

# 高績效人力資源管理實務、組織公民行為與組織績效之關係

謝麗娜、童惠玲

E-mail: 9806504@mail.dyu.edu.tw

## 摘要

本研究旨在以組織層次來探討高績效人力資源管理實務、服務導向組織公民行為分別與組織績效的生產力及離職率之關係。同時以了解在服務導向組織公民行為分別與企業策略、失業率的交互作用，對組織績效影響之效果。研究樣本取自全台灣地區168家旅館，針對人力資源管理主管、直線主管及直線主管所屬員工等二個群組，總計分別發放168份人力資源管理主管問卷及直線主管問卷，回收且有效的問卷共計82份群組數。根據實證資料，由層級迴歸分析得知，高績效人力管理實務與離職率呈負向影響，而與生產力呈正向影響。以服務導向組織公民行為對高績效人力資源管理實務與組織績效的生產力具有部分中介之效果。企業策略對服務導向組織公民行為與組織績效的生產力具有干擾效果。失業率對服務導向組織公民行為與組織績效的離職率具有干擾效果。

關鍵詞：高績效人力資源管理實務、組織公民行為、組織績效、企業策略、失業率

## 目錄

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 . . . . .
. . . x 第一章 緒論 . . . . .	1	第一節 研究背景與動機 . . . . .
. . . . 1 第二節 研究目的 . . . . .	4	第三節 研究流程 . . . . .
. . . . 4 第二章 文獻探討 . . . . .	6	第一節 組織績效 . . . . .
. . . . 6 第二節 高績效人力資源管理實務 . . . . .	10	第三節 服務導向組織公民行為 . . . . .
12 第四節 企業策略 . . . . .	14	第五節 失業率 . . . . .
六節 變項之關系推導 . . . . .	16	第三章 研究方法 . . . . .
一節 研究架構 . . . . .	26	第二節 研究假設 . . . . .
研究對象及施測過程 . . . . .	28	第四節 操作性定義與測量工具 . . . . .
統計分析方法 . . . . .	39	第四章 資料分析與結果 . . . . .
樣本資料分析 . . . . .	41	第一節 描述性統計分析 . . . . .
分析 . . . . .	46	第二節 相關分析 . . . . .
	57	第三節 迴歸分析與假設驗證 . . . . .
	75	第一節 結論 . . . . .
	79	第二節 研究限制 . . . . .
81 參考文獻 . . . . .	81	第四節 未來研究建議 . . . . .
	98 附錄B 研究問卷 . . . . .	82 附錄A 中英量表 . . . . .
縣市別重要指標 . . . . .	106	101 附錄C 行政院主計處

## 參考文獻

一、中文部分 大英百科全書(2008)，大英簡明百科[線上資料]，來源: <http://sc.hrd.gov.tw>[日期不詳]。王湧水，黃同圳，呂傳吉(2005)，事業策略、人力資源管理策略與組織績效關係之探討，*人力資源管理學報*，5(2), 1-18。王馨(2003)，文化、人格心理因素、高績效人力資源管理實務與組織績效，國立成功大學國際企業研究所未出版之碩士論文。*行政院主計處*(2008)，統計資料[線上資料]，來源: <http://www.dgbas.gov.tw>[日期不詳]。李婷立(2005)，高績效工作系統與組織公民行為之關係 - 以信任、組織承諾、責任感為中介變數，國立成功大學國際企業研究所未出版之碩士論文。邱艷婷(2004)，人力資源高績效工作實務對員工工作績效、組織公民行為關聯性之探討，國立中央大學人力資源管理研究所未出版之碩士論文。汪美伶，鄭雯憶(2007)，組織支持與服務導向組織公民行為 - 服務氣氛之干擾角色，*人力資源管理學報*，7(4), 71-93。林建名，黃雲龍(2001)，人力資源管理價值活動與策略分析之研究，2001年科技與管理學術研討會論文集(pp. 517-525)，台北:台北科技大學。林鉅夢，陳心怡(2006)，組織公正對動機與信任及組織公民行為之影響，*亞太經濟管理評論*，9(2), 23-42。林鉅夢，彭台光(2006)，多層次管理研究:分析層次的概念、理論和方法，*管理學報*，23(6), 649-675。吳成豐，黃莉雅(2005)，倫理領導、組織公民行為與組織績效之相關研究-以服務業、製造業為例，第三屆『管理思維與實務』學術研討會論文

集(pp. 101-115), 台北:台北科技大學。陳漪珮(2004)人力資源管理措施對非功能性離職與組織績效之影響, 國立中央大學人力資源管理研究所未出版之碩士論文。陳慧如(2008), 台灣中小業高績效人力資源管理實務、人力資本、創業精神與創業績效關係之研究, 國立高雄應用科技大學人力資源發展系所未出版之碩士論文。黃家齊(2002), 人力資源管理活動與組織績效 - 員工技能與動機的中介效果人力, 資源管理學報, 2(4), 15-32。黃家齊(2003), 人力資本投資系統、創新策略與組織績效 - 多種契合觀點的驗證, 管理評論, 22(1), 99-126。鄭天明, 蔡錫濤(2006), 國際觀光旅館員工知覺組織支持與組織公民行為關係之研究 - 以主管與部屬交換關係為中介效果, 2006餐旅館理學術與實務研討會(pp.63-76), 台北市:輔仁大學餐旅館理學系。溫金豐, 張涵琤(2007), 三明治課程的實習情境對實習生專業承諾之影響 - 以國觀光旅館業為例, 人力資源管理學報, 7(2), 49-72。鍾以勇(2004), 人力資源管理系統、組織能力與組織績效關係之研究 - 以區域醫院為例, 國立臺北大學企業管理學系未出版之博士論文。二、英文部分 Abell, D. F. (1993). *Managing with Dual Strategies: Mastering the Present, Preempting the Future*. New York: Free Press. Andrews, K. R. (1971). *The Concept of Corporate Strategy*. Homewood, Illinois: Dow Jones-Irwin. Anthony, P. A., Perrewe, P. L., & Kacmar, K. M. (1996). *Strategic Human Resource Management*. Fort Worth: The Dryden Press. Alotaibi, A. G. (2001). Antecedents of organizational citizenship behavior: A study of public personnel in Kuwait. *Public Personnel Management*, 30(3), 363-375. Appelbaum, E., Bailey, T., Berg, P., & Kalleberg, A. (2000). Manufacturing advantage: Why high-performance work systems pay off. Ithaca. New York: ILR Press. Arthur, J. (1994). Effects of human resource systems on manufacturing performance and turnover. *Academy of Management Journal*, 37, 670-687. Bamberger, P., & Meshoulam, I. (2000). *Human resource strategy*. Newbury Park, California: Sage. Barney, J. (1991). Firm resources and sustained competitive advantage. *Journal of Management*, 17(1), 99-120. Baron, R. M., & Kenny, D. A. (1986). The moderator-mediator variable distinction in social psychological research: Conceptual, strategic, and statistical considerations. *Journal of Personality and Social Psychology*, 51, 1173-1182. Bartel, A. P. (2004). Human resource management and organizational performance: Evidence from retail banking. *Industrial and Labor Relations Review*, 57, 181-203. Batt, R. (2002). Managing customer services: Human resource practices, quit rates, and sales growth. *Academy of Management Journal*, 45, 587-597. Becker, B. E., & Gerhart, B. (1996). The impact of HRM organizational performance: Progress and prospects. *Academy of Management Journal*, 39, 779-801. Becker, B. E., & Huselid, M. A. (1998). High performance work systems and firm performance: A synthesis of research and managerial implications. In G. R. Ferris (Ed.), *Research in personal and human resources management* (Vol. 16, pp. 53-101). Stamford, London: JAI Press Inc. Berg, P. (1999). The effects of High Performance Work Practices on job satisfaction in the United States steel industry. *Relations Industrielles/Industrial Relations*, 54(1), 111-134. 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. Bettencourt, L. A., Gwinner, K. P., & Meuter, M. L. (2001). A comparison of attitude, personality, and knowledge predictions of service-oriented organizational citizenship behaviors. *Journal of Applied Psychology*, 86, 29-41. Blau, P. (1964). *Exchange and power in social life*. New York: Wiley. Bliese, P. D. (2000). Within-group agreement, non-independence, and reliability: Implications for data aggregation and analysis. In K. J. Klein & S. W. J. Kozlowski (Eds.), *Multilevel theory, research and methods in organizations: Foundations, extensions, and new directions* (pp.349-381). San Francisco, San Francisco: Jossey-Bass. Blinder, A. S., & Krueger, A. B. (1996). Labor turnover in the USA and Japan: A tale of two countries. *Pacific Economic Review*, 10(1), 27-57. Borman, W. C., & Motowidlo, S. J. (1993). Expanding the criterion domain to include elements of contextual performance. In N. Schmidt, W. C. Borman, & associates (Eds.), *Personnel selection in organizations* (pp. 71-98). San Francisco: Jossey-Bass. Bowen, D. E., & Ostroff, C. (2004). Understanding HRM-firm performance linkages: The role of the "strength" of the HRM system. *Academy of Management Review*, 29, 203-221. Campbell, John P. (1977). On the Nature of Organizational Effectiveness, In Paul S. Goodman and Johannes M. Pennings(Eds), *New Perspectives on Organizational Effectiveness* (pp. 13-55). San Francisco: Jossey-Bass. Chen, X. P., Hui, C., & Sego, D. J. (1998). The role of organizational citizenship behavior in turnover: Conceptualization and preliminary tests of key hypotheses. *Journal of Applied Psychology*, 83, 922-931. 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. Dalton, D., Todor, W., & Krackhardt D. (1982). Turnover Overstated: The Functional Taxonomy. *Academy of Management Review*, 7(1), 117-123. Datta, D. K., Guthrie, J. P., & Wright, P. M. (2005). Human resource management and labor productivity: Does industry matter. *Academy of Management Journal*, 48, 135-145. 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. Delery, J. E., & Doty, H. D. (1996). Modes of theorizing in strategic human resources management: Test of universalistic, contingency, and configurational performance predictions. *Academy of Management Journal*, 39, 802 – 836. Dyer, L. & Reeves, T. (1995). Human resource strategies and firm performance: what do we know and where do we need to go? *The International Journal of Human Resource Management*, 8(3), 656-670. Eisenberger, R., Fasolo, P., & Davis-LaMastro, V. (1990). Perceived organizational support and employee diligence, commitment, and innovation. *Journal of Applied Psychology*, 75, 51-59. Ferris, G. R., Arthur, M. M., Berkson, H. M., Harrel-Cook, G., & Fink, G. (1998). Toward a social context theory of the human resource management-organizational effectiveness relationship. *Human Resource Management Review*, 8, 235-264. Fey, C. F., Bjorkman, I., & Pavlovskaya, A. (2000). The effect of human resource management practices on firm performance in Russia. *International Journal of Human Resource Management*, 11(1), 1-18. Guthrie, J. P. (2001). High involvement work practices, turnover and productivity: Evidence from New Zealand. *Academy of Management Journal*, 44, 180-190. Guthrie, J. P., Spell, C. S., & Nyarnori, R. O. (2002). Correlations and consequences of High Involvement Work Practices: the role of competitive strategy. *The International Journal of Human Resource Management*, 13(1), 183- 197. Hofer, C. W., & Schendel, D. (1978). Strategic formulation: Analytical concepts. New York: West Publishing Company. Hom, P. W., & Griffeth, R. W. (1995). Employee turnover. Cincinnati: International Thomson Publishers. Hoque, K. (2000).

Human resource management in the hotel industry: Strategy, innovation and performance. London: Routledge. Hulin, C. L., & Roznowski, M., & Hachiya, D. (1985). Alternative opportunities and withdrawal decisions: Empirical and theoretical discrepancies and an integration. *Psychological Bulletin*, 97, 233-250. Huselid, M. A. (1995). The impact of human resource management practices on turnover, productivity, and corporate financial performance. *Academy of Management Journal*, 38, 635-72. Huselid, M. A., Jackson, S. E., & Schuler, R. S. (1997). Technical and strategic human resource management effectiveness as determinants of firm performance. *Academy of Management Journal*, 40, 171-188.

Ivancevich, J. M. & Glueck, W. F. (1989). Foundation of Personnel-Human Resource Management. Boston: Homewood, 4, 615 Jackson, S. E., & Schuler, R. S. (1995). The need for understanding human resource management in the context of organizations and their environment. In J. Hagan & K. S. Cook (Eds.), *Annual review of psychology* (Vol. 46, pp. 237-264). Palo Alto: Annual Reviews. James, L. R. (1982). Aggregation bias in estimates of perceptual agreement. *Journal of Applied Psychology*, 67, 219-229. Kassem, M. S. & Moursi (1971). Managerial Effectiveness. *Academy of Management Journal*, 1(3), 381-388. Katz, D. (1964). The motivational basis of organizational behavior. *Behavioral Science*, 9, 131-146. Klein, K. J., & Kozlowski, S. W. J. (2000). From micro to meso: Critical steps in conceptualizing and conducting multi-level research. *Organizational Research Methods*, 3, 211-236. Leana, C. R., & Van Buren, H. J. (1999). Organizational social capital and employment practices. *Academy of Management Review*, 24, 538-555. Lefferts, J. (1992). The Last Shall Be First. *Manager's Magazine*, Farmington, 67(11), 9-18.

Liebeskind, J. P. (1996). Knowledge, strategy and the theory of the firm. *Strategic Management Journal*, 17(special issue), 93-107. MacDuffie, J. P. (1995). Human Resource Bundles and Manufacturing Performance: Organizational Logic and Flexible Production Systems in the World Auto Industry. *Industrial & Labor Relations Review*, 48(2), 197-213 Maertz, C. P., & Campion, M. A. (1998). 25 years of voluntary turnover research: A review and critique. In C. L. Cooper & I. T. Robertson (Eds.), *International review of industrial and organizational psychology* (Vol. 13, pp. 49-81). London: Wiley. Maertz, C. P., & Griffeth, R. W. (2004). Eight motivational forces and voluntary turnover: A theoretical synthesis with implications. *Journal of Management*, 30, 667-683. Malhotra, D., & Murnighan, J. K. (2002). The effects of contracts on interpersonal trust. *Administrative Science Quarterly*, 47, 534-559. March, J. G., & Simon, H. A. (1958). *Organizations*. New York: Wiley. Miller, S. M. (1990). The strategic management of technological R & D: An ideal process for the 1990's. *International Journal of Technology Management*, 5(1), 63-153. Mintzberg, H. (1990). The Design School: Reconsidering The Basic Premises of Strategic Management. *Strategic Management Journal*, 11, 171-196 Mobley, W. H. (1977). Intermediate Linkages in the Relationship Between Job Satisfaction and Employee Turnover. *Journal of Applied Psychology*, 62(2), 237-240. Mobley, W. H., Griffeth, R. W., Hand, H. H. & Meglino, B. M. (1979). Review and conceptual analysis of the employee turnover process. *Psychological Bulletin*, 86, 493-522 Mossholder, K. W., Settoon, R. P., & Henagan, S. C. (2005). A relational perspective on turnover: Examining structural, attitudinal, and behavioral predictors. *Academy of Management Journal*, 48, 607-618. Noe, R. A., Hollenbeck, J. R., Gerhart, B., & Wright, P. M. (2000). Human resource management: Gaining a competitive advantage (3rd ed.). New York: McGraw-Hill. Nonaka, I., & Takeuchi, H. (1995). *The knowledge creating company*. Oxford, London: Oxford University Press. Nunnally, J. C. (1978). *Psychometric theory* (2nd ed.). New York: McGraw-Hill. Olian, J. D., & Rynes, S. L. (1984). Organizational staffing: Integrating practice with strategy. *Industrial Relations*, 23, 170-183. Organ, D. W. (1988). *Organizational Citizenship Behavior: The Good Soldier Syndrome*. Lexington, Mass: Lexington Books. Osterman, P. (1994) How common is workplace transformation and who adopts it? *Industrial and Labor Relations Review*, 47(2), 173-188. Peters, T. J., & Waterman, R. H. (1982). *In search of excellence: Lessons from America's best-run companies*. New York: Harper & Row. Pfeffer, J. (1994). Competitive advantage through people. *California Management Review*, 36(2), 9-28 Picard, J. S. (1984) Productivity: A made-to-measure challenge for financial managers. *CA Magazine*, 117(7), 36-40. Podsakoff, P. M., Ahearne, M., & MacKenzie, S. B. (1997). Organizational citizenship behavior and the quality of work group performance. *Journal of Applied Psychology*, 82, 262-270. 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(2), 133-151. Podsakoff, P. M., MacKenzie, S. B., Paine, J. B., & Bachrach D. G. (2000). Organizational citizenship behaviors: a critical review of the theoretical and empirical literature and suggestions for future research. *Journal of Management*, 26(3), 513-563. Porter, M. E. (1980). *Competitive Strategy: Techniques for Analyzing Industries and Competitors*. New York: The Free Press. Price, J. L. (1977). *The Study of Turnover*. Ames: Iowa State University Press. Rue & Holland. (1986). *Strategic Management, The Core Competence of the Corporation*. Harvard Business Review, 68(3), 79-91 Salipante, Paul JR., Goodman, Paul. (1976). Training, Counseling, And Retention of the hard-core unemployed. *Journal of Applied Psychology*, 1(1), 1. Schneider, B., & Reichers, A. (1983). On the etiology of climates. *Personnel Psychology*, 36, 19-40.

Schneider, B., & Bowen, D. E. (1985). Employee and customer perceptions of service in banks: Replication and extension. *Journal of Applied Psychology*, 70, 423-433. Schuler, R. S., & Jackson, S. E. (1987). Linking competitive strategies with human resource management practices. *Academy of Management Executive*, 1(3), 207-219. Shaw, J. D., Delery, J. E., Jenkins, G. D., and Gupta, N. (1998). An Organization-level Analysis of Voluntary and Involuntary Turnover. *Academy of Management Journal*, 41, 511-525. Shepherd, W. G. (1975). *A treatment of market power*. New York: Columbia University Press. Snell, (1992). *Control Theory in Strategic Human Resource Management: The Mediating Effect of Administrative Information*. *Academy of Management Journal*, 35(2), 292-327. Sujan, H., Sujan, M., & Bettman, J. R. (1988). Knowledge structure differences between more effective and less effective salespeople. *Journal of Marketing Research*, 25, 81-86. Sun, L.Y., Aryee, S. & Law, K. S. (2007). High-performance human resource practices, citizenship behavior, and organizational performance: A relational perspective. *Academy of Management Journal*, 50 (6), 558-577. Sumanth, D. J. (1984). *Productivity Engineering and Management*. New York: McGraw Hill Inc. Tsui, A. S., Pearce, J. L., Porter, L. W., & Tripoli, A. M. (1997). Alternative approaches to the employee-organization relationship: Does investment in employees pay off? *Academy of Management Journal*, 40, 1089-1121. Van Dyne, L., Cummings, L. L., & McLean Parks, J. M.

(1995). Extra-role behaviors: In pursuit of construct and definitional clarity (a bridge over muddied waters). In L. L. Cummings & B. M. Staw(Eds.), Research in organizational behavior(Vol. 17, pp. 215-285). Greenwich, Connecticut: JAI Press. Ulrich, D. & Lake, D. (1990). Organizational Capability: Competing from Inside out, New York: Wiley. Ulrich, D. (1997). Human resources champions: The next agenda for adding value and delivering results. Boston, Boston: Harvard Business School Press. Walton, R. (1985). From control to commitment in the workplace, Havard Business Review, 11(4), 801-814. Way, S. A. (2002). High performance work systems and intermediate indicators of firm performance within the US small business sector. Journal of Management, 28, 765-785. Whitfield, Keith. (2000). High-performance workplaces, training, and the distribution of skills. Industrial Relations, 39, 1-25. Youndt, M. A., Snell, S. A., Dean, J. W. and Lepak, D. P. (1996). Human Resource Management, Manufacturing Strategy, and Firm Performance, Academy of Management Journal, 39, 836-866.