關聯性研究——以國際觀光旅館為例。 雲林科技大學企業管理系未出版碩士畢業論文。 宋敬德 (2003) , 情緒價值與情緒行銷及情緒勞務管理之關聯性研究——以國際觀光旅館為例。 雲林科技大學企業管理系未出版碩士班碩士論文。 呂紹榕(2007) , 工作倦怠對組織公民行為影響之研究-以工作特性作為干擾變數之探討。 未出版之碩士論文 , 中國文化大學國際企業管理研究所。 汪美伶、鄭雯憶(2007) , 主管支持與工作滿意對組織公民行為之影響。 2007管理創新與新願景研討會論文稿要集。 真理大學 , 台北。 林孟蒨 (2003) , 組織認同與情緒勞務負擔之關聯探討 - 以航空公司空服員為例。 國立臺灣海洋大學未出版碩士論文。 林尚平 (2000) , 組織情緒勞務負擔量表之發展。 中山管理評論 , 8(3) , 427-447. 吳淑蓉 (2003) , 護理人員情緒勞務負擔、工作滿意度與組織公民行為之相關性。 高雄醫學大學護理學研究所未出版碩士論文。 吳淑蓉 , 王秀紅 (2005) , 護理人員情緒勞務負擔及其相關因素探討。 實證護理1 (4) , 243-252. 吳宗祐(2003) , 《工作中的情緒勞動:概念發展、相關變項分析、心理歷程議題探討》。 國立台灣大學心理研究所博士論文。 吳宗祐、鄭伯塽 (2003) , 組織情緒研究之回顧與前瞻。 應用心理研究 , 19 (秋) , 137-173. 吳清山、林天佑 (2005) , 情緒勞務。 教育資料與研究雙月刊 , 8 , p136. 吳家德(2006) , 「理財專員的人格特質、內部行銷、專業承諾、情緒勞務與工作績效之關聯性研究 - 以臺南地區銀行為例」 , 南台科技大學高階主管企管碩士班碩士論文。 卓孟珍 (2003) , 組織變革認知 , 組織承諾與組織公民行為之關係研究 - 以中央信託局為例 , 國立成功大學企業管理學系未出版碩士論文。 高佳伶 (2000) , 銀行行員情緒勞務負荷、影響因素與結果之研究。 中正大學勞工研究所碩士論文。 高佳伶 (2001) , 銀行行員情緒勞務負荷、影響因素與結果之研究 , 國立中正大學勞工所未出版之碩士論文。 徐瑞珠譯 , Hochschild, A.R.(1983)著 , 情緒管理的探索 , 桂冠 , 台北。 徐瑞珠譯 (1992) , 情緒管理的探索 , 台北:桂冠。 陳敦生 (1995) , 情緒勞務與自我監控對於工作表現及人力資源管理方案需求之相關研究 , 國立雲林科技大學企業管理研究所未出版之碩士論文。 陳研辰 (2003) , 情緒勞務、工作特性、工作滿足與組織公民行為之相關性研究。 義守大學管理科學研究所未出版碩士論文。 陳怡安 (1998) , 遊樂事業高情緒勞務工作者情緒規則與社會化歷程之研究 , 國立雲林科技大學企業管理研究所未出版碩士論文。 陳金娟 (2001) , 情緒勞動者的工作生活品質、工作滿足與離職意願關係之研究 , 國立中山大學人力資源管理研究所未出版之碩士論文。 陳素里 (2008) , 護理人員情緒勞務負荷與顧客導向行為關係之研究-以某區域教學醫院為例 , 元智大學管理研究所碩士論文。 陳善嶸 (2006) , 情緒勞務負荷、情緒耗竭與工作滿意之研究—以銀行客服人員為例。 銘傳大學管理研究所未出版之碩士論文 , 台北。 黃純真 , 林紫婕 , 游景新 (2007) , 工作滿意度、組織承諾、組織公民行為、離職傾向相關之研究-以壽險業業務員為例 , 吳鳳學報第十五期。 鄭佩君 (2003) , 第一線服務人員之情緒勞務的影響因素與其結果之關係。 國立政治大學心理研究所未出版碩士論文 , 臺北市。 鄭佩君、陳彰儀、吳宗祐(2005) , 華人企業服務人員情緒勞動方式的前置因素與其結果之關係 , 教育與心理研究 , 第28卷第4期 , 頁693-719. 游韻靜 (2006) , 臺北市國民中學教師角色認同與組織公民行為關係之研究。 輔仁大學教育領導與發展研究所未出版碩士論文 , 臺北縣。 張乃文(2009) , 教師情緒素養建立之研究:情緒勞務負荷的觀點。 台中教育大學學報。 張曉毓 (1998) , 情緒勞務、組織行為結果與人力資源管理方案之研究 , 國立雲林科技大學企業管理研究所未出版之碩士論文。 楊馥菱 (1998) 。 情緒勞務工作者的社會支持、自我調控與工作表現之相關研究。 未出版碩士論文 , 靜宜大學 , 台中。 滿莉芳 (2002) , 情緒勞務工作者情緒勞務負荷與工作結果之研究 - 以情緒智力與工作特性為干擾。 靜宜大學未出版碩士論文 , 台中。 劉雅惠、劉偉文 (2009) , 「護理人員情緒勞務、工作壓力與因應行?之相關性研究」 , 醫護科技期刊 , 第11卷第2期 , 98-115頁。 鄭燿男(2002) , 國中小教師的組織公民行為及其影響因素之研究-學校組織公民行為為模型初構。 國立高雄師範大學教育學系未出版之博士論文。 蔡玉青 (1999) , 情緒勞務之負荷、因應策略、社會支持與情緒耗竭之相關研究 , 國立雲林科技大學企業管理研究所未出版之碩士論文。 蔡玉青 (1998) , 情緒勞務之負荷、因應策略、社會支持與情緒耗竭之相關研究 - 以休閒、旅館業為例。 國立雲林科技大學企業管理技術研究所未出版之碩士論文。 蔡孟原 (2005) , 難應付客戶、情緒勞務與情緒耗竭 - 工作涉入與知覺組織支持的調節效果。 中原大學未出版之碩士論文。 羅人林 (2003) , 中小型醫院員工情緒勞務負荷與顧客導向行為關係之研究 - 以自我監控、內部行銷為干擾變項。 國立中山大學人力資源管理研究所未出版碩士論文。 蕭文龍 (2009) , 多變量分析 , 台北:碩?資訊股份有限公司。 戴秀卿 (2003) , 醫院員工的情緒勞務負荷與顧客導向行為之關係研究 , 國立中山大學人力資源管理研究所未出版之碩士論文。 顏大凱 (2008) , 國民中學教師情緒勞務負荷、學校組織氣氛與教師自我效能之關係研究。 國立高雄師範大學教育學系未出版之碩士論文。 顏土棻 (2005) , 以社會資本、組織信任與組織公民行為關係之研—以心理契約為干擾變項。 國立中正大學勞工研究所碩士論文 (未出

版）。謝安田（2008），人力資源管理，大葉大學管理學院。二、英文部分 Anderson, James R., 1971, Land use classification schemes used in selected recent geographic applications of remote sensing:Photogramm.Eng., v. 37, no. 4, p. 379-387. Alden LE,Wallace ST. 1991. Social standards and social withdrawal. Cogn. Ther. Res. 15:85 – 100 Ashforth B. E., & Mael F. A. (1989). Social Identity Theory and the Organization. Academy of Management Review, 14, 20-39. Baron, R. M., & Kenny, D. A. (1986), The moderator- mediator variable distinction in social psychological research:Conceptual, strategic, and statistical consideration.Journal of Personality and Social Psychology, 51(6), 1173-1182. Beckwith (1998): "Noun Specification and Classification in Uzbek." Anthropological Linguistics 40.1: 124-140. Berkowitz, L. (1972). Social norms, feelings, and other factors affecting helping and altruism. In L. Berkowitz (Ed), Advances in experimental social psychology, vol. 6, 63-108.New York: Academic Press. Berry, L. L., The employee as customer, journal of retail marketing , Vol. 3 No 1, 1981,PP. 25-28 Blanchard, R. J., Blanchard, D. C., Griebel,G., & Nutt, D. (2008). Introduction to the handbook on fear and anxiety. In R. J. Blanchard, D. C. Blanchard, G. Griebel, & D. Nutt (Eds.), Handbook of anxiety and fear (pp. 3-7). Oxford, UK: Elsevier. Block, L. G. and P. Anand Keller (1995), "When to Accentuate the Negative: The Effects of Perceived Efficacy and Message Framing on Intentions to Perform a Health-Related Behavior, "Journal of Marketing Research, 32 (May), 192-203. Blodgett, J.G., Wakefield, K.L., and Barnes, J.H., 1995. The effects of customer service on consumer complaining behavior. Journal of Services Marketing. 9, 31-42. Bolfing, Claire P. (1989). How do customers express dissatisfaction and what can service marketers do about it? The Journal of Services Marketing, 3(2), 5-23. Bowen, D.E. and Schneider, B. (1985), "Boundary spanning role employees and the service encounter: some guidelines for management research", in Czepiel, J.A., Solomon, M.R. and Surprenant, C.F. (Eds), The Service Encounter, Lexington Books, Lexington, MA Brotheridge, C. M., & Grandey, A. A. (2002). Emotional labor and burnout:Comparing two perspectives of "people work." Journal of Vacational Behavior, 60(1), 17-39. Brotheridge, C. M., & Lee, R. T. (2003). Development and validation of the emotional labour scale. Journal of Occupational and Organizational Psychology, 76, 365-379. Butler, E. A., & Gross, J. J. (2004). Hiding feelings in social contexts: Out of sight is not out of mind. In P. Philippot & R. S. Feldman (Eds.), The regulation of emotion (pp. 101 – 126). Mahwah, NJ: Erlbaum. Cohen, A. P. (1985) The Symbolic Construction of Community, London: Tavistock. Constanti, P. and Gibbs, P. 2005. ?Emotional labour and surplus value: the case of holiday 'reps'?. Service Industries Journal, 25 (1), 103-116. Cronbach,L.J., Coefficient alpha and the internal structure of tests,Psychometrika, Vol16,1951,pp. 297-334.Day, R. L. (1980). Day, R. L., & Landon, E. L., Jr. (1977). Toward a theory of consumer complaining behavior. In A. G. Woodside, J. N. Sheth, & P. D. Bennett (Eds.),Consumer and industrial buying behavior , New York: North-Holland,425-437. Dart, J., & Freeman, K. (1994). Dissatisfaction response styles among clients of professional accounting firms. Journal of Business Research, 29(1), 75?81. East, R., Hammond, K., & Lomax, W. 2008. Measuring the impact of positive and negative word of mouth on brand purchase probability. International Journal of Research in Marketing, 25(3): 215-224. Feather, N. T., & Rauter, K. A. (2004). Organizational citizenship behaviours in relation to job status, job insecurity, rganizational commitment and identification, job satisfaction and work values. Journal of Occupational & Organizational Psychology,77(1), 81-94. Fiske, S. T., & Linville, P. W. (1980). What does the schema concept buy us? Symposium on Social Knowing, Personality and Social Psychology Bulletin, 6, 543-557. Fiske, S. T. (1980). Attention and weight in person perception: The impact of negative and extreme behavior. Journal of Personality and Social Psychology, 38, 889-906. Folger, R. (1977). Distributive and procedural justice: Combined impact of ' voice ' and improvement of experienced inequity.Journal of Personality and Social Psychology, 35, 108 – 119. Folger, R. & Konovsky, M. (1989). Effects of procedural and distributive justice on reactions to pay raise decisions. Academy of Management Journal, 32, 115-130. Folger, R., Rosenfield, D., Grove, J., & Corkan, L. (1979). Effects of "voice" and peer opinions on response to inequity. Journal of Personality and Social Psychology, 37, 2253-2261. Fryxell, G. & Gordon, M. (1989). Workplace justice and job satisfaction as predictors of satisfaction with union and management. Academy of Management Journal, 32:851-866. Garrett,D.E, & Meyers,R.A. (1996) .Verbal Communication between Complaining consumers and company service representatives.The Journal of consumer Affairs ,25 (2) ,295 - 322. Gfeller K, Christ A, Knutson J, Witt S, Mehr M. The effects of familiarity and complexity on appraisal of complex songs by cochlear implant recipients and normal hearing adults. J Music Ther 2003; 40: 78-112. Glomb, T.M., & Tews, M.J. (2004) Emotional labor: A conceptualization and scale development.Journal of Vocational Behavior, 64:1 – 23. Grandey, A. 2000. Emotion regulation in the workplace: A new way to conceptualize emotional labor. Journal of Occupational Health Psychology, 5(1):95-110 Goodwin, C., & Ross, I., 1992, Consumer responses to service failures: Influence of procedural and interactional fairness perceptions, Journal of Business Research,25(2), 149-163. Gosserand, R. H., & Diefendorff, J. M. (in press). Display rules and Emotional labor: The moderating role of commitment. Journal of Applied Psychology. Grandey, A. A. (2000). Emotional regulation in the workplace: A new way to conceptualize emotional labor. Journal of Occupational Health Psychology, 5(1), 95-110. Grandey, A. A. (2003). When "the show must go on": Surface acting and deep acting as determinants of emotional exhaustion and peer-rated service delivery. Academy of Management Journal, 46(1), 86. Gross, J.J., & John, (2002). Wise emotion regulation. In L. Feldman Barrett & P. Salovey(Eds.), The wisdom of feelings: sychological processes in emotional intelligence (pp.297-318). New York:Guilford. Harris, L. C., Reynolds, K. L., 2003. The consequences of dysfunctional customer behavior. Journal of Service Research, 6(2), 144-161. Herr, P. M., Kardes, F. R., & Kim, J. (1991), " Effects of Word-of-Mouth and Product-Attribute Information on Persuasion: An Accessibility Perspective " , Journal of Consumer Research, 17 (March), 454-462. Hirschman, A.O. 1970. Exit, Voice, and Loyalty: Responses to Decline in Firms,Organizations, and States. Cambridge, MA: Harvard University Press. Hirschman Albert O. (1974) Abwanderung und Widerspruch. Tubingen. Hogan, R., & Hogan, J. (1992). Hogan Personality Inventory manual.Tulsa, OK: Hogan Assessment Systems. Hochschild, A. R. (1983). The managed heart: Commercialization of human feeling. Berkeley, CA: University of California Press. Holmes, J.H., Lett, J.D., 1977. Product Sampling and Word of Mouth. Journal of Advertising Research 17 (5), 35-40. Holman, D., Chissick, C., and Totterdell, P. (2002), ' The Effects of

Performance Monitoring on Emotional Well-Being in Call Centers ', Motivation and Emotion, 26, 57-81. Jacoby, J. and Jaccard, J.J. (1981) .The Sources, Meaning, and Validity of Consumer Complaint Behavior: A Psychological Analysis, Journal of Retailing, vol.57, no.3, 4-24. Jacoby, Jacob and Jaccard, James J., " The Sources and Validity of Consumer Complaining Behavior: A Psychological Review, " Journal of Retailing, 57,Fall 1981, pp. 4-24 Klein, Benjamin (1996), ' Why Holdups Occur: The Self-Enforcing Range of Contractual Relationships ' , Economic Inquiry, 34, 444-463. Kruml,S.M., & Geddes,D. (2000). Exploring the dimensions of emotional labor. Management Communication Quarterly, 14(1), 8-49. Lau. G. T. & Ng. S. (2001), " Individual and Situational Factors Influencing Negative Word-of-Mouth Behavior " , Canadian Journal Administrative, 18,pp. 163-178. Lazarus, R S, (1991). Emotion and Adaptation. New York: Oxford University Press.Ortony, A., & Turner, T. J. (1990). What's basic about basic emotions? Psychological Review, 97, 315-331. Lind, E. A. & Tyler, T. R. (1988). The social psychology of procedural justice. New York: Plenum Press. Maheswarna, D. & Meyers-Levy J. (1990). The Influence of Message Framing and Issue Involvement.Journal of Marketing Reserch, 27 (August), 361-367. Mael, F. & Ashforth, B. (1992) Alumni and their alma maters: A partial test of the reformulated model of organizational identification.Journal of Organizational Behavior, 13, 103-123. Mael, F. & Ashforth, B. (1992) Alumni and their alma maters: A partial test of the reformulated model of organizational identification. Journal of Organizational Behavior, 13, 103-123. Moorman, R. H., Relationship between organizational justice And organizational citizenship behaviors: Do fairness perceptions Influence employee citizenship ? Journal of Applied Psychology, Vol.76, pp.845-855, 1991. Mowday, R., Steers, R., and Porter, L. (1979). The measurement of organizational commitment. Journal of Vocational Behavior, 14, 224-247. Murugappan, M., Rizon, M., Nagarajan, R.,& Yaacob, S. (2010). Inferring of human emotional states using Multichannel EEG. European Journal of Scientific Research,48(2), 281-299 Nunnally, J. C., Psychometric Theory, 2nd ed. New York: McGraw-Hill, 1978. Oliver, R. L. (1993), "Cognitive, Affective, and Attribute Bases of the Satisfaction Response," Journal of Consumer Research, 9 (1),pp.5-14. Organ, D. W., & Ryan, K. (1995), " A meta-analytic review of attitudinal and dispositional predictors of organizational citizenship behavior " . Personnel Psychology, Vol.48,775 – 802. P Bath, M Lloyd-Williams, C Morris (1995) ' A Taxonomy of European Mortality Patterns using Neural Networks. ' To be presented at the 3rd European Conference on Gerontology, Amsterdam, August 1995. Plutchik, R. (1962). The emotions: Facts, theories and a new model.New York: Random House. Plutchik, R. (1991a). The emotions (Rev. ed.). Lanham,MD: University Press of America Pugliesi, K. (1999). The consequences of emotional labor: Effects on work stress, job satisfaction, and well-being. Motivation and Emotion, 23(2),125-154. Rafaeli, A., & Sutton, R. I. (1987). Expression of emotion as part of the work role. Academy of Management Review, 12(1), 23-37. Research perspectives on consumer complaining behavior.In Theoretical Developments in Marketing, Carles Bamb and Patrick Dunne, Chicago: American Marketing Association, 211-215. Richins, M.L. (1983) Negative word-of-mouth by dissatisfied customers: a pilot study. Journal of Marketing 47, 68 – 78. Richins, Marsha L. (1984), "Word of Mouth Communication as Negative Information," Advances in Consumer Research, 11, 697-702. Ritter, C. and Erickson, R.J. (2001) ?Emotional labor, burnout, and inauthenticity: Does gender matter??, Social Psychology Quarterly, Vol. 64, pp.146 – 163. Romaniuk, K., 2007. The optimal asset allocation of the main types of pension funds: a unified framework. Geneva Risk and Insurance Review 32 (2), 113-128 Schaubroeck, J. and Jones, J.R. (2000) Antecedents of Workplace Emotional Labor Dimensions and Moderators of Their Effects on Physical Symptoms. Journal of Organizational Behavior, 21,163-183 Sp. Iss. SI. Shaver Philip, Schwartz Judith, Kirson Donald, O ' Conner Cary. Emotion knowledge: further exploration of a prototype approach. J Pers Soc Psychol 1987;52:1061 – 86. Singh, J. (1988). Consumer complaint intentions and behavior: Definitional and taxonomical issues. Journal of Marketing, 52 (January), 93-107. Sauter DA. More than happy: The need for disentangling positive emotions. Current Directions in Psychological Science, 19(1): 36e40, 2010. Shiv, Baba, Julie A. Edell, and John W. Payne (1997), " Factors Affecting the Impact of Negatively and Positively Framed Ad Messages, " Journal of Consumer Research, 24 (December), 285-294. Skowronski, J. J., & Carlston, D. E. (1989). Negativity and extremity biases in impression formation: A review of explanations. Psychological Bulletin, 105, 131 —142. Smith, P.C., L.M. Kendall, and C.L. Hulin (1969). The Measurement of Satisfaction in Work and Retirement. Chicago: Rand McNally. TenHouten, W. D. (2007). A General Theory of Emotions and Social Life, New York, NY: Routledge. Teigen, K. H., & Keren, G. (2002). When are successes more surprising than failures? Cognition & Emotion, 16(2), 245-268. Teyber, E. (1992). Helping children cope with divorce. San Francisco: Jossey-Bass Publishers. Totterdell, P., & Holman, D. (2003). Emotion regulation in customer service roles: Testing a model of emotional labor. Journal of Occupational Health Psychology, 8, 55-73. Tyler, D. E. (1987). A distribution-free M-estimator of multivariate scatter, Ann. Statist, 15, 234-251. Tyler, R. W. (1989a). Recollections of fifty years of work in curriculum. In C. Kridel (Ed.), Curriculum history: Conference presentations from the Society for the Study of Curriculum History (pp.172-177). Lanham, MD: University Press of America. (Originally published in 1981) T. L Wright (1974) Allsi order and symmetry of natural alkali feldspars, and the relationship of strained cell parameters to bulk composition. Bull Soc. fr. Minbral Cristal' logr , 97, 356-377 Watson, D., & Clark, L. A. (1984). Negative affectivity: The disposition to experience aversive emotional states.Psychological Bulletin, 96, 465 – 490. Wright, T. A., & Cropanzano, R. (1998). Emotional exhaustion as a predictor of job performance and voluntary turnover. Journal of Applied Psychology, 83, 486-493. Wei, H. S. & Williams, J. H. (2003) . Investigating relationships between peer victimization, feelings toward school, and maladjustment among six grade students. The Seventh Annual Conference of the Society for Social Work and Research, Washington DC. January 2003. West M and Patterson M (1998). " Profitable personnel " , People Management, 8 January. Winifred, Crombie and Samujh Helen (1999) " Negative messages as strategic communications: A case study of a New Zealand company's annual executive letter " , Journal of Business Communication, 36 ; 229-246 Yagil Engel and Michael P. Wellman, Evaluating the benefits of generalized additive representation in a Multiattribute Auction Setting. In Fourth MultidisciplinaryWorkshop on Advances in Preference Handling (Pref ' 08), Chicago, 2008. Zapf, D. (2002). Emotion work and psychological well-being, a review of the literature and some

conceptual consideration. *Human Resource Management Review*, 12, 237-268. Zapf, D., Vogt, C., Seifert, C., Mertini, H., & Isic, A. (1999). Emotion work as a source of stress. The concept and development of an instrument. *European Journal of Work and Organizational Psychology*, 8, 371-400. Zapf, D., Seifert, C., Schmutte, B., Mertini, H., & Holz, M. (2001). Emotion work and job stressors and their effects on burnout. *Psychology and Health*, 16, 527 – 545. Zapf, D., & Holz, M. (2006). On the positive and negative effects of emotion work in organizations. *European Journal of Work and Organizational Psychology*, 15, 1-28. Zeelenberg, M., & Pieters, R. (2004). Beyond valence in customer dissatisfaction: A review and new findings on behavioral responses to regret and disappointment in failed services. *Journal of Business Research*, 57, 445 – 455. Zeithaml, Berry and Parasuraman, "The Nature and Determinants of Customer Expectations of Service," *Journal of the Academy of Marketing Science*, Winter 1993, pp. 1-12.