

# Goal Orientation on Creativity: The Moderating Effect of Centralization and Organizational Justice.

林靖文、童惠玲

E-mail: 365044@mail.dyu.edu.tw

## ABSTRACT

Extending previous research in identifying work unit influences stimulating creative expression of individual differences in goal orientation, the present study in public service examined whether learning and proving goal orientation correlated positively with group member creativity, whether avoiding goal orientation correlated negatively with group member creativity, and whether centralization and organizational justice (distributive justice, procedural justice, and interaction justice) moderated the relationship of goal orientation and creativity. Data were collected from 256 employees in 54 at township office in Changhua. Results indicated learning and proving goal orientation of group member, respectively, was positively related with their creativity; avoiding goal orientation of group member was negatively related with their creativity. HLM results indicated proving goal orientation had stronger positive relationship with creativity under high procedural justice. An avoiding goal orientation was weaker negative related to creativity under low distributive justice.

Keywords : Learning goal orientation、Proving goal orientation、Avoiding goal orientation、Creativity、Centralization、Organizational justice、Moderating effect

## Table of Contents

|          |                                   |                                   |
|----------|-----------------------------------|-----------------------------------|
| 第一章 緒論   | 1 第一節 研究背景與動機                     | 1 第二節                             |
| 研究目的     | 3 第二章 文獻探討與假設推演                   | 4 第一節 目標導                         |
| 研究目的     | 4 第二節 集權化                         | 8 第三節 組織公平                        |
| 研究目的     | 12 第四節 創新性                        | 22 第五節 團隊成員目標導向、集權化、組織公平與         |
| 研究目的     | 25 第三章 研究方法                       | 34 第一節 研究架                        |
| 研究目的     | 34 第二節 研究假設                       | 35 第三節 研究對象與抽樣方法                  |
| 研究目的     | 37 第四節 研究工具                       | 38 第五節 資料分析方法                     |
| 研究目的     | 40 第四章 統計分析與結果                    | 42 第一節 描述性統計                      |
| 研究目的     | 42 第一節 描述性統計                      | 42 第二節                            |
| 研究目的     | 45 第三節 整體模式衡量分析                   | 54 第四節 相關分析                       |
| 研究目的     | 57 第五節 多層次線性模式                    | 58 第五章 結論與建議                      |
| 研究目的     | 67 第一節 研究結論                       | 67 第二節 實務意涵                       |
| 研究目的     | 69 第三節 研究限制與建議                    | 71 參考文獻                           |
| 附錄       | 71 參考文獻                           | 73                                |
| 附錄       | 43 表 4-2 信效度分析表                   |                                   |
| 附錄       | 49 表 4-3 驗證性因素分析表                 | 53 表 4-4 本研究變項量測模式比較表             |
| 附錄       | 54 表 4-5 相關分析表                    | 57 表 4-6 目標導向對創新性影響之分析表           |
| 附錄       | 59 表 4-7 集權化、組織公平對目標導向與創新性之直接效果表  |                                   |
| 附錄       | 61 表 4-8 集權化、組織公平對目標導向與創新性之干擾接效果表 |                                   |
| 62 圖 目 錄 | 34 圖 4-1 程序公平與證明目標導向之交互效果對創新性之散佈圖 | 34 圖 4-1 程序公平與證明目標導向之交互效果對創新性之散佈圖 |
| 62 圖 目 錄 | 65 圖 4-2 分配公平與趨避目標導向之交互效果對創新性之散佈圖 | 65 圖 4-2 分配公平與趨避目標導向之交互效果對創新性之散佈圖 |
|          | 66                                |                                   |

## REFERENCES

一、中文部分 史美強、李敘均(1999)，資訊科技與公共組織結構變革之探討。公共行政學報，3，25-61。田靜婷，呂岱琦(2005)，探討認知型態在員工心理契約與創新行為關係間之干擾效果，第二屆管理思維與實務學術研討會論文集。何一心(1993)，企業決策過程中正式化及集權程度之研究，國立中正大學企業管理研究所未出版之碩士論文。何雍慶(1984)，企業成長階段與管理制度演變之研究，國立政治大學企業管理研究所未出版之博士論文。吳政達，湯家偉，羅清水(2007)，心理契約、組織公平、組織信任與組織公民行為結構關係之驗證：以台北地區國民中學學校組織為例，教育政策論壇，10(1)，133-159。吳萬益(2000)，「知識創新、組織學習、創新因素與組織創新績效之研究-我國高科技與傳統產業之比較研究」，國科NO.NSC89-2416-H-006-009-SSS台北：行政院國家科學委員會。吳萬益，

林清河(2001),企業研究方法,台北:華泰文化事業股份有限公司。卓正欽(2000),組織中分配正義與程序正義對員工組織承諾,工作滿意及離職傾向之影響—以會計師事務所為探討對象。國立台灣大學商學研究所未出版之碩士論文。林明杰,李信達(2011),組織社會化程度、授權賦能認知對個人創新行為影響之研究:顧客導向行為的中介效果,科技管理學刊,26(2),25-56。林盈杉(1994),中、美、日資企業員工成就動機、領導型態、組織結構與組織承諾關係之研究,義守大學管理科學研究所未出版之碩士論文。林淑姬,樊景立,吳靜吉和司徒達賢(1994),薪酬公平、程序公正與組織承諾、組織公民行為關係之研究,管理評論,13(2),87-107。林鈺琴(1996),組織公正、信任、組織公民行為之研究:社會交換理論之觀點,管理科學學報,13(3),391-415。洪振順(1998),組織公正對組織公民行為影響之研究-信任關係之觀點,國立中山大學人力資源管理研究所未出版之碩士論文。徐文男(2007),轉型領導與組織公民行為:組織公平與領導者部屬交換之中介效果。徐楊順(2001),組織公平、信任與知識分享意願關係之研究,朝陽科技大學企業管理研究所未出版之碩士論文。莊立民(2002),組織創新模式建構與實證之研究 - 以台灣資訊電子業為例,國立成功大學企業管理研究所未出版之博士論文。陳正強(1999),組織公正、信任對工作投入與組織公民行為影響關係之研究,國防管理學院資源管理研究所未出版之碩士論文。陳怡全(1987),企業生命週期與組織結構之關聯 - 台灣績優廠商之實證研究,國立中正大學企業管理研究所未出版之碩士論文。陳泰哲(1998),領導行為、組織公平與組織公民行為關係之研究:以半導體封裝產業為例,國立中山大學企業管理研究所未出版之碩士論文。陳淑玲(2005),創新行為與創新績效跨層次分析 資源基礎理論觀點,國立中山大學人力資源管理研究所未出版之論文。程炳林(2002),多重目標導向、動機問題與調整策略之交互作用。師大學報:教育類,47(1),39-58。黃家齊,黃荷婷(2006),團隊成員目標導向對與自我與集體效能及創新之影響:一個多層次研究,管理學報,23(3),327-346。葉長青(2000),團隊成員認知賦能對個人創新性關係之研究,銘傳大學管理科學所碩士論文。蔡美慧(1995),企業成長階段與集權化關係之研究,文化大學國際企業管理研究所未出版之碩士論文。蔡啟通(2007),互動正義與組織承諾、組織公民行為:角色壓力之中介效果及領導行為之干擾效果,管理學報,24(3),253-276。蔡啟通、黃國隆、高泉豐(2001),組織因素、組織成員整體創造性與組織創新之關係,管理學報,18(4),527 - 566。鄭仁偉、黎士群(2001),組織公平、信任與知識分享行為之關係性研究,人力資源管理學報,1(2),69-93。羅新興,戚樹誠,黃國隆(2005),受評者對績效評核的程序正義知覺之前因及其影響,管理學報,22(3),341-358。蘇名科(2005),領導者與團隊目標導向對團隊創新、成員創新行為的影響 團隊創新企後的中介效果,東吳大學企業管理研究所未出版之碩士論文。二、英文部分 Adams, J. S. (1963). Toward an understanding of inequity. *Journal of Abnormal and Social Psychology*, 67, 422-436. Adams, J. S. (1965). Inequity in social exchange. In L. Berkowitz (Ed.), *Advances in experimental social psychology*, 267-299. New York: Academic Press. Ahearne, M., Mathieu, J., & Rapp, A. (2005). To empower or not to empower your sales force? An empirical examination of the influence of leadership empowerment behavior on customer satisfaction and performance. *Journal of Applied Psychology*, 90: 945 – 955. Alexander, S., & Ruderman, M. (1987). The role of procedural and distributive justice in organizational behavior. *Social Justice Research*, 1, pp.177-198. Amabile, T. M. (1983). The social psychology of creativity: A componential conceptualization. *Journal of Personality and Social Psychology*, 45, 357-376. Amabile, T. M. (1988). A model of creativity and innovation in organizations. In B. M. Staw, & L. L. Cummings(Eds.). *Research in Organizational Behavior*,10:187 – 209. Greenwich, CT: JAI Press. Amabile, T. M. (1996). Creativity in context: Update to the social psychology of creativity. Boulder, CO: Westview. Ames, C. (1992). Classrooms: Goals, structures, and student motivation. *Journal of Educational Psychology*, 84(3), 261-271. Ancona, D., & Caldwell, D.(1987).Management issues facing new product teams in high technology companies.In D. Lewin, D. Lipsky, & D. Sokel (Eds.). *Advances in Industrial and Labor Relations*,4:191-221. Greenwich, CT:JAI Press. Arnold, J. A., Arad, S., Rhoades, J. A., & Drasgow, F. (2000). The empowering leadership questionnaire: The construction and validation of a new scale for measuring leader behaviors. *Journal of Organizational Behavior*, 21: 249 – 269. Bell, B. S., & Kozlowski, S. W. J. (2002). Goal orientation and ability: Interactive effects on self-efficacy, performance, and knowledge. *Journal of Applied Psychology*, 87(3), 497-505. Bies, R. J. & Moag, J. S. (1986). Interactional justice: Communication criteria of fairness. *Research on Negotiation in Organizations*, 1, pp. 43-55. Blau, P. (1964). Exchange and power in social life, Wiley, New York. Bolin, M., & Harenstam, A. (2008). An empirical study of bureaucratic and post-bureaucratic characteristics in 90 workplaces. *Economic and Industrial Democracy*, 29: 541 – 564. Brett, J. F. & Vandewalle, D. (1999). Goal orientation and goal content as predictors of performance in a training program. *Journal of Applied Psychology*, 84(6), 863-873. Brockner, J. and Wiesenfeld, B.M. (1996). An integrative framework for explaining reactions to decisions: interactive effects of outcomes and procedures. *Psychological Bulletin*, Vol.120 No.2, 189-208. Burns, T., & Stalker, G. M. (1961). *The management of innovation*. London: Tavistock. Button, S. B., Mathieu, J. E., & Zajac, D. M. (1996). Goal orientation in organization research: A conceptual and empirical foundation. *Organization Behavior and Human Decision Processes*,67:26-48. Campell, J. P. & Pritchard, R. D. (1976). Motivation theory in individual and organizational psychology. Chicago: Rand McNally. Chockalingam, v., & Deniz, s. o.(2002). Examining the construct of organizational just: A meta-analytic evaluation of relations with work attitudes and behaviors, *Journal of Business Ethics*, 38(3), 193-203. Colquitt, J. A. (2001). On the dimensionality of organizational justice: A construct validation of a measure. *Journal of Applied Psychology*, 86(3), pp. 386-400. Cowherd, D. M. & Levine, D. I.(1992). Product quality and pay equity between lower level employees and top management: An investigation of distributive justice theory. *Administrative Science Quarterly*, 37, pp. 302-320, 1992. Cropanzano, R., James, K., & Konovsky, M. A. (1993). Dispositional affectivity as a predictor of work attitudes and job performance. *Journal of Organizational Behavior*, 14(6): 595-606. Crosby (1984). Relative deprivation in organization setting. *Research in Organizational Behavior*, 16, 51-93. Damanpour, F. (1991). Organizational innovation: A meta analysis of effects of determinants and moderators, *Academy of Management Journal*, 34(3), 555-590. Drucker, P. F. (1985). Innovation and entrepreneurship: Practice and principles. London: Heinemann. Dweck, C. S & Leggett(1988). A social-cognitive approach to motivation and personality. *Psychological Review*, 95, 256-273. Dweck, C. S. (1986). Motivational processes affecting learning. *American Psychologist*,41:1040-1048. Elliot, A. J. (1994). Approach and avoidance achievement goals: An intrinsic motivation analysis. Unpublished doctoral

dissertation, University of Wisconsin-Madison. Elliot, A. J., & Dweck, C. S. (1988). Goals: An approach to motivation and achievement. *Journal of Personality and Social Psychology*, 54:5-12. Elliot, A.J., & Harackiewicz, J.M. (1996). Approach and avoidance achievement goals and intrinsic motivation: A mediational analysis. *Journal of Personality and Social Psychology*, 70, 461-475. Fayol, H. (1984). General and industrial management (Revised by Irwin Gray). New York: IEEE. Fisher, S. L., & Ford, J. K. (1998). Different effects of learner effort and goal orientation on two learning outcomes. *Personnel Psychology*, 51(2), 397-420. Folger, R., & Cropanzano, R. (1998). Organizational justice and human resource management. California: Thousand Oaks. Folger, R., & Greenberg, J. (1985). Procedural justice: An interpretative analysis of personnel systems. *Research in Personnel and Human Resource Management*, 13, 141-183. Ford, J. K., Smith, E. M. (1998). Weissbein, D. A., Gully, S. M., & Salas, E. Relationships of goal orientation meta-cognitive activity, and practice strategies with learning outcomes and transfer. *Journal of Applied Psychology*, 83(2), 218-233. Goal setting and goal orientation: An integration of two different yet related literatures. *Academy of Management Journal*, 47: 227 – 239. Greenberg, J. (1987). A taxonomy of organizational justice theories. *Academy of Management Review*, 12(1), 9-22. Greenberg, J. (1987). Reactions to procedural injustice in payment distributions: Do the means justify the ends? *Journal of Applied Psychology*, 72: 55-71. Greenberg, J. (1990). Employee theft as a reaction to underpayment inequity: The hidden cost of pay cuts. *Journal of Applied Psychology*, 75, 561-568. Greenberg, J. (1990). Organizational justice: Yesterday, today, and tomorrow. *Journal of Management*, 16: 399-432. Greenberg, J., & Tyler, T. R. (1987). Why procedural justice in organizations? *Social Justice Research*, 1(2), 127-142. Hage, J. and Aiken, M. (1970). Social change in complex organizations. NJ: Prentice-Hall. Hage, J., & Aiken, M. (1967). Relationship of centralization to other structural properties. *Administrative Science Quarterly*, 12: 72 – 92. Heyman, G. D. & Dweck, C. S. (1992). Achievement goals and intrinsic motivation: Their relation and their role in adaptive motivation. *Motivation and Emotion*, 16, 231-247. Hirst, G., Van Knippenberg, D., Chen, C. H., & Sacramento, C. A. (2011). How does bureaucracy impact individual creativity? Across-level investigation of team contextual influences on goal orientation-creativity relationship. *Academy of Management Journal*, 54(3), 624-641. Hofmann, AW (1997). Mantle geochemistry: the message from oceanic volcanism. *Nature* 385, 219-229. Holt, K., (1983). Product innovation management, 2nd , Butterworths. Homans, G.C. (1961). Social behavior: Its elementary forms, Harcourt Brace & World, New York. Janssen, O. (2000). Fairness perceptions as a moderator in the curvilinear relationships between job demands, and job performance and job satisfaction. *Academy of Management Journal*, 44, 1039-1050. Janssen, O., & Van Yperen, N. W. (2004). Employees' goal orientations, the quality of leader-member exchange, and the outcomes of job performance and job satisfaction. *Academy of Management Journal*, 47(3), 368. Jeremy, S. J., Gillentine, J. A., & Barry, P. H. (2004). The influence of fairness: The application of organizational justice in a team sport setting. *International Sports Journal*, 8(1), 139-153. Johnson, R. E., Selenta, C., & Lord, R. G. (2006). When organizational justice and the self-concept meet: Consequences for the organization and its members. *Organizational Behavior and Human Decision Processes*, 99(2), 175-201. Kanter, R. (1988). When a thousand flowers bloom: structural, collective, and social conditions for innovation in organizations. In B. M. Staw, & L. L. Cummings (Eds.). *Research in Organizational Behavior*, 10:169 – 211. Greenwich, CT: JAI Press. Kim, L. (1980). Organizational innovation and structure. *Journal of Business Research*, 8: 225-245. Kim, W. C., & Mauborgne, R. A. (1997). Fair Process: Managing in the Knowledge Economy. *Harvard Business Review*, 75(4), 65-75. Kim, W. C., and R. A. Mauborgne (1998). Procedural Justice, Strategic Decision Making, and the Knowledge Economy. *Strategic Management Journal*, Vol.19, 323-328. Kim, W. Chan and Renee Mauborgne (1997), Value innovation: The strategic logic of high growth. *Harvard Business Review*. January-February, 103-112. Kimberly, J. R. & Evanisko, M. J. (1981). Organizational innovation: The influence of individual, organizational, and contextual factors on hospital adoption of technological and administrative innovations. *Academy of Management Journal*, 24: 689-713. Kirton, M. (1976). Adaptors and innovators: A description and measure, *Journal of Applied Psychology*, 61, 622-629. Kleysen, R. F. & Street, C. T. (2001), Toward a multi-dimensional measure of individual innovative behavior. *Journal of Intellectual Capital*, 2(3), 284-296. Kreitner, R., & Kinicki, A. (2001). *Organizational behavior*(5 th ed). New York: McGraw-Hill. Companies. leadership in management teams: Effects on knowledge sharing, efficacy, and performance. *Academy of Management Journal*, 49: 1239 – 1251. Lerner, M. J. (1982). The justice motive in human relations and the economic model of man: A radical analysis of facts and fictions. In Derlega, V. J., & Grezlak (eds.), *Cooperation and helping behavior: Theories and research*, New York: Academic Press. pp. 121-145. Leventhal, G. S. (1976). Fairness in social relationships. In contemporary topics in social psychology. Edited by Thibaut, J. W., Spence, J. T., & Carson, R. C., General Learning Press, Morristown, NJ, pp. 211-239. Leventhal, G. S. (1980). What should be done with equity theory? In Gergen, K. J., Greenberg, M. S., & Willis, R. H. (eds.), *Social exchange: Advances in theory and research*. New York: Plenum. pp. 27-55. Leventhal, G. S., Fairness in social relationships, NJ: General Learning, Morristown, 1976. Leventhal, G. S., Karuza, J., & Fry, W. R. (1980) Beyond fairness: A theory of allocation preferences. In Mikula, G. (ed.), *Justice and social interaction*. New York: Springer-Verlag. pp. 167-218. Martin, J. (198). Relative deprivation: A theory of distributive injustice for an era of shrinking resources. In L. L. Cummings, & B. M. Staw (Eds.), *Research in organization behavior*, 3: 53-107, Greenwich, CT: JAI Press. Martin, J. (1993), *Inequality, Distributive Injustice and Organizational Illegitimacy*, in J. K. Murnighan (Ed.). *Social Psychology in Organizations: Advances in Theory and Research*. 296-321. Englewood, NJ: Prentice-Hall. Martin, J. R. (1987). Relative deprivation: A theory of distributive injustice for an era of shrinking resources. In *Research in organizational behavior*, edited by Cummings, L.L., & Staw, B.M. 3:53-107. Greenwich, CT: JAI Press. Masterson, S. S., & Taylor, M. S. (1996). The broadening of procedural justice: Should interactional and procedural components be separate theories? Paper presented at the annual meeting of the Academy of Management, Cincinnati. Masterson, S. S., Lesis, K., Goldman, B. M., & Taylor, M. S. (2000). Integrating justice and social exchange: The differing effects of fair procedures and treatment on work relationships. *Academy of Management Journal*, 43(4), 738-748. Middleton, M. J., & Midgley, C. (1997). Avoiding the demonstration of lack of ability: An underexplored aspect of goal theory. *Journal of*

Educational Psychology, 89(4): 710-718. Mischel, W. 1977. The interaction of person and situation. In D. Magnusson & N. S. Endler (Eds.), Personality at the crossroads: Current issues in interactional psychology: 333 – 352. Hillsdale, NJ: Erlbaum. Mumford, M. D. (2000). Managing creative people: Strategies and tactics for innovation. Human Resource Management Re-view,10:313-351. Nicholls, J. G.(1984).Achievement motivation:Conceptions of ability,subjective experience, task choice, and performance. Psycho-logical Review,91,328-346. Niehoff, B. P. & Moorman, R. H. (1993). Justice as a mediator of the relationship between methods of monitoring and organizational citizenship behavior. Academy of Management Journal, 36(3), 527-556. Oldham, G. R., & Cummings, A. (1996). Employee Creativity: Per-sonal and contextual factors at work. Academy of Management Journal, 39(3): 607-635. Pfeffer, J., & Langton, N.(1993). The effects of wage dispersion on satisfaction, productivity, and working collaboratively: Evidence from college and university faculty. Administration science Quarterly, 38, pp. 382-401, 1993. Philips, J. M., & Gully, S. M. (1997). Role of goal orientation, ability, need for achievement, and locus of control in the self —efficacy and goal-setting process. Journal of Applied Psychology, 82(5), 792-802. Philips, J. M., & Gully, S. M. (1997). Role of goal orientation, ability, need for achievement, and locus of control in the self —efficacy and goal-setting process. Journal of Applied Psychology, 82(5), 792-802. Phillips, J. M. & Gully, S. M.(1997), Role of Goal Orientation, Ability, Need for Achievement, and Locus of Control in the Self-Efficacy and Goal-Setting Process. Journal of Applied Psychology, 82(5),792. Pintrich, P. R. (2000c). An achievement goal theory perspective on is-sues in motivation terminology, theory, and research. Contempo-rary Educational Psychology, 25, 92-104.3, 544-555. Robbins, S. P. (1996). Organizational Behavior: Concepts Controver-sies. and Application.(7th ed). Englewood Cliffs, New Jersey, Prentice-Hall. Robbins, S. P.( 2003). Organizational behavior. New Jersey: Pren-tice-Hall Inc.Science Quarterly, 10: 1 – 20. Robbins, S. P., & DeCenzo, D. A. (2001). Fundamentals of manage-ment, 8th ed., Prentice Hall, Inc., A Pearson Education Compa-ny. Runciman, W. G. (1966). Relative Deprivation and social justice: A study of attitudes to social inequality in Twentieth Century Eng-land. Berkeley. CA: University of California Press. Scott, S. G. & Bruce, R. A. (1994), Determinants of innovative be-havior: A path model of individual innovation in the workplace. Academy of Management Journal, 37(3), 580-607. Seijts, G. H., Latham, G. P., Tasa, K., & Latham, B. W. (2004). Senge, P.(1990). The fifth discipline: The art and practice of the learning organization. New York: Doubleday. Shalley C., Gilson L. & Blum T. 2000. Matching creativity require-ments and the work environment: effects on satisfaction and in-tentions to leave. The Academy of Management Journal, 43 (2), 215-223. Shalley, C. E., Zhou, J., & Oldham, G. R. 2004. The effects of per-sonal and contextual characteristics on creativity:Where should we go from here? Journal of Management,30: 933 – 958. Sheppard, B. H. ,Lewicki, R. J., & Minton, J. W. (1992). Organiza-tional Justice: The search for fairness in the workplace, NY: Lex-ing-ton Books. Srivastava, A., Bartol, K. M., & Locke, E. A. (2006). Empowering. Steele-Johnson, D., Beauregard, R. S., Hoover, P. B., & Schmidt, A. M. (2000). Goal orientation and task demand effects on motivation, affect, and performance. Journal of Applied Psychology, 85(5), 724-738. Tett, R. P., & Burnett, D. D. 2003. A personality traitbased interactionist model of job performance. Journal of Applied Psychology, 88: 500 – 517. Thibaut, J., & Walker, L. (1975). Procedure Justice: A Psychological Analysis. Lawrence Erlbaum Associates, Hillsdale, N. J. Thompson, J. D.(1967), Organizations in Action, New York:McGraw-Hill. Thompson, V. A. (1965). Bureaucracy and innovation. Administrativeto motivation and personality. Psychological Re-view,95:256-273. Tyler, T. R., & Bies, R. J. (1990). Beyond formal procedures: The in-terpersonal context of procedural justice. In Carroll, J. S. (ed.), Applied social psychology and organizational settings. Hillsdale, NJ; Erlbaum. 77-98. Urabe, K. (1988). Innovation and Management: Internationall Comparisions. New York, Waletr de Gruyter & Co. Utterback, J. M. (1994). Innovation and industrial evolution. Boston, MA: Harvard Business University Press. VandeWalle, D. (1997). Development and validation of a work do-main goal orientation instrument. Educational and Psychological Measurement, 57: 995 – 1015. VandeWalle, D. M. (1996). Are our students trying to prove or im-prove their ability? Development and validation of an instrument to measure academic goal orientation. Paper presented at the Academy of Management National Meeting. VandeWalle, D., Brown, S. P., Cron, W. L., & Slocum, J. W. Jr. (1999). The influence of goal orientation and self-regulation tactics on sales performance: A longitudinal field test. Journal of Applied Psychology, 84: 249-259. VandeWalle, D., Cron, W. L., & Slocum, J. W. Jr. (2001). The role of goal orientation following performance feedback. Journal of Ap-plied Psychology,86: 629-640. VandeWalle, D.M. (1993). Feedback seeking behavior: A goal orienta-tion model. Academy of management National Meeting, Atlanta, GA. Wagner, J. A. (1994). Participation ' s effects on performance and sat-isfaction: A reconsideration of the research evidence. Academy of Management Review, 19: 312 – 330. West, M. A.(1987). A measure of role innovation at work. British Journal of Social Psychology, 26, 83-85. West, M. A., & Anderson, N. R. (1996). Innovation in top manage-ment teams. Journal of Applied Psychology, 81(6), 680-693. West, M. A., & Farr, J. L. (1989). Innovation at work: psychological perspectives. Social Behavior,4:15 – 30. Wood, R., & Bandura, A.(1989). Impact of conceptions of ability on self- regulatory mechanisms and complex decision making. Journal of Personality and Social Psychology, 56(3): 407-415. Woodman, R.W., Sawyer, J. E., & Griffin, R.W. (1993). Toward a the-ory of organizational creativity. Academy of Management Re-view,18:293-321. Zhou, J., & George, J. M. (2001). When job dissatisfaction leads to creativity: Encouraging the expression of voice. Academy of Management Journal, 44, 682-696. Zohar, D. (1995). The justice perspective of job stress. Journal of Organizational Behavior, Vol. 16, No. 5:487-500