WORK ENGAGEMENT AMONGST ACADEMICS IN JORDAN

ADEL ALI YASSIN ALZYOUD

DOCTOR OF PHILOSOPHY
UNIVERSITI UTARA MALAYSIA
APRIL 2015

WORK ENGAGEMENT AMONGST ACADEMICS IN JORDAN

By ADEL ALI YASSIN ALZYOUD

Thesis Submitted to
School of Business Management
Universiti Utara Malaysia
In Fulfillment of the Requirement for the Doctor of Philosophy

PERMISSION TO USE

In presenting this thesis in full fulfillment of the requirements for a postgraduate degree from Universiti Utara Malaysia, I agree that University Library can make it freely available for inspection. I further agree that permission for copying of this thesis in any manner, in part or in whole, for scholarly purpose may be granted by my supervisor or, in his absence, by the Dean of School of Business Management. It is understood that any copying or publication or use of this thesis or part thereof for financial benefit shall not be allowed without my written permission. It is also understood that due recognition shall be given to me and Universiti Utara Malaysia for any scholarly use which may be made of any material from my thesis.

Requests for permission to copy or make other use of materials in this thesis, in whole or in part should be addressed to:

Dean of School of Business Management Universiti Utara Malaysia 06010 UUM Sintok Kedah DarulAman, Malaysia

ABSTRACT

This study examined the direct relationship between workload, work pressure, autonomy, social support, performance feedback and work engagement. The study also investigated the mediating effect of job satisfaction on the relationship between workload, work pressure, autonomy, social support, performance feedback and work engagement. Finally, the study examined the moderating effect of trust on the relationship between job satisfaction and work engagement. A total of 700 questionnaires were personally distributed to respondents from four universities in Jordan (Mu'tah University, The University of Jordan, The Hashemite University and Yarmouk University) after permission was granted by the university management. Out of the 700 questionnaires distributed, 567 questionnaires were returned, representing a response rate of 81%. However, only 532 questionnaires were usable for further analysis. The hypotheses for direct and mediating effect were tested using multiple regression analyses, and the hypotheses for interacting effect were tested using hierarchical multiple regression. The results for direct relationship showed that workload and work pressure were negatively related to work engagement and job satisfaction, while, autonomy, social support and performance feedback were positively related to work engagement and job satisfaction. The results also showed that job satisfaction was positively related to work engagement. Meanwhile, the findings for mediating effect showed that job satisfaction partially mediated the relationship between workload, work pressure, autonomy, social support, performance feedback and work engagement. Furthermore, the results from hierarchical multiple regressions showed that trust quasi moderated the relationship between job satisfaction and work engagement. The research results reported in this study suggest the need for autonomy, social support and performance feedback to enhance academics' work engagement and satisfaction, whereas, too much workload and work pressure will decrease academic's work engagement and satisfaction. Apart from that, the university management also need to consider the role of job satisfaction and trust when planning for enhancing academics' work engagement.

Keywords: work engagement, job demands, job resources, job satisfaction, trust

ABSTRAK

Kajian ini mengkaji hubungan langsung antara bebanan kerja, tekanan kerja, autonomi, sokongan sosial, maklum balas prestasi dengan keterlibatan kerja dan kepuasan kerja. Kajian ini juga mengkaji kesan perantara kepuasan kerja ke atas hubungan antara bebanan kerja, tekanan kerja, autonomi, sokongan sosial, maklum balas prestasi dengan keterlibatan kerja. Akhir sekali , kajian ini juga mengkaji kesan kepercayaan sebagai penyederhana dalam hubungan antara kepuasan kerja dan keterlibatan kerja. Sebanyak 700 borang soal selidik telah diedarkan secara peribadi kepada responden di empat buah universiti di Jordan (Mu'tah University, The University of Jordan, The Hashemite University dan Yarmouk University). Daripada 700 borang soal selidik yang diedarkan, sebanyak 567 soal selidik telah diterima semula dengan kadar maklum balas sebanyak 81%. Walau bagaimanapun, sebanyak 532 soal selidik boleh digunakan untuk analisis selanjutnya. Hipotesis ke atas kesan langsung dan kesan perantara diuji dengan menggunakan analisis regresi berganda, manakala hipotesis bagi kesan interaksi diuji dengan menggunakan analisis regresi berganda bertingkat. Dapatan kajian bagi hubungan langsung menunjukkan bahawa bebanan kerja dan tekanan kerja mempunyai hubungan yang negatif dengan keterlibatan kerja dan kepuasan kerja. Manakala autonomi, sokongan sosial dan maklum balas prestasi mempunyai hubungan yang positif dengan keterlibatan kerja dan kepuasan kerja. Dapatan kajian juga menunjukkan hubungan positif antara kepuasan kerja dan keterlibatan kerja. Sementara itu, dapatan bagi ujian perantara menunjukkan bahawa kepuasan kerja memainkan peranan sebagai separa perantara dalam hubungan antara maklum balas prestasi dengan keterlibatan kerja, bebanan kerja, tekanan kerja, autonomi, sokongan sosial dan keterlibatan kerja. Seterusnya, keputusan daripada analisis regresi berganda bertingkat menunjukkan bahawa kepercayaan berperanan sebagai penyederhana separa dalam hubungan antara kepuasan kerja dan keterlibatan kerja. Dapatan kajian yang diperolehi daripada kajian ini mencadangkan mengenai keperluan kepada autonomi, sokongan sosial dan maklum balas prestasi dalam meningkatkan keterlibatan kerja dalam kalangan ahli akademik. Sementara itu, bebanan kerja dan tekanan kerja yang tinggi akan mengurangkan keterlibatan dan kepuasan kerja. Selain itu, pengurusan universiti juga perlu mengambil peranan kepuasan kerja serta kepercayaan dalam membuat perancangan bagi meningkatkan keterlibatan kerja akademik.

Kata kunci: keterlibatan kerja, tuntutan kerja, sumber kerja, kepuasan kerja, kepercayaan

ACKNOWLEDGEMENT

In the name of Allah, the Most Merciful and the Most Compassionate, all praise is due to Him for giving me the capability, patience, perseverance and motivation in completing this thesis. May Allah's peace and blessings be upon His beloved Prophet Muhammad (SAW), his family and his companions.

I would like to thank the entire academics and administrative staff of Universiti Utara Malaysia, especially the School of Business Management, College of Business for giving me invaluable support throughout my candidature. I also owe an immense debt to Dr. Siti Zubaidah Othman and Dr Mohd Faizal Mohd Isa, for all the energy, care and enthusiasm devoted to this effort. Their brilliant ideas, suggestions and above all, their belief in my potential have made me feel confident and gave me a strong focus from the very beginning of my study. Without their professional guidance and support, I would not be where I am today.

To my beloved parents, Ali Yassin Alzyoud, Najah Salama Alzyoud, all my siblings, my nephews and nieces and my relatives in Jordan, thank you for all your prayers, patience, support, and word of encouragement for me to keep going till the final end of this journey.

Finally yet importantly, I would like to express my gratitude to all the academics from Mu'tah University, The University of Jordan, The Hashemite University and Yarmouk University, for participating in the study. Without their sincere participation, this study will not be as successful as today.

TABLE OF CONTENTS

PERMISSION TO USE		i
ABS	STRACT	ii
ABSTRAK ACKNOWLEDGEMENT		iii
		iv
TAB	BLE OF CONTENTS	v
LIST	T OF TABLES	ix
LIST	T OF FIGURES	xi
LIST	T OF APPENDICES	xii
CHA	APTER ONE INTRODUCTION	1
1.1	Background of Study	1
1.2	Problem Statement	2
1.3	Research Questions	13
1.4	Research Objectives	13
1.5	Significance of Study	14
1.6	Scope of Study	15
1.7	Definition of Key Terms	16
1.8	Organization of Chapters in Thesis	17
CHA	APTER TWO LITERATURE REVIEW	19
2.1	Introduction	19
2.2	Work Engagement	19
	2.2.1 The Concept of Work Enagement	19
	2.2.2 Previous studies on Work Engagement	22
2.3	Job Demands	25
	2.3.1 The Concept of Job Demands	25
	2.3.2 Previous Studies on Job Demands	30
2.4	Job Resources	33
	2.4.1 The Concept of Job Resources	33
	2.4.2 Previous Studies on Job Resources	37
2.5	Job Satisfaction	40

	2.5.1 The Concept of Job Satisfaction	40
	2.5.2 Previous studies on Job Satisfaction	41
2.6	Trust	45
	2.6.1 The Concept of Trust	45
	2.6.2 Previous Studies on Trust	46
2.7	Conclusions and Research Issues to be Addressed	49
2.8	Underpinning Theory	51
	2.8.1 Job Demands-Resources Model	51
	2.8.2 Social Exchange Theory	54
	2.8.3 Attribution Theory	57
2.9	Research Framework	59
2.10	Development of Hypotheses	63
	2.10.1 Relationship between Job Demands and Work Engagement	63
	2.10.2 Relationship between Job Resources and Work Engagement	65
	2.10.3 Relationship between Job Demands and Job Satisfaction	66
	2.10.4 Relationship between Job Resources and Job Satisfaction	66
	2.10.5 Relationship between Job Satisfaction and Work Engagement	67
	2.10.6 Job Satisfaction as a Mediator in the Relationship between Job Demand	l
	and Work Engagement	69
	2.10.7 Job Satisfaction as a Mediator in the Relationship between Job Resource	es
	and Work Engagement	70
	2.10.8 Trust as a Moderator in the Relationship between Job Satisfaction and	
	Work Engagement	71
2.11	Conclusions	73
CHAI	PTER THREE METHOD	74
3.1	Introduction	74
3.2	Research Design	74
3.3	Population and Sampling Design	76
	3.3.1 Population	76
	3.3.2 Sampling Size	77
	3.3.3 Sampling Technique	78

3.4	Operational Definitions and Measurements	79		
	3.4.1 Work Engagement Measures	80		
	3.4.2 Job Demands Measures	81		
	3.4.3 Job Resources Measures	83		
	3.4.4 Job Satisfaction Measures	86		
	3.4.5 Trust Measures	89		
3.5	Questionnaire Design	91		
3.6	Pilot Test			
3.7 Data Collection Procedure		93		
3.8	Technique of Data Analysis	94		
	3.8.1 Factor Analysis	95		
	3.8.2 Correlation Analysis	95		
	3.8.3 Regression Analysis	96		
	3.8.4 Test of Mediation	97		
3.8.5	Test of Moderation	97		
3.9	Conclusions	98		
CHA	PTER FOUR FINDINGS	100		
4.1	Introduction	100		
4.2	Response Rate	100		
4.3	Demographic Characteristics of the Participants	101		
4.4	Data Screening	103		
4.5	Factor Analysis	105		
	4.5.1 Work Engagement Measurement	106		
	4.5.2 Job Demands Measurement	108		
	4.5.3 Job Resources Measurement	110		
	4.5.4 Job Satisfaction Measurement	112		
	4.5.5 Trust Measurement	114		
4.6	Correlation Analysis	116		
4.7	Multiple Regression Analysis	119		
	4.7.1 Relationship between Job Demands, Job Resources and Wor	k Engagement		
	119			

	4.7.2 Relationship between Job Demands, Job Resources and Job Satisfaction	on120
4.8	Linear Regression Analysis	121
4.9	Multiple Regression Analysis	122
	4.9.1 Mediating Effect of Job Satisfaction	122
4.10	Hierarchical Multiple Regression Analysis	124
	4.10.1 Moderation effect of Trust	124
4.11	Conclusions	128
CHAI	PTER FIVE DISCUSSIONS, CONCLUSIONS AND	
RECO	OMMENDATIONS	129
5.1	Introduction	129
5.2	Summary of the Research	129
5.3	Job Demands, Job Resources and Work Engagement	131
	5.3.1 Relationship between Workload, Work Pressure and Work Engagement	nt 131
	5.3.2 Relationship between Autonomy, Social Support, Performance Feedb	ack
	and Work Engagement	132
5.4	Job Demands, Job Resources and Job Satisfaction	133
	5.4.1 Relationship between Workload, Work Pressure and Job Satisfaction	133
	5.4.2 The relationship between Autonomy, Social Support, Performance	
	Feedback and Job Satisfaction	134
5.5	Relationship between Job Satisfaction and Work Engagement	135
5.6	Job Satisfaction as a Mediator	136
5.7	Trust as a Moderator	138
5.8	Research Implication	139
	5.8.1 Theoretical Implications	139
	5.8.2 Implications for Practice	141
5.9	Limitations and Direction for Future Research	144
5.10	Conclusions	145
REFE	CRENCES	147

LIST OF TABLES

Table 1.1 Level of engagement by region	3
Table 3.1 Distribution of public universities in Jordan	77
Table 3.2 Distribution of respondents for each university	79
Table 3.3 Work engagement items	80
Table 3.4 Original and adapted versions of work pressure items	82
Table 3.5 Job demand items	83
Table 3.6 Job resources items	85
Table 3.7 Original and adapted versions of job satisfaction items	87
Table 3.8 Job satisfaction items	88
Table 3.9 Original and adapted versions of trust items	90
Table 3.10 <i>Trust items</i>	91
Table 3.11 The Cronbach's Alpha for each research measures from the pilot st	tudy(n =
30)	93
Table 4.1 Respondents' response rate	101
Table 4.2 Demographic characteristics of the participants $(n=532)$	102
Table 4.3 KMO and Bartlett's test of work engagement	106
Table 4.4 Rotated component matrix of work engagement	107
Table 4.5 KMO and Bartlett's test of job demands	108
Table 4.6 Rotated component matrix of job demands	109
Table 4.7 KMO and Bartlett's test of job resources	110
Table 4.8 Rotated component matrix of job resources	111
Table 4.9 KMO and Bartlett's test of job satisfaction	

Table 4.10 Rotated component matrix of job satisfaction	113	
Table 4.11 KMO and Bartlett's test of trust	115	
Table 4.12 Rotated component matrix of trust	115	
Table 4.13 Descriptive statistics, scale reliabilities, and correlations of variables	118	
Table 4.14 Regression results of workload, work pressure, autonomy, social support and		
performance feedback on work engagement	119	
Table 4.15 Regression results of workload, work pressure, autonomy, social support and		
performance feedback on job satisfaction	121	
Table 4.16 Regression results of job satisfaction on work engagement	122	
Table 4.17 Summary of mediation test (job satisfaction) in the relationship between		
workload, work pressure, autonomy, social support, performance feedback and work		
engagement	124	
Table 4.18 Results of hierarchical multiple regression on trust as moderator in the		
relationship between job satisfaction and work engagement	125	
Table 4.19 Summary of hypotheses testing	127	

LIST OF FIGURES

Figure 2.1 Research framework	63
Figure 4.1 Interaction plot between job satisfaction and trust on work engagement	126

LIST OF APPENDICES

Appendix A	Sample of survey materials	164
Appendix B1	Reliability test (Pilot study)	177
Appendix B2.1	Factor analysis (work engagement)	193
Appendix B2.2	Factor analysis (job demands)	199
Appendix B2.3	Factor analysis (job resources)	205
Appendix B2.4	Factor analysis (job satisfaction)	212
Appendix B2.5	Factor analysis (trust)	218
Appendix B3	Reliability test (after factor analysis)	222
Appendix B4	Normality test	248
Appendix B5	Linearity test	257
Appendix B6	Homoscedasticity test	260
Appendix B7	Multicollinearity assessment on tolerance and VIF values	263
Appendix B8	Outliers test	264
Appendix B9	Descriptive statistics of the variables	266
Appendix B10	Correlation output	267
Appendix B11.1	Multiple regression output (job demands, job resources and work engagement)	269
Appendix B11.2	Multiple regression output (job demands, job resources, and job satisfaction)	272
Appendix B12	Linear regression output (job satisfaction and work engagement)	275
Appendix B13	Mediating output	277
Appendix B14	Moderating output	280

CHAPTER ONE

INTRODUCTION

1.1 Background of Study

To survive and successfully compete in the rapidly changing and turbulent work environment, organizations need to develop and retain employees who are highly motivated and are willing to go the extra mile for them (Schaufeli & Salanova, 2007). In recognition of this fact, modern organizations are now putting less emphasis on traditional control systems and cost cutting through downsizing and redesigning of their business processes. Instead, they are focusing more on the effective management of their human capital for enhancing their efficiency and effectiveness. These organizations are, therefore, increasingly investing in conditions, which could enable them to develop employees who are "proactive and show initiative, collaborate smoothly with others, take responsibility for their own professional development and are committed to high quality performance standards" (Bakker & Schaufeli, 2008, p. 147). Thus, organizations require employees who are full with energy and self-confidence; are enthusiastic and passionate about their work; and are fully involved in their work activities. In other words, modern organizations need an engaged work force.

Organizations are becoming more and more convinced that staff engagement is the secret to maintaining business success and profitability. One of the reasons why organizations start to place greater emphasis on employees' work engagement is because it has positive

The contents of the thesis is for internal user only

REFERENCES

- Adekola, B. (2011). Antecedents and consequences of work engagement among managers and professionals in Nigeria. *British Journal of Management & Economics*, 1(2), 83-99.
- Albdour, A. A., & Altarawneh, I. I. (2012). Corporate social responsibility and employee engagement in Jordan. *International Journal of Business and Management*, 7(16), 98-105.
- Albdour, A. A., & Altarawneh, I. I. (2014). Employee engagement and organizational commitment: Evidence from Jordan. *International Journal of Business*, 19(2), 194-212.
- Alfes, K., Shantz, A., & Truss, C. (2012). The link between perceived HRM practices, performance and wellbeing: The moderating effect of trust in the employer.

 Human Resource Management Journal, 22(4), 409-427.
- Alhawary, F. A., & Aborumman, A., H. (2011). Measuring the effect of academic satisfaction on multi-dimensional commitment: Case study of applied science private university in Jordan. *International Business Research*, 4(2), 153-160.
- Ali, N., & Zia-ur-Rehman M. (2014). Impact of job design on employee performance, mediating role of job satisfaction: A study of FMCG's sector in Pakistan.
 International Journal of Business and Management, 9(2), 70-79.
- Allen, H.L. (1996). Faculty Workload and Productivity in the 1990s: Preliminary Findings. The Nea 1996 Almanac of Higher Education. Retrieved from http://www.nea.org/assets/img/PubAlmanac/ALM_96_04.pdf

- Al-Omari, A. A., Qablan, A. M., & Khasawneh, S. M. (2008). Faculty members' intentions to stay in Jordanian public universities. *International Journal of Applied Educational Studies*, 1(1), 26-43.
- Alrai (2010, December 15). *University professors from PhDs in the official Jordanian Universities*. Jordan. Retrieved from http://www.alrai.com/
- Altaf, A., & Awan M., A. (2011). Moderating affect of workplace spirituality on the relationship of job overload and job satisfaction. *Journal of Business Ethics*, 104 (1), 93-99.
- Alvi, A. K., & Abbasi, A. S. (2012). Impact of organizational justice on employee engagement in banking sector of Pakistan. *Middle-East Journal of Scientific Research*, 12(5), 643-649.
- Anderson, D., Sweeney, D. J., & Williams, T.A. (2000). *Essentials of statistics for business and economics* (2nd ed.). Cincinnati, Ohio: South-Western College Publishing.
- Apaydin, C. (2012). The workload of faculty members: The example of educational faculties in Turkey. *College Student Journal*, 46(1), 203-213.
- Appaw-Agbola, E. T., Agbotse, G. K., & Ayimah, J. C. (2013). Measuring the influence of job satisfaction on work commitment among Ho Polytechnic lecturers.

 **Journal of Social Sciences, 3(2), 91-102.
- Arifin, F., Troena, E. A., Djumahir, & Rahayu, M. (2014). Organizational culture, transformational leadership, work engagement and teacher's performance: Test of a model. *International Journal of Education and Research*, 2(1), 1-14.

- Avery, D. R., McKay, P. F., & Wilson, D. C. (2007). Engaging the aging workforce: The relationship between perceived age similarity, satisfaction with coworkers, and employee engagement. *Journal of Applied Psychology*, 92(6), 1542-1556.
- Aydogdu, S., & Asikgil, B. (2011). An empirical study of the relationship among job satisfaction, organizational commitment and turnover intention. *International Review of Management and Marketing*, 1(3), 43-53.
- Babcock-Roberson, M. E., & Strickland, O. J. (2010). The relationship between charismatic leadership, work engagement, and organizational citizenship behaviors. *The Journal of psychology*, *144*(3), 313-326.
- Bakker, A.B., & Demerouti, E., (2008). Toward a model of work engagement .*Career Development International*, 13(3), 209 223
- Bakker, A. B., & Bal, M. P. (2010). Weekly work engagement and performance: A study among starting teachers. *Journal of Occupational and Organizational Psychology*, 83(1), 189-206.
- Bakker, A. B., & Demerouti, E. (2007). The job demands-resources model: State of the art. *Journal of Managerial Psychology*, 22(3), 309-328.
- Bakker, A. B., & Schaufeli, W. B. (2008). Positive organizational behavior: Engaged employees in flourishing organizations. *Journal of Organizational Behavior*, 29(2), 147-154.
- Bakker, A. B., Hakanen, J. J., Demerouti, E., & Xanthopoulou, D. (2007). Job resources boost work engagement, particularly when job demands are high. *Journal of Educational Psychology*, 99, 274-284.

- Bakker, A. B., van Emmerik, H., & Euwema, M. C. (2006). Crossover of burnout and engagement in work teams. *Work and Occupations*, *33*, 464-489.
- Bakker, A.B., & Demerouti, E. (2007). The job demands-resources model: State of the art. *Journal of Managerial Psychology*, 22(3), 309-328.
- Bakker, A.B., & Demerouti, E. (2008). Towards a model of work engagement. *Career Development International*, 13(3), 209-223.
- Bakker, A.B., Demerouti, E., & Schaufeli, W.B. (2003). Dual processes at work in a call centre: An application of the job demands-resources model. *European Journal of Work and Organisational Psychology*, 12, 393-417.
- Bakker, A.B., Demerouti, E., & Schaufeli, W.B. (2005). The crossover of burnout and work engagement among working couples. *Human Relations*, 58(5), 661-689.
- Bakker, A.B., Demerouti, E., &Verbeke, W. (2004). Using the job demands resources model to predict burnout and performance. *Human Resource Management*, 43(1) 83-104
- Bakker, A.B., Demerouti, E., Taris, T., Schaufeli, W.B., & Schreurs, P. (2003). A multi-group analysis of the job demands resources model in four home care organizations. *International Journal of Stress Management*, 10(1), 16-38.
- Baotham, S. (2011). Antecedent and consequence of job satisfaction and organizational commitment of Thai employees in RMUTT. *Review of Business Research*, 11(3), 1-14.
- Baron, R. M., & Kenny, D. A. (1986).T he moderator–mediator variable distinction in social psychological research: Conceptual, strategic, and statistical considerations. *Journal of Personality and Social Psychology*, *51*(6), 1173-1182.

- Bartram, T., Joiner, T., & Stanton, P. (2004). Factors affecting the job stress and job satisfaction of Australian nurses: Implications for recruitment and retention. *Contemporary Nurse Journal*, 17(3), 293-304.
- Basikin, B. (2007, July). Vigor, dedication and absorption: Work engagement among secondary school english teachers in Indonesia. Paper presented at the AARE Conference, Fremantle, Perth, Western Australia.
- Bates, S. (2004). Getting engaged. HR Magazine, 49(42), 44-51.
- Baumruk, R. (2004). The missing link: The role of employee engagement in business success. *Workspan*, 47, 48-52.
- Beehr, T. A., Glaser, K. M., Canali, K. G., &Wallwey, D.A (2001). Back to basics: Reexamination of Demand-Control Theory of occupational stress. *Work & Stress*, 15(2), 115-130.
- Beukes, I., & Botha, E. (2013). Organizational commitment, work engagement and meaning of work of nursing staff in hospitals. *South African Journal of Industrial Psychology*, 39(2), 1-10.
- Bhatti, N., Hashmi, D. A., Raza, S. A., Shaikh, F. M., & Shafiq, K. (2011). Empirical analysis of job stress on job satisfaction among university teachers in Pakistan. *International Business Research*, 4(3), 264-270.
- Blau, P. (1964). *Exchange and power in social life*. New Brunswick, New York: Transaction Publishers,.
- Boyd, C. M., Bakker, A. B., Pignata, S., Winefield, A. H., Gillespie, N., & Stough, C. (2010). A longitudinal test of the job demands-resources model among

- Australian university academics. *Applied Psychology: An International Review*, 60(1), 112-140.
- Bratt, M., Broome, M., Kelber, S., & Lostocco, L. (2000). The influence of stress and nursing leadership on job satisfaction of pediatric intensive care nurses. *The American Journal of Critical Care*, 9(5), 307-317.
- Brenninkmeijer, V., Demerouti, E., Blanc, P. M. L., & van Emmerik, I. J. H. (2010). Regulatory focus at work: the moderating role of regulatory focus in the job demands-resources model. *Career Development International*, 15(7), 708-728.
- Brown, S. P., & Peterson, R. A. (1993). Antecedents and consequences of sales person job satisfaction: Meta-analysis and assessment of causal effects. *Journal of Marketing Research*, 30, 63-77.
- Brummelhuis, L. L., Bakker, A. B., Hetland, J., & Keulemans, L. (2012). Do new ways of working foster work engagement? *Psicothema*, 24(1), 113-120.
- Brunetto, Y., Shacklock, K., & Farr-Wharton, R. (2012, September). Supervisor-subordinate relationships, accountability and wellbeing. Paper presented at the BAM2012 conference: Management research revisited: Prospects for theory and practice.

 Retrieved from http://www98.griffith.edu.au/dspace/bitstream/handle/10072/53449/84677 1.pdf
 ?sequence=1
- Buitendach, J. H., & De Witte, H. (2005). Job insecurity, extrinsic and intrinsic job satisfaction and affective organisational commitment of maintenance workers in a parastatal. *South African Journal of Business Management*, 36, 27-37.

- Burke, M. (2011). *Half of young Australian academics ready to quit, RSC*. Retrieved from http://www.rsc.org/chemistryworld/News/2011/October/06101104.asp
- Burke, R. J., & Greenglass, E. R. (1994). Towards an understanding of work satisfactions and emotional well-being of school-based educators. *Stress Medicine*, 10(3), 177-184.
- Burke, R. J., Koyuncu, M., Jing, W., & Fiksenbaum, L. (2009). Work engagement among hotel managers in Beijing, China: Potential antecedents and consequences. *Tourism Review*, 64(3), 4-18.
- Buys, C., & Rothmann, S. (2010). Burnout and engagement of reformed church Ministers. South Africa Journal of Industrial Psychology, 36(1), 1-11.
- Carlson, B. C., & Thompson, J. A. (1995). Job burnout and job leaving in public school teachers: Implications for stress management. *International Journal of Stress Management*, 2(1), 15-29.
- Cavanaugh, M.A., Boswell, W.R., Roehling, M.V., & Boudreau, J.W. (2000). An empirical examination of self-reported work stress among U.S. managers.

 **Journal of Applied Psychology, 85, 65-74.
- Chandraiah, K., Agrawal, S. C., Marimuthu, P., & Manoharan, N. (2003). Occupational stress and job satisfaction among managers. *Indian Journal of Occupational and Environmental Medicine*, 7(2), 6-11.
- Chang, H. H., Chuang, S., & Chao, S. H. (2011). Determinants of cultural adaptation, communication quality, and trust in virtual teams' performance. *Total Quality Management*, 22(3), 305-329.

- Chen, C. F., Chang, S. C., & Myagmarsuren, O. (2011). Customer orientation, job demands-resources and job satisfaction: A cross-level perspective. *The 11th International DSI and the 16th APDSI Joint Meeting*, Taipei, Taiwan.
- Cheung, S., Yiu, T., & Lam, M. (2013). Interweaving trust and communication with project performance. *Journal of Construction Engineering & Management*, 139(8), 941-950.
- Chhetri, P. (2014). The role of cognitive and affective trust in the relationship between organizational justice and organizational citizenship behavior: A conceptual framework. *Business: Theory and Practice*, 15(2), 170-178.
- Christian, M. S., Garza, A. S., & Slaughter, J. E. (2011). Work engagement: A quantitative review and test of its relations with task and contextual performance. *Personnel Psychology*, 64,89-136.
- Chu, C. I., Hsu, H.M., Price, J. L., & Lee, J. Y. (2003). Job satisfaction of hospital nurses: An empirical test of a causal model in Taiwan. *International Nursing Review*, 50, 176-182.
- Chughati, F. D., & Perveen, U. (2013). A study of teachers workload and job satisfaction in public and private schools at secondary level in Lahore city Pakistan. *Asian Journal of Social Sciences & Humanities*, 2(1), 202-214.
- Chughtai, A. A., & Buckley, F. (2011). Work engagement: Antecedents, the mediating role of learning goal orientation and job performance. *Career Development International*, 16(7), 684-705.
- Chughtai, A. A., & Buckley, F. (2009). Linking trust in the principal to school outcomes.

 International Journal of Educational Management, 23(7), 574-589.

- Chung, K. C., Song, J. W., Kim, H. M., Woolliscroft, J. O., & Quint, E. H. (2010). Predictors of job satisfaction among academic faculty: Do instructional and clinical faculty differ? *Biomedical Journal*, 44(10), 985-995.
- Chung, N. G., & Angeline, T. (2010). Does work engagement mediate the relationship between job resources and job performance of employees? *African Journal of Business Management*, 4(9), 1837-1843.
- Coetzer, C.F., & Rothmann, S. (2007). Job demands, job resources and work engagement of employees in a manufacturing organization. *Southern African Business Review*, 11(3), 17-32.
- Cohen, J. (1988). Statistical power analysis for the behavioral sciences. Hillsdale, New Jersey: Lawrence Erlbaum.
- Colakoglu, U., Culha, O., & Atay, H. (2010). The effects of perceived organizational support on employees' affective outcomes: Evidence from the hotel industry.

 *Tourism and Hospitality Management, 16(2), 125-150.
- Colquitt, J. A., Scott, B. A., & LePine, J. A. (2007). Trust, trustworthiness, and trust propensity: A meta-analytic test of their unique relationships with risk taking and job performance. *Journal of Applied Psychology*, 92(4), 909-927.
- Comm, C.L., & Mathaisel, D. (2000). Assessing employee satisfaction in service firms:

 An example in higher education. *Journal of Business and Economic Studies*,
 6(1), 43-53.

- Cook, J., & Wall, T. (1980). New work attitude measures of trust, organizational commitment and personal need non-fulfillment. *Journal of Occupational Psychology*, 53, 39-52.
- Crawford, E.R., Rich, B.L., Buckman, B., & Bergeron, J. (2014). The antecedents and drivers of employee engagement. In C. Truss, R. Delbridge, E. Soane, K. Alfes, & A. Shantz (Eds.). *Employee engagement in theory and practice* (pp. 57-81). Abingdon: Routledge.
- Daly, C.J., & Dee, J.R. (2006). Greener pastures: Faculty turnover intent in urban public universities. *The Journal of Higher Education*, 77(5), 776-803.
- De Braine, R., & Roodt, G. (2011). The job demands-resources model as predictor of work-based identity and work engagement: A comparative analysis. *South African Journal of Industrial Psychology*, 37 (2), 1-11.
- De Cuyper, N., & De Witte, H. (2006). Autonomy and workload among temporary workers: Their effects on job satisfaction, organizational commitment, life satisfaction, and self-rated performance. *International Journal of Stress Management*, 13(4), 441.
- De Lange, A. H., De Witte, H., & Notelaers, G. (2008). Should I stay or should I go? Examining longitudinal relations among job resources and work engagement for stayers versus movers. *Work & Stress*, 22(3), 201-223.
- De Frank, R. S., & Ivancevich, J. M. (1998). Stress on the job: An executive update.

 **Academy of Management Executive, 12, 55-66.
- Demerouti, E., & Bakker, A.B. (2011). The job demands-resources model: Challenges for future research. *South Africa Journal of Industrial Psychology*, *37*(2), 1-9.

- Demerouti, E., Bakker, A. B., Nachreiner, F., & Schaufeli, W. B. (2001). The job demands-resources model of burnout. *Journal of Applied Psychology*, 86, 499-512.
- Demerouti, E., Bakker, A. B., De Jonge, J., & Janssen, P. P. M. (2001). Burnout and engagement at work as a function of demands and control. *Scandinavian Journal of Work Environment Health*, 27(4), 279-286.
- Dikkers, J. S. E., Jansen, B. J. W., De Lange, E. H., Vinkenburg, C. J., & Kooij, D. (2010). Proactively, job characteristics, and engagement: A longitudinal study. *Career Development International*, 15(1), 59-77.
- Dirks, K, T., & Ferrin, D. L. (2001). The role of trust in organizational settings.

 Organization Science. 12(4), 450-467.
- Dirks, K. T., & Ferrin, D. L. (2002). Trust in leadership: Meta-analytic findings and implications for research and practice. *Journal of Applied Psychology*, 87(4), 611-628.
- Dirks, K. T. (1999). The effects of interpersonal trust on work group performance. *Journal of Applied Psychology*, 84(3), 445-455.
- Doi, Y. (2005). An epidemiologic review on occupational sleep research among Japanese workers. *Industrial Health*, 43, 3-10.
- Doney, P. M., & Cannon, J. P. (1997). An examination of the nature of trust in buyer-seller relationships. *The Journal of Marketing*, 35-51.

- Durand, L. (2008). Psychological empowerment, job satisfaction and work engagement of employees in a surface coatings manufacturer. (Master dissertation, North-West University, 2008). Retrieved from http://hdl.handle.net/10394/1784
- Emerson, R. M. (1976). Social exchange theory. *Annual Review of Sociology*, 2, 335-362.
- Fard, H., Rajabzadeh, A., & Hasiri, A. (2010). Organizational trust in public sector:

 Explaining the role of manager's managerial competency. *European Journal of Economics, Finance and Administrative Sciences*, 25, 29-43.
- Ferreira, P., & Oliveira, E. R. D. (2014). Does corporate social responsibility impact on employee engagement? *Journal of Workplace Learning*, 26(3/4), 232-247.
- Ferrin, P. D., Kim, L.H., Cooper, C.D., & Dirks, K.T. (2007). Silence speaks volumes: The effectiveness of reticence incomparison to apology and denial for responding to integrityand competence-based trust violations. *Journal of applied psychology*, 92(4), 893-908.
- Fisher, D. C. (2003). Why do lay people believe that satisfaction and performance are correlated? Possible sources of a commonsense theory. *Journal of Organizational Behavior*, 24(6), 753-777.
- Fourie, L., Rothman, S., & Van De Vijver, F. J. R. (2008). A model of work wellness for non-professional counselors in South Africa. *Stress and Health*, 24(1), 35-47.
- Frazer, L., & Lawley, M. (2000). *Questionnaire design & administration*. Australia: John Wiley & Sons.
- Fried Y., & Ferris G. R. (1987). The validity of the job characteristics model: A review and meta-analysis. *Personnel Psychology*, 40, 287-322.

- Fried, Y., Shirom, A., Gilboa, S., & Cooper, C. (2008). The mediating effects of job satisfaction and propensity to leave on the stress-performance relationship:

 Combining meta-analysis and SEM. *International Journal of StressManagement*, 15, 305-328.
- Fung, N. S., Ahmad, A., & Omar, Z. (2014). Role of work-family enrichment in improving job satisfaction. *American Journal of Applied Sciences*, 11(1), 96-104.
- Gallup, R. (2013). State of the American workplace employee engagement insights for U.S. business leaders. Retrieved from http://www.gallup.com/strategicconsulting/163007/state-american-workplace.aspx.
- Ganesan, S. (1994). Determinants of long-term orientation in buyer-seller relationships. *The Journal of Marketing*, 1-19.
- Gay, L. R., & Diehl, P. L. (1996). Research methods for business and management.

 Singapore: Prentice Hall.
- Ghadi, M. Y., Fernando, M., & Caputi, P. (2013). Transformational leadership and work engagement: The mediating effect of meaning in work. *Leadership* & *Organization Development Journal*, 34(6), 532-550.
- Gilbert, A. D. (2000). The idea of a university beyond 2000. *Policy*, 16, 31-36.
- Gilbert, J. A., & Tang, T. L. P. (1998). An examination of organizational trust antecedents. *Public Personnel Management*, 27(1), 321-338.
- Gillespie, N.A., Walsh, M., Winefield, A.H., Dua, J., & Stough, C. (2001). Occupational stress in universities: Staff perceptions of the causes, consequences and moderators of stress. *Work & Stress*, *15*, 53-72.

- Goebel, D. J., Deeter-Schmelz, D., & Kennedy, K. N. (2013). Effective sales management: What do salespeople think? *Journal of Marketing Development and Competitiveness*, 7(2), 11-23.
- Griffin W.R. (1998). Training your custodians. *School Planning and Management*, *1*(65), 1–3.
- Hair, Jr., J. F., Black, W., Babin, B., Anderson, R., & Tatham, R. (2006). *Multivariate* data analysis (6th ed.). Upper Saddle River, New Jersey: Pearson Prentice Hall.
- Hair, Jr., J. F., Anderson, R. E., Tatham, R. L., & William, C. (1998). *Multivariate data analysis*. Upper Saddle River, New Jersey: Prentice Hall.
- Hair, Jr., J. F., Money, A. H., Samouel, P., & Page, M. (2007). Research methods for business. Chichester, West Sussex: John Wiley & Sons Ltd.
- Hakanen, J. J., Bakker, A. B., & Demerouti, E. (2005). How dentists cope with their job demands and stay engaged: The moderating role of job resources. *European Journal of Oral Sciences*, 113(6), 479-487.
- Hakanen, J. J., Bakker, A. B., & Schaufeli, W. B. (2006). Burnout and work engagement among teachers. *Journal of School Psychology*, 43(6), 495-513.
- Hakanen, J. J., Schaufeli, W. B., & Ahola, K. (2008). The job demands-resources model:

 A three-year cross-lagged study of burnout, depression, commitment, and work engagement. *Work & Stress*, 22(3), 224-241.
- Hakanen, J. J., Perhoniemi, R., & Toppinen-Tanner, S. (2008). Positive gain spirals at work: From job resources to work engagement, personal initiative, and work-unit innovativeness. *Journal of Vocational Behavior*, 73, 78-91.

- Halbesleben, J. R. B., & Buckley, M. R. (2004). Burnout in organizational life. *Journal of Management*, 30, 859-79.
- Halbesleben, J. R. B., Harvey, J., & Bolino, M. C. (2009). Too engaged? A conservation of resources view of the relationship between work engagement and work interference with family. *Journal of Applied Psychology*, 94(6), 14-52.
- Hallberg, U., Johansson, G., & Schaufeli, W. B. (2007). Type A behavior and work situation: Associations with burnout and work engagement. *Scandinavian Journal of Psychology*, 48,135–142.
- Hamid, S. N. A., & Yahya, K. K. (2011). Relationship between person-job fit and person-organization fit on employees' work engagement: A study among engineers in semiconductor companies in Malaysia. Paper presented at the Annual Conference on Innovations in Business & Management, London, UK.
- Hansen, T. (2012). The moderating influence of broad-scope trust on customer-seller relationships. *Psychology and Marketing*, 29(5), 350-364.
- Harter, J. K., Schmidt, F. L., & Hayes, T. L. (2002). Business-unit-level relationship between employee satisfaction, employee engagement, and business outcomes: A meta-analysis. *Journal of Applied Psychology*, 87(2), 268.
- Hassan, A., & Ahmed, F. (2011). Authentic leadership, trust and work engagement.

 International Journal of Human and Social Sciences, 6(3), 164-171.
- Hayati, D., Charkhabi, M., & Naami, A. (2014). The relationship between transformational leadership and work engagement in governmental hospitals nurses: A survey study. *Springer Open Journal*, 1-7.
- Hayes, N. (2000). *Doing psychological research*. UK: Open University Press

- Heider, F. (1958). *The psychology of interpersonal relations*. New York: John Wiley & Sons Ltd.
- Henne, D., & Locke, E. A. (1985). Job dissatisfaction: What are the consequences? International Journal of Psychology, 20, 221-240.
- Hobfoll, S. E. (1989). Conservation of resources: A new attempt at conceptualizing stress. *American Psychologist*, 44, 513-524.
- Homans, G. C. (1958). Social behavior as exchange. *American Journal of Sociology*, 63 (6), 597-606.
- Houston, D., Meyer, L. H., & Paewai, S. (2006). Academic staff workloads and job satisfaction: Expectations and values in academe. *Journal of Higher Education Policy & Management*, 28(1), 17-30.
- Hu, Q., Schaufeli, W.B., & Taris, T. W. (2013). Does equity mediate the effects of job demands and job resources on work outcomes? An extension of the job demands-resources model. *Career Development International*, 18, 357-376.
- Huff, L., & Kelley, L. (2003). Levels of organisational trust in individualist versus collectivist societies: A seven nation study. *Organizational Science*, *14*(1), 81-90.
- Ibrahim, I., & Boerhaneoddin, A. (2010). Is job satisfaction mediating the relationship between compensation structure and organizational commitment? A study in the Malaysian power utility. *Journal of Global Business & Economics*, 1(1), 43-61.
- Innocenti, L., Pilati, M., & Peluso, A. M. (2011). Trust as moderator in the relationship between HRM practices and employee attitudes. *Human Resource Management Journal*, 21(3), 303-317.

- Inoue A., Kawakami N., Tsuno K., Shimazu A., Tomioka K., & Nakanishi, M. (2013).

 Job demands, job resources, and work engagement of Japanese employees: a prospective cohort study. *International Archives of Occupational* & *Environmental Health*, 86(4), 441-449.
- Iqbal, T., Khan, K., & Iqbal, N. (2012). Job stress & employee engagement. *European Journal of Social Sciences*, 28(1), 109-118.
- Ismail, N. N. H. N., Li. C. C., & Mamat, M. (2013). Innovativeness, job satisfaction, and job performance among academicians in Malaysian public universities.

 *Proceeding of the Global Conference on Business, Economics and Social Sciences, 294-307.
- Jap, S. D., Manolis, C., & Weitz, B. A. (1999). Relationship quality and buyer–seller interactions in channels of distribution. *Journal of Business Research*, 46(3), 303-313.
- Jap, S. D., Manolis, C., & Weitz, B. A. (1999). Relationship quality and buyer–seller interactions in channels of distribution. *Journal of Business Research*, 46(3), 303-313.
- Jarvenpaa, S. L., Shaw, T. R., & Staples, D. S. (2004). Toward contextualized theories of trust: The role of trust in global virtual teams. *Information Systems Research*, 15(3), 250-267.
- Jones, E. E. (1979). The rocky road from acts to dispositions. *American Psychologist*, *34*, 107-117.
- Jones, E. E., & Nisbett R. (1971). The actor and the observer: Divergent perceptions of the causes of behavior. New York: General Learning Press.

- Jones, E.E., & Davis, K.E. (1965). From acts to dispositions: The attribution process in person perception. In L. Berkowitz (Ed.), *Advances in Experimental Social Psychology Vol. 2. (pp. 219-266).* New York: Academic Press.
- Kahn, W., & Heapy, E.D. (2014). Relational contexts of personal engagement at work. In
 C. Truss, R.Delbridge, E. Soane, K. Alfes, & A. Shantz (Eds.) *Employee*engagement in theory and practice (pp. 163-179). Abingdon: Routledge.
- Kahn, W. A. (1990). Psychological conditions of personal engagement and disengagement at work. *Academy of Management Journal*, 33(4), 692-724.
- Karasek, R. A. (1985). *Job content questionnaire and user's guide*. Los Angeles: University of Mass Press.
- Karasek, R. A., & Theorell, T. (1990). *Healthy work: Stress, productivity and the reconstruction of working life.* New York: Basic Books.
- Karim, N. H. A. (2008). Investigating the correlates and predictors of job satisfaction among Malaysian academics librarians. *Malaysian Journal of Library & Information Science*, 13(2), 69-88.
- Katerndahl, D., A., Parchman M., & Wood R. (2009). Perceived complexity of care, perceived autonomy, and career satisfaction among primary care physicians.

 *Journal of the American Board of Family Medicine, 22, 24-33.
- Kayatasha, D. P., & Kayatasha, R. (2012). A study of job satisfaction among teachers, higher secondary school of Nepal. *International Journal of Evaluation and Research in Education*, *I*(1), 41-44.

- Kelley, H. H. (1967). Attribution theory in social psychology. In D. Levine (Ed.), Nebraska symposium on motivation (pp. 192-238). Lincoln, NE: University of Nebraska Press.
- Khuong, M. N., & Yen, N. H. (2014). The effects of leadership styles and sociability trait emotional intelligence on employee engagement. A study in Binh Duong City, Vietnam. *International Journal of Current Research and Academic Review*, 2(1), 121-136.
- Kimura, T. (2011). Empowerment, P-O Fit, and work engagement A moderation model.

 European Journal of Economics, Finance and Administrative Sciences, 38, 44-58.
- Kinman, G. (2001). Pressure points: A review of research on stressors and strains in UK academics. *Educational Psychology*, 21, 473-492.
- Ko, J. W., & Yom, Y. H. (2003). The role of social support in the relationship between job stress and job satisfaction/organizational commitment. *Journal of Korean Academy of Nursing*, 33(2), 265-274.
- Konermann, J. (2012). Teachers' work engagement: A deeper understanding of the role of job and personal resources in relationship to work engagement, its antecedents and its outcomes. (Doctoral thesis, University of Twente, 2012)

 Retrieved from http://doc.utwente.nl/7900/l/thesis_J_Konermann.pdf
- Korunka, C., Kubicek, B., Schaufeli, W. B., &Hoonakker, P. (2009). Work engagement and burnout: Testing the robustness of the job demands-resources model. *The Journal of Positive Psychology*, 4(3), 243-255.

- Kotze, K., & Roodt, G. (2005). Factors that affect the retention of managerial and specialist staff: An exploratory study of an employee commitment model. *South Africa Journal of Human Resource Management*, 3, 48-55.
- Koyuncu, M., Burke, R. J., & Fiksenbaum, L. (2006). Work engagement among women managers and professionals in a Turkish bank: Potential antecedents and consequences. *Equal Opportunities International*, 25(4), 299-310.
- Kramer, R. M. (1999). Trust and distrust in organizations: Emerging perspectives, enduring questions. *Annual Review of Psychology*, 50, 569-598.
- Krejcie, R. V., & Morgan, D. W. (1970). Determining sample size for research activities. *Educational and Psychology Measurement, 30*, 607-610.
- Kreuger, L. W., & Neuman, W. L. (2006). Social work research methods: Qualitative and quantitative applications. Boston: Pearson Education, Inc.
- Krog, A. (2014). The Relationship between organizational culture and work engagement:

 A multilevel investigation. (Master Thesis University of Oslo, 2014). Retrieved from https://www.duo.uio.no/bitstream/handle/10852/39783/The-relationship-between-organizational-culture-and-work-engagement--A-multilevel-investigation.pdf?sequence=1
- Kuhnel, J., Sonnentag, S., & Bledow, R. (2012). Resources and time pressure as daylevel antecedents of work engagement. *Journal of Occupational and Organizational Psychology*, 85, 181-198.
- Kuska, F. (2003). Employee satisfaction in higher education: The case of academic and administrative staff in Turkey. *Career Development International*, 8(7), 347-356.

- Kyriacou, C., & Sutcliffe, J. (1978). Teacher stress: Prevalence, sources, and symptoms. British Journal of Educational Psychology, 48(2), 159-167.
- Laschinger, H. K. S., Finegan, J., & Shamian, J. (2001). The impact of workplace empowerment and organizational trust on staff nurses' work satisfaction and organizational commitment. *Health Care Management Review* 26(3), 7-23.
- Lease, S. H. (1999). Occupational role stressors, coping, support, and hardiness as predictors of strain in academic faculty: An emphasis on new and female faculty. *Research in Higher Education*, 40(3), 285-307.
- Lee, R. T., & Ashforth, B. E. (1996). A meta-analytic examination of the correlates of the three dimensions of burnout. *Journal of Applied Psychology*, 81, 123-133.
- Leedy, P. D., & Ormrod, J. E. (2005). *Practical research: Planning and design* (8th ed.).

 New Jersey: Pearson Educational International and Prentice Hall.
- Leung. M., Zhang H., & Skitmore, M. (2008). Effects of organizational supports on the stress of construction estimation participants. *Construction Engineering and Management*, 134(2), 84-93.
- Li, S., Li, X., & Shi, K. (2010). The influence of procedure justice on work engagement:

 The mediating role of organizational commitment Web society (SWS), 2nd

 Symposium on Conference Proceedings, Beijing, China, 632-636.
- Lin, L., Oi-ling, S., Kan, S., & Xin-wen, B. (2009). Challenge and hindrance job demands, job resource, and their relationships with vigor and emotional exhaustion. Paper presented at the International Conference on Management Science & Engineering, Beijing, China.

- Liu, J., & Ma, J. (2014). Dampened regulates the activating potency of bicoid and the embryonic patterning outcome in Drosophila. Retrieved from http://www.ncbi.nlm.nih.gov/pubmed/24336107
- Llorens, S., Bakker, A. B., Schaufeli, W., & Salanova, M. (2006). Testing the robustness of the job demands-resources model. *International Journal of Stress Management*, 13(3), 378-391.
- Locke, E.A. (1976). The nature and causes of job satisfaction. In Dunnette, M.D. (Ed.), Handbook of industrial and organizational psychology (pp. 1297-1343). Chicago, IL: Rand McNally.
- Lorente Prieto, L., Salonova-Soria, M., Martínez-Martinez, I., & Schaufeli, W. (2008). Extension of the job demands-resources model in the prediction of burnout and engagement among teachers over time. *Psicothema*, 20(3), 354-360.
- Maaniemi, J. (2013). Reflections of systemic justice? Employees' and supervisors' experiences of injustice in the performance appraisal and merit pay context.

 (Doctoral Thesis, Aalto University, 2013), Retrieved from https://aaltodoc.aalto.fi/handle/123456789/8839
- Mach, M., Dolan, S., & Tzafir, S. (2010). The differential effect of team members' truston team performance: The mediating role of team cohesion.

 *Journal of Occupational and Organizational Psychology, 83, 771-794.
- Malik, M. E., Nawab, S., Naeem, B., & Danish, R. Q. (2010). Job satisfaction and organizational commitment of university teachers inpublic sector of Pakistan. *International Journal of Business and Management*, 5(4), 17-26.

- Mangundjaya, W.H. (2012). Are organizational commitment and employee engagement important in achieving individual readiness for change? *Humanitas*, 9(2), 185-192.
- Maslach, C., & Leiter, M. P.(1997). The truth about burnout: How organizations cause personal stress and what to do about it. San Francisco: Jossey-Bass Publishers.
- Maslach, C., & Leiter, M. (2008). Early predictors of job burnout and engagement. *Journal of Applied Psychology*, 93(3), 498-512.
- Maslach, C., Schaufeli, W.B., & Leiter, M. P. (2001). Job burnout. *Annual Review of Psychology*, 52, 397-422.
- Maslow, A. H. (1987). *Motivation and personality* (3rd ed.). New York: Addison Wesley.
- Mauno, S., Kinnunen, U., & Ruokolainen, M. (2007). Job demands and resources as antecedents of work engagement: A longitudinal study. *Journal of Vocational Behavior*, 70(1), 149-171.
- Mauss, M. (1954). The gift: Forms and functions of exchange in archaic societies. New York: Norton
- May, D., Gilson, R., & Harter, L. (2004). The psychological conditions of meaningfulness, safety and availability and the engagement of the human spirit at work. *Journal of Occupational and Organizational Psychology*, 77, 11-37.
- Mayer, R. C., Davis, J. H., & Schoorman, F. D. (1995). An integrative model of organizational trust. *Academy of Management Review*, 20, 709–734.
- Mc Cauley, C. D., Ruderman, M. N., Ohlott, P. J., & Morrow, J. E. (1994). Assessing the developmental components of managerial jobs. *Journal of Applied Psychology*, 79, 544-560.

- Mc Clenahan, C. A., Giles, M. L., & Mallett, J. (2007). The importance of contextspecificity in work stress research: A test of the demand-control-support model in academics. *Work & Stress*, 21, 85-95.
- Mc Knight, D.H., & Chervany, N. L. (2001). What trust means in e-commerce customer relationships: An interdisciplinary conceptual typology. *International Journal of Electronic Commerce*, 6, 2, 35-59.
- Melchior, M. Caspi, A., Milne, B., Danese A., Poulton, R., & Moffitt, T. (2007). Work stress precipitates depression and anxiety in young, working women and men. *Psychological Medicine*, *37*(8), 1119-1129.
- Mertler, C. A. (2002). Job satisfaction and perception of motivation among middle school and high school teachers. *American Secondary Education*. *EBSCO*, *31*(1), 43-53.
- Metcalf, H., Rolfe, P., & Weale, M. (2005). Recruitment and retention of academic staff in higher education. UK: National Institute of Economic and Social Research.
- Ministry of higher education and scientific research (MoHESR) Jordan. (2011).

 Jordanian higher education sector. Retrieved from http://www.mohe.gov.jo
- Mintu-Wimsatt, A., Garcia, R., & Calantone, R. (2005). Risk, trust and the problem solving approach: A cross cultural negotiation study. *Journal of Marketing Theory and Practice*, 13(1), 52-61.
- Moorman, R. H. (1993). The influence of cognitive and affective based job satisfaction measures on the relationship between satisfaction and organizational citizenship behavior. *Human Relations*, 46, 759-776.

- Murphy, G., Athanasou, J., & King, N. (2002). Job satisfaction and organizational citizenship behaviour: A study of Australian human-service professionals. *Journal of Managerial Psychology*, 17(4), 287-297.
- Mustapha, N., & Ghee Y., G. (2013). Examining faculty workload as antecedent of job satisfaction among academic staff of higher public education in Kelantan, Malaysia. *Business and Management Horizons*, 1(1), 10-16.
- Nadim, Z., S. (2013). The relationship between work engagement and job resources: An empirical study. *International Journal of Applied Research in Business Administration and Economics*, 2(1), 1-10.
- Nahrgang, J. D., Morgeson, F. P., & Hofmann, D. A. (2011). Safety at work: A metaanalytic investigation of the link between job demands, job resources, burnout, engagement, and safety outcomes. *Journal of Applied Psychology*, 96 (1), 71-94.
- Nguyen, A. N., Taylor, J., & Bradley, S. (2003). Relative pay and job satisfaction: Some new evidence, working paper 045, Department of Economics, Lancaster University Management School. Retrieved from http://mpra.ub.uni-muenchen.de/1382/1/MPRA_paper_1382.pdf
- O'Brien, R. C. (2001). *Trust: Releasing the energy to succeed*. Wiley, Chichester: Jossey-Bass.
- Olugbenga, J. L., Bello, Z. A., & Comfort, O. A. (2011). Nigerian agriculture workers' outcomes from perceived organizational support and protestant work ethics: Job satisfaction as a mediator. *South Africa Journal of Industrial Psychology*, *37*(1), 1-8.

- Omolayo, B. O., & Omole, O. C. (2013). Influence of mental workload on job performance. *International Journal of Humanities and Social Science*, *3*(15), 238-246.
- Oppenheim, A. N. (2000). Questionnaire design, interviewing and attitude measurement: (New ed.). London: Continuum.
- Orgambídez-Ramos, A., Borrego-Alés, Y., & Mendoza-Sierra, I. (2014). Role stress and work engagement as antecedents of job satisfaction in Spanish workers. *Journal of Industrial Engineering and Management*, 7(1), 360-372.
- Otken, A. B., & Cenkci, T. (2011). The impact of paternalistic leadership on ethical climate: the moderating role of trust in leader. *Journal of Business Ethics*, 108(4), 525-536.
- Pallant, J. (2011). SPSS Survival Manual: A step-by-step guide to data analysis using spss for windows (Version 19) (4th ed.). Australia: Allan &Unwin.
- Pallant, J., & Manual, S. S. (2001). A step by step guide to data analysis using spss for windows version 15. Philadelphia: Open University Press.
- Pearson, C. A. L., & Chong, J. (1997). Contributions of job content and social information on organizational commitment and job satisfaction: An exploration in a Malaysian nursing context. *Journal of Occupational and Organizational Psychology*, 70, 357-379.
- Perera, G. D. N., Khatibi, A., Navaratna, N., & Chinna, K. (2014). Job satisfaction and job performance among factory employees in apparel sector. *Asian Journal of Management Sciences & Education*, *3*(1), 96-104.

- Pienaar, J., Sieberhagen, C. F., & Mostert, K. (2007). Investigating turnover intentions by role overload, job satisfaction and social support moderation. *South African Journal of Industrial and Organizational Psychology*, 33(2), 62-67.
- Podsakoff, N.P., LePine, J.A., & LePine, M.A. (2007). Differential challenge stressor-hindrance stressor relationships with job attitudes, turnover intentions, turnover and withdrawal behavior: A meta-analysis. *Journal of Applied Psychology*, 92, 438–454.
- Qureshi, M. I., Jamil, Iftikhar, M., Arif, S., Lodhi, S., Naseem, I., & Zaman, K. (2012). Job stress, workload, environment and employees turnover intentions: Destiny or choice. *Archives Des Sciences*, 66(8), 230-241.
- Rad, A. M. M., & Yarmohammadian, M. H. (2006). A study of relationship between managers' leadership style and employees' job satisfaction. *Leadership in Health Service*, 19(2), 11-28.
- Ram, D. P., & Prabhakar, D. G. V. (2011). An enquiry into the mediatory role of employee engagement: Evidence from the hotel industry in Jordan. *Far East Journal of Psychology and Business*, 5(5), 41-59.
- Rayton, B. A., & Yalabik, Z. Y. (2014). Work engagement, psychological contract breach and job satisfaction. *The International Journal of Human Resource Management*, 25(17), 2382-2400.
- Rea, J. (2011). Australia's national tertiary education union. Retrieved from http://www.rsc.org/chemistryworld/News/2011/October/06101104.asp
- Reina, D., & Reina, M. (1999). Trust and betrayal in the workplace: Building effective relationships in your organization. San Francisco, CA: Berrett-Koehler.

- Richman, A. (2006). Everyone wants an engaged workforce how can you create it?. *Workspan*, 49(1), 36-39.
- Roberts, D. R., & Davenport, T. O. (2002). Job engagement: Why it's important and how to improve it. *Employment Relations Today*, 21-29.
- Rothman, S., & Baumann, C. (2014). Employee engagement: The effects of work-home-work interaction and psychological conditions. *South African Journal of Economic and Management Sciences*, 17(4), 515-530.
- Rothmann, S., & Jordaan, G. (2006). Job demands, job resources and work engagement of academic staff in South African higher education institutions. *Journal of Industrial Psychology*, 32(4), 87-96.
- Rothmann, S., & Joubert, J. (2007). Job demands, job resources, burnout and work engagement of managers at a platinum mine in the North West Province. *South African Journal of Business Management*, 38(3), 49-61.
- Rotter, J. B. (1967). A new scale for the measurement of interpersonal trust. *Journal of Personality*, 35, 651-665.
- Rotter, J. B. (1980). Interpersonal trust, trustworthiness and gullibility. *American Psychologist*, 35, 1-7.
- Ryan, R. M., & Deci, E. L. (2000). Intrinsic and extrinsic motivations: Classic definitions and new directions. *Contemporary Educational Psychology*, 25(1), 54-67.
- Saks, A. M. (2006). Antecedents and consequences of employee engagement. *Journal of Managerial Psychology*, 21(7), 600-619.

- Salanova, M., Agut, S., & Peiro, J. M. (2005). Linking organizational resources and work engagement to employee performance and customer loyalty: The mediation of service climate. *Journal of Applied Psychology*, 90(6), 12-17.
- Salmela-Aro, K., Tolvanen, A., & Nurmi, J. E. (2009). Achievement strategies during university studies predict early career burnout and engagement. *Journal of Vocational Behavior*, 75(2), 162-172.
- Saunders, M., Lewis, P., & Thornhill, A. (2009). *Research methods for business students* (5th ed.). England: Pearson Education Limited.
- Schaufeli, W, B., & Bakkar, A., B. (2004). Job demands, job resources, and their relationship with burnout and engagement: A multi-sample study. *Journal of Organizational Behavior*, 25, 293-315.
- Schaufeli, W. B., Bakker, A. B., & Salanova, M. (2006). The measurement of work engagement with a short questionnaire: A cross-national study. *Educational and Psychological Measurement*, 66(4), 701-716.
- Schaufeli, W. B., Bakker, A. B., & Van Rhenen, W. (2009). How changes in job demands and resources predict burnout, work engagement, and sickness absenteeism. *Journal of Organizational Behavior*, 30(7), 893-917.
- Schaufeli, W. B., Martinez, I. M., Pinto, A. M., Salanova, M., & Bakker, A. B. (2002).

 Burnout and engagement in university students: A cross-national study. *Journal of Cross-Cultural Psychology*, 33(5), 464-481.
- Schaufeli, W. B., Salanova, M., Gonzalellez-Roma, V., & Bakker, A. B. (2002) The measurement of engagement and burnout: A two sample confirmatory factor analytic approach. *Journal of Happiness Studies*, *3*, 71-92.

- Schaufeli, W. B., Taris, T. W., & Van Rhenen, W. (2008). Workaholism, burnout, and engagement: Three of a kind or three different kinds of employee well-being? *Applied Psychology: An International Review, 57*, 173-203.
- Schaufeli, W.B., & Bakker, A.B. (2003). *UWES-utrecht work engagement scale: Test manual*. Department of Psychology, Utrecht University.
- Shaufeli, W.B., & Salanova, M. (2007). Work engagement. *Managing Social and Ethical Issues in Organizations*, 135-177.
- Schriesheim, C. A., Powers, K. J., Scandura, T. A., Gardiner, C. C., & Lankau, M. J. (1993). Improving construct measurement in management research: Comments and a quantitative approach for assessing the theoretical content adequacy of paper-and-pencil survey-type instruments. *Journal of Management*, 19, 385-417,
- Sekaran, U. (2000). Research methods for business: New York: John Wiley & Sons, Inc.
- Sekaran, U. (2003). *Research methods for business: A skill building approach* (4th ed.). New York: John Wiley and Sons.
- Shahzad, K., Mumtaz, H., Hayat, K., & Khan, M. A. (2010). Faculty workload, compensation management and academic quality in higher education of Pakistan:

 Mediating role of job satisfaction. *European Journal of Economics, Finance and Administrative Sciences*, 27, 111-119.
- Sharma, G. M., & Azmi, F. T. (2012). Job Satisfaction as a mediator in the relationship between job factors and organizational commitment: A study of b-school teachers

 *Institute of Management Studies-Manthan, 7(2), 75-86.
- Shirom, A., Melamed, S., Rogowski, O., Shapira, I., & Berliner, S. (2009). Workload, control, and social support effects on blood lipids: A longitudinal study among

- apparently healthy employed adults. *Journal of Occupational Health Psychology*, 14(4), 349-365.
- Shirom, A., Toker, S., Alkaly, Y., Jacobson, O., & Balicer, R. (2011). Work-based predictors of mortality: A 20-year follow-up of healthy employees. *Journal of the Division of Health Psychology American Psychological Association*, 30(3) 268-275.
- Shockley-Zalabak, P., Ellis, K., & Winograd, G. (2000). Organizational trust: What it means, why it matters. *Organization Development Journal*, 18(4), 35-48.
- Shuck, M. B. (2010). Employee engagement: An examination of antecedent and outcome variables (Doctoral thesis, Florida International University, 2010). Retrieved from
 - http://digitalcommons.fiu.edu/cgi/viewcontent.cgi?article=1284&context=etd
- Sims, H. P., Jr., Szilagyi, A. D., & Keller, R. T. (1976). The measurement of job characteristics. *Academy of Management Journal*, 195-212.
- Singh, A. L., Tiwari, T., & Singh, I., L. (2010). Performance feedback, mental workload and monitoring efficiency. *Journal of the Indian Academy of Applied Psychology*, 36(1), 151-158.
- Singh, S., N., & Bush, R. F. (1998). Research burnout in tenured marketing professors:

 An empirical investigation. *Journal of Marketing Education*, 20(1), 4-16.
- Skaalvik, E. M., & Skaalvik, S. (2010). Teacher self-efficacy and teacher burnout: A study of relations. *Teaching and Teacher Education*, 26(4), 1059-1069.

- Slåtten, T., & Mehmetoglu, M. (2011). Antecedents and effects of engaged frontline employees: A study from the hospitality industry. *Managing Service Quality*, 21(1), 88-107.
- Sonnentag, S. (2003). Recovery, work engagement, and proactive behavior: A new look at the interface between nonwork and work. *Journal of Applied Psychology*, 88, 518-528.
- Sonnentag, S., & Frese, M. (2009). Dynamic performance. In S. W. J. Kozlowski (Ed.), Handbook of industrial and organizational psychologie; A volume in the library of psychology. Oxford University Press.
- Spector, P. E. (1997). *Job satisfaction: Application, assessment, causes and consequences*. Thousand Oaks, CA, Sage Publications, Inc.
- Srivastava, S. (2013). Job satisfaction and organizational commitment relationship: Effect of personality variables. *The Journal of Business Perspective*, 17(2) 159-167
- Ssesanga, K., & Garrett, R. M. (2005). Job satisfaction of university academics: Perspectives from Uganda. *Higher Education Journal*, 50(1), 33-56.
- Stander, M.W., & Rothmann, S. (2010). Psychological empowerment, job insecurity, and employee engagement. *South African Journal of Industrial Psychology*, 36(1), 1-8.
- Steenland, K., Johnson, J., & Nowlin, S. (1997). A follow-up study of job strain and heart disease among males in the NHANES1 population. *American Journal of Industrial Medicine*, 31, 256-260.

- Strom, D. L., Sears, K. L., & Kelly, K. M. (2013). Work Engagement: The roles of organizational justice and leadership style in predicting engagement among employees. *Journal of Leadership & Organizational Studies*, 10(20), 1-12.
- Suharti, L., & Suliyanto, D. (2012). The effects of organizational culture and leadership style toward employee engagement and their impacts toward employee loyalty. *World Review of Business Research*, 2(5), 128-139.
- Susanj, Z., & Jakopec, A. (2012). Fairness perception and job satisfaction as mediators of relationship between leadership style and organizational commitment. *Journal of Psychological Topics*, 21(3), 509-526.
- Taber, T. D., & Alliger, G. M., (1995). A task-level assessment of job satisfaction. *Journal of Organizational Behavior*, 16(2), 101-121.
- Taipale, S., Selander, K., Anttila, T., & Nätti, J. (2011). Work engagement in eight European countries: The role of job demands, autonomy, and social support.

 International Journal of Sociology and Social Policy, 31(7/8), 486-504.
- Tanner, B. M., Jr. (2007). An analysis of the relationships among job satisfaction, organizational trust, and organizational commitment in an acute care hospital. (Doctoral thesis, Saybrook University, 2007). Retrieved from http://gradworks.umi.com/3266765.pdf
- Taris, T.W., & Feij, J. A. (2004). Learning and strain among newcomers: A three-wave study on the effects of job demands and job control. *Journal of Psychology*, 138, 543-63.
- Taylor, A. M. (2012). Cultivating an engaged workforce: The roles of leader personality, motivation, and leadership style. (Doctoral Thesis, University of South Florida,

2012). Retrieved from http://scholarcommons.usf.edu/cgi/viewcontent.cgi?article=5433&context=etd

- Tims, M., Bakker, A. B., & Xanthopoulou, D. (2011). Do transformational leaders enhance their followers' daily work engagement? *The Leadership Quarterly Journal*, 22(1), 121-131.
- Tomic, M., & Tomic, E. (2011). Existential fulfillment, workload and work engagement among nurses. *Journal of Research in Nursing*, *16*(5), 468-479.
- Tomlinson, E.C., & Mayer. R.C. (2009). The role of causal attribution dimensions in trust repair. *The Academy of Management Review*, *34*(1), 85-104.
- Tyler, T. R., & Wakslak, C. J. (2004). Profiling and police legitimacy: Procedural justice, attributions of motive, and acceptance of police authority. *Criminology* 42(2), 253-281.
- Tyler, T.R. (2003). Trust within organization. *Personnel Review*, 32(5), 556-568.
- Tzafrir, S. S., & Dolan, S.. L. (2004). Trust me: A scale for measuring manageremployee trust. *Management Research*, 2(2), 115-32.
- Ugwu, F.O., Onyishi, I. E., & Tyoyima, W. A. (2013). Exploring the relationship between academic burnout, self-efficacy and academic engagement among Nigerian college students. *The African Symposium*, 13(2), 37-45.
- Ünüvar, T.G. (2006). An integrative model of job characteristics, job satisfaction, organizational commitment, and organizational citizenship behavior. (Unpublished Dissertation), The Graduate School of Social Sciences of Middle East Technical University, Turkey.

- Van den Broeck, A., Vansteenkiste, M., De Witte, H., & Lens, W. (2008). Explaining the relationships between job characteristics, burnout, and engagement: The role of basic psychological need satisfaction. *Work & Stress*, 22(3), 277-294.
- Van Doornen, L. J. P., Houtveen, J. H., Langelaan, S., Bakker, A. B., van Rhenen, W., & Schaufeli, W. B. (2009). Burnout versus work engagement in their effects on 24-hour ambulatory monitored cardiac autonomic function. *Stress and Health*, 25(4), 323-331.
- Van Dyne, L., VandeWalle, D., Kostova, T., Latham, M.E., & Cummings, L.L. (2000). Collectivism, propensity to trust, and self-esteem as predictors of organizational citizenship in a non-work setting. *Journal of Organizational Behavior*, 21, 3-23.
- Van Wyk, R., & Adonisi, M. (2008). The role that entrepreneurial characteristics play in predicting job satisfaction. *South African Journal of Economic and Management Sciences*, 11(4), 391-407.
- Vigoda-Gadot, E., & Talmud, I. (2010). Internal politics in academia: theoretical and empirical analysis of its relationship with social capital and job performance. *Journal of Applied Social Psychology*, 40(11), 2829-2861.
- Vineburgh, J. H. (2010). A study of organizational trust and related variables among faculty members at HBCUs. (Doctoral Thesis, university of Iowa) Retrieved from http://ir.uiowa.edu/etd/614/
- Visser, D., & Coetzee, S. (2005). Affective-cognitive consistency of attitude as a moderator of the job satisfaction-performance relationship. *South African Journal of Industrial Psychology*, 31(3), 62-69.

- Wang, D., & Hsieh, C. (2013). The effect of authentic leadership on employee trust and employee engagement. *Social Behavior and Personality*, 41(4), 613-624.
- Wang, S., & Huff, L. C. (2007). Explaining buyers' responses to sellers' violation of trust. *European Journal of Marketing*, 41(9/10), 1033-1052.
- Waqas Raja, M. (2012). Does transformational leadership leads to higher employee work engagement. A study of Pakistani service sector firms. *International Journal of Academic Research*, 2(1), 1-10.
- Weigl, M., Hornung, S., Parker, S. K., Petru, R., Glaser, J., & Angerer, P. (2010). Work engagement accumulation of task, social, personal resources: A three-wave structural equation model. *Journal of Vocational Behavior*, 77(1), 140-153.
- Weiner, B. (1980). Human motivation. New York: Holt, Rinehart & Winston.
- Weiner, B. (1992). *Human motivation: Metaphors, theories, and research*. Newbury Park, CA: Sage.
- Weiss, D.J., Dawis, R.V., England, G.W., & Lofquist, L.H. (1967). *Manual for the Minnesota satisfaction questionnaire*. Minneapolis: University of Minnesota.
- Winefield, A.H., Boyd, C., Saebel, J., & Pignata, S. (2008). *Job stress in university staff:*An Australian research study. Bowen Hills, Quensland: Australian Academic Press.
- Winefield, A.H., Gillespie, N.A., Stough, C., Dua, J., Hapuarachchi, J., & Boyd, C. (2003). Occupational stress in Australian university staff: Results from national survey. *International Journal of Stress Management*, 10, 51-63.

- Winter, R., Taylor, T., & Sarros, J. (2000). Trouble at Mill: Quality of academic worklife issues within a comprehensive Australian university. *Studies in Higher Education*, 25, 279-294.
- Xanthopoulou, D., Bakker, A. B., Demerouti, E., & Schaufeli, W. B. (2009). Reciprocal relationships between job resources, personal resources, and work engagement. *Journal of Vocational Behavior*, 74(3), 235-244.
- Xanthopoulou, D., Bakker, A. B., Demerouti, E., & Schaufeli, W. B. (2007). The role of personal resources in the job demands-resources model. *International Journal of Stress Management*, 14, 121-141.
- Xu, J., & Thomas, H. C. (2011). How can leaders achieve high employee engagement?

 Leadership & Organization Development Journal, 32(4), 399-416.
- Yang, M. L. (2012). Transformational leadership and Taiwanese public relations practitioners' job satisfaction and organizational commitment. *Social Behavior and Personality*, 40(1), 31-46
- Yin, R. K. (1994). *Case study research* (5th ed.), Thousand Oaks, CA: Sage Publication, Inc.
- Yousef, D. A. (2002). Job satisfaction as a mediator of the relationship between role stressors and organizational commitment. *Journal of Managerial Psychology*, 17(4), 250-266.
- Zaheer, A., McEvily, B., & Perrone, V. (1998). Does trust matter? Exploring the effects of interorganizational and interpersonal trust on performance. *Organization science*, 141-159.

- Zainudin, A., Junaidah, H. A., & Nazmi, M. Z. (2010). Modeling job satisfaction and work commitment among lecturers: A case of UiTM Kelantan. *Journal of Statistical Modeling and Analytics*, *1*(2), 45-59.
- Zaltman, G., & Moorman, C. (1988). The importance of personal trust in the use of research. *Journal of Advertising Research*, 28, 16-24.
- Zand, D. E. (1972). Trust and managerial problem solving. *Administrative Science Quarterly*, 229-239.
- Zapf, D., Knorz, C., & Kulla, M. (1996). On the relationship between mobbing factors, and job content, social work environment, and health outcomes. *European Journal of Work and Organizational Psychology*, 5(2), 215-237.
- Zhao, X., Lynch, J. J. G., & Chen, Q. (2010). Reconsidering Baron and Kenny: Myths and truths about mediation analysis. *Journal of Consumer Research*, 37, 197-206.
- Zikmund, W. G. (2003). *Business research methods* (7th ed.). Cincinnati, Ohio: Thomson/South-Western.