



Cornell University  
ILR School

Cornell University ILR School  
**DigitalCommons@ILR**

---

CAHRS Working Paper Series

Center for Advanced Human Resource Studies  
(CAHRS)

---

10-1-1990

## Job Satisfaction as a Reflection of Disposition: A Multiple Source Casual Analysis

Timothy A. Judge  
*Cornell University*

Charles L. Hulin  
*University of Illinois at Urbana-Champaign*

Follow this and additional works at: <https://digitalcommons.ilr.cornell.edu/cahrswp>

 Part of the [Human Resources Management Commons](#)

Thank you for downloading an article from DigitalCommons@ILR.

**Support this valuable resource today!**

---

This Article is brought to you for free and open access by the Center for Advanced Human Resource Studies (CAHRS) at DigitalCommons@ILR. It has been accepted for inclusion in CAHRS Working Paper Series by an authorized administrator of DigitalCommons@ILR. For more information, please contact [catherwood-dig@cornell.edu](mailto:catherwood-dig@cornell.edu).

If you have a disability and are having trouble accessing information on this website or need materials in an alternate format, contact [web-accessibility@cornell.edu](mailto:web-accessibility@cornell.edu) for assistance.

---

# Job Satisfaction as a Reflection of Disposition: A Multiple Source Casual Analysis

## Abstract

Dispositional sources of job satisfaction have been the subject of recent research in the organizational sciences. Problems in much of this research, which limit the conclusions one can draw from the results, are discussed. This study makes a distinction between affective disposition, defined as the tendency to respond generally to the environment in an affect-based manner, and subjective well-being, the level of overall happiness and satisfaction an individual has with his or her life. Affective disposition was hypothesized to lead to subjective well-being, and subjective well-being and job satisfaction were hypothesized to be mutually causative. A causal model was tested employing two different sources of data: self-reports and "significant other" evaluations. This triangulation of sources of data and estimation of nonrecursive relationships removes some problems often assumed to plague results based on single source data. Results indicated support for the overall hypothesized causal model and supported a dispositional influence on job attitudes. The influences are more complex than past research has suggested.

## Keywords

CAHRS, ILR, center, human resource, job, worker, advanced, labor market, satisfaction, employee, work, manage, management, training, HRM, employ, model, industrial relations, labor market, job satisfaction, job performance, productivity, measurement

## Disciplines

Human Resources Management

## Comments

### Suggested Citation

Judge, T. A., & Hulin, C. L. (1990). *Job satisfaction as a reflection of disposition: A multiple source casual analysis* (CAHRS Working Paper #90-22). Ithaca, NY: Cornell University, School of Industrial and Labor Relations, Center for Advanced Human Resource Studies.

<http://digitalcommons.ilr.cornell.edu/cahrswp/387>

JOB SATISFACTION AS A REFLECTION OF  
DISPOSITION: A MULTIPLE SOURCE CASUAL ANALYSIS

Timothy A. Judge  
Cornell University

Charles L. Hulin  
University of Illinois at Urbana-Champaign

Working Paper 90-22

Center for Advanced Human Resource Studies  
New York State School of Industrial and Labor Relations  
Cornell University  
388 Ives Hall  
Ithaca, New York 14850-0952  
(607) 255-2740

This paper has not undergone formal review or approval of the faculty of the ILR School. It is intended to make results of Center research, conferences, and projects available to others interested in human resource management in preliminary form to encourage discussion and suggestions.

**Abstract**

Dispositional sources of job satisfaction have been the subject of recent research in the organizational sciences. Problems in much of this research, which limit the conclusions one can draw from the results, are discussed. This study makes a distinction between affective disposition, defined as the tendency to respond generally to the environment in an affect-based manner, and subjective well-being, the level of overall happiness and satisfaction an individual has with his or her life. Affective disposition was hypothesized to lead to subjective well-being, and subjective well-being and job satisfaction were hypothesized to be mutually causative. A causal model was tested employing two different sources of data: self-reports and "significant other" evaluations. This triangulation of sources of data and estimation of nonrecursive relationships removes some problems often assumed to plague results based on single source data. Results indicated support for the overall hypothesized causal model and supported a dispositional influence on job attitudes. The influences are more complex than past research has suggested.

### JOB SATISFACTION AS A REFLECTION OF DISPOSITION: A MULTIPLE SOURCE CAUSAL ANALYSIS

Empirical results of investigations linking personality variables to organizationally relevant attitudes and behavior have been, for the most part, disappointing (Bernardin, 1977; Guion & Gottier, 1965; Salancik & Pfeffer, 1978; Schmitt, Gooding, Noe, & Kirsch, 1984; Weiss & Adler, 1984; White, 1978). This accumulation of modest results in the organizational literature has paralleled research in the personality literature as a whole. Criticisms of the trait approach began with Mischel (1968), which led to a decline in theories of the structure and effect of personality (Epstein, 1977; Rorer & Widiger, 1983). What has ensued have been many empirical studies linking traits to outcomes, with often only tangential relations to a well-developed theoretical framework. The disarray in personality research (Rorer & Widiger, 1983) is reflected in organizational personality research, where specific personality attributes often seem to be included as an afterthought (Weiss & Adler, 1984) with little regard for theory.

Recently, a dispositional emphasis, suggesting that general affective states influence job satisfaction, has rekindled interest in the effects of personality in organizations and has offered a unifying theoretical framework for this specific area. Most existing theories of job affect generally view job satisfaction as a phenomenon with exogenous sources (Staw & Ross, 1985; Staw, Bell, & Clausen, 1986) or a person/work role interaction (Locke, 1976; Smith, Kendall, & Hulin, 1969). Where individual differences have been considered, they are often limited to the theoretically sterile need approaches and usually play an ancillary role in the models.

Numerous studies have correlated job satisfaction with scores on personality scales (Locke, 1976). However, these studies have added little to fundamental theoretical development in job satisfaction (Weiss & Adler, 1984). The dispositional approach adds a potentially important element to theoretical developments regarding job attitudes by including relevant personality constructs as the focus of the research. However, the approach has also found its critics (Davis-Blake & Pfeffer, 1989; Gerhart, 1987, 1990). These critics have expressed serious doubts about the empirical and practical significance of dispositional effects based on what they see as shortcomings in past dispositional research.

The purpose of this study is to address issues related to the definition and measurement of disposition, and to assess causal relationships between affective disposition and other important constructs based on specific hypotheses derived from existing theories. Affective disposition and subjective well-being are argued to be separate constructs, and are linked in a causal framework that includes job satisfaction. These constructs are assessed by multiple measures to generate more reliable estimates. Two sources of data are used to reduce problems caused by common source and method variance. This test of the usefulness of affective disposition as an antecedent of subjective well-being, and subjective well-being and job affect as reciprocally related, should add to our understanding of the role of affective disposition in the formulation of job satisfaction, as well as clarify what is meant by the terms and other, closely related, constructs.

### Past Dispositional Research

Previous studies of disposition and job affect (Arvey, Bouchard, Segal, & Abraham, 1989; Gerhart, 1987; Levin & Stokes, 1989; Pulakos & Schmitt, 1983; Staw & Ross, 1985; Staw et al., 1986; Weitz, 1952) have found sources of variation in job satisfaction that could be interpreted as dispositional effects. Individuals appear, to some degree, predisposed to respond to the job and other environmental characteristics in an affect-based manner; these dispositions to respond are often reflected in their job satisfaction. The evidence also indicates that these predispositions may be relatively stable over time (Staw et al., 1986). The potential contributions of these studies to job attitude models and theories should not be minimized.

Davis-Blake and Pfeffer (1989) and Gerhart (1987) have criticized dispositional research on several grounds. Perhaps their most serious charge is the lack of controls in past research that are necessary to rule out alternative explanations of the results. For example, Staw and Ross (1985), in investigating past job satisfaction versus situational variables for predicting present job satisfaction, made the assumption that pay, status, occupation, and complexity represent the entirety of situational influences on job satisfaction. Weitz (1952), in correlating affective reactions to a list of items common to everyday life with job satisfaction, confounded

socioeconomic status with affective disposition by including items relating to socioeconomic status in his survey (e.g., housing, area of city, etc.). Socioeconomic status is related to job quality and, hence, job affect. Pulakos and Schmitt (1983) failed to control for job quality in investigating the relationship between expectation of being satisfied and actual job satisfaction. This leaves open the possibility that highly qualified individuals expected, and subsequently received, better jobs, thus leading to higher satisfaction--regardless of their dispositional tendencies (Gerhart, 1987). Staw et al. (1986), in their study of the degree to which affective disposition in early life predicted job satisfaction later in life, inappropriately factor analyzed Q-sort data (Judge, 1990). As Gerhart (1987) has noted, limited control for situational variables, the small sample size, and moderate correlations also may limit generalizability of Staw et al.'s (1986) results. Levin and Stokes (1989) failed to separate the multiple causal paths between perceptions of task characteristics, task satisfaction, and negative affectivity, making any causal interpretation questionable. Arvey et al. (1989), using monozygotic twins reared apart, found what they identified as a genetic source of job satisfaction. Cropanzano and James (1990), however, criticized numerous aspects of the methodology employed by Arvey et al. (1989).

The methodological problems in past dispositional research reviewed above constrain conclusions one can draw from these studies (Judge, 1990). Most of the flaws arose from the use of pre-existing data sets. Researchers using these data sets are required to use variables often originally designed for other uses. Only Weitz (1952) and Levin and Stokes (1989) collected data specifically designed to investigate the effect of disposition on job satisfaction. The ensuing weaknesses in operationalizing dispositional constructs threaten the validity of conclusions that can be drawn about dispositional influences.

Most dispositional research also has lacked a coherent statement of theory about what these dispositions are. Staw and Ross (1985) seemed comfortable with this ambiguity when they used the terms dispositions, traits, and personality synonymously. None of the dispositional studies have offered a formal definition of disposition, delineated a theory, or provided evidence about the causal nature of disposition. We do not know if affective disposition directly

influences job satisfaction, or if there are mediating variables. Research on dispositional effects on job satisfaction has often been limited to indirect evidence of a trait by showing affective consistency across jobs and time (Gerhart, 1987; Staw & Ross, 1985). Affective consistency across time may be due to a number of factors and represents but one way of studying dispositional effects on job attitudes.

Finally, disposition is not the only influence on job attitudes. In order to estimate the effect of disposition when other influences on job satisfaction are controlled, Davis-Blake and Pfeffer (1989) suggest, "Dispositional research should be based on a model of job attitudes and behavior that includes both dispositional and nondispositional sources (p. 26)." This strategy would tell us if the dispositional approach should be integrated into other theories of job satisfaction, or if it is a unique, competing model.

#### The Concepts of Disposition and Subjective Well-being

The operational definition of affective disposition used in this research is the tendency to respond to classes of environmental stimuli in a predetermined, affect-based manner. This definition is less restrictive than a personological definition that views disposition strictly as a trait, and removes some ambiguity present in past dispositional research by making a distinction between the disposition toward affect and affect actually experienced. It further allows us to separate inferences about the existence of disposition from inferences about the effects of such dispositions. It is important to note that dispositional tendency as defined here is affective. To refer to the tendency to be job (dis)satisfied as simply disposition is imprecise. There may be personological dispositions (e.g., honest, choleric, loquacious) that are unrelated to job affect. The disposition to be satisfied, in life or on the job, is an affective disposition.

Dispositional researchers have often used general affect or negative affectivity (Watson & Clark, 1984) as the measure of disposition (Brief, Burke, George, Robinson, & Webster, 1988; George, 1989; Levin & Stokes, 1989). This emphasis on realized or experienced affect rather than a disposition toward affect may cause interpretational problems. The tendency to respond to the environment in an affect-based manner (affective disposition) is not the same as how



happy an individual is or is not (as measured by positive/negative affect or subjective well-being). Dispositional tendencies may be thwarted or enhanced by numerous factors in the environment. Therefore, negative affectivity may not be a sufficient measurement or conceptualization of affective disposition.

There is some controversy regarding negative affectivity in the personality literature. The independence between positive and negative affect has been found to depend on several study and measurement issues (Chamberlain, 1988; Diener, 1990). Diener (1990) has concluded, "There is not replicable evidence across samples and methods that positive and negative affect are completely unrelated (pg. 14)." A related construct from the personality literature, subjective well-being, is more general in that it allows the experience of positive and negative emotions and satisfaction levels (Diener, 1984). Thus, subjective well-being was used in the present research to reflect general life satisfaction and affect levels that may be related to both disposition and job satisfaction. Although there are important conceptual differences between positive/negative affectivity and subjective well-being (Diener, 1984), past empirical research has shown them to be closely related (Diener, 1990).

Subjective well-being is defined as an ongoing state of psychological wellness (Diener, 1984). Most research indicates that subjective well-being is a bidimensional construct consisting of life satisfaction and hedonic level (Andrews & Withey, 1976; Chamberlain, 1988; Diener, 1984). Although the differences between the two are subtle, much research suggests that life satisfaction is a result of cognitive acts weighing the components of one's life (e.g., wealth, health, family and leisure activities) to arrive at an overall judgment of satisfaction. Hedonic level, on the other hand, focuses more on an issue of overall happiness and a feeling of emotional well-being (Andrews and Withey, 1976; Diener, 1984; Diener, Emmons, Larsen, & Griffin, 1985; Pavot, Diener, Colvin, & Sandvik, 1989). Positive and negative affectivity are closely related to hedonic level, although unlike positive and negative affectivity, hedonic level does not rest on the assumption that positive and negative affect are unrelated (Diener, 1984). Diener (1990) cites considerable empirical evidence regarding the distinction between hedonic

level and life satisfaction. Second-order factor analyses, however, have found that hedonic level and life satisfaction appear to represent a general construct common to both group factors (Liang, 1985; McNeil, Stones, & Kozma, 1986). Therefore, it may be useful to collapse measures of life satisfaction and hedonic level to form an overall measure of subjective well-being.

It is important to note that subjective well-being and affective disposition are distinct constructs. How one typically affectively evaluates characteristics of one's environment (affective disposition) will not always determine how one feels about oneself (subjective well-being). The disposition toward an affect level is different from experienced affect. Some individuals are undoubtedly more (or less) subject to dispositional influences than others, depending on the other influences on subjective well-being. A person with a positive disposition may be relatively unhappy in a difficult environment but this same difficult environment may generate severe depression in one with a negative disposition. Conversely, even a person with a nasty disposition can find some degree of happiness, albeit grudgingly, in a benign environment.

#### CAUSAL MODEL

A causal model was hypothesized with interest in two constructs, affective disposition and subjective well-being, and three structural paths, affective disposition to subjective-well being, subjective well-being to job satisfaction, and job satisfaction to subjective well-being. These relations are embedded in a network of constructs, many of which have been extensively studied, to avoid omitted variable problems and biased parameter estimates (James, Mulaik, & Brett, 1982). The hypothesized structural model is displayed in Figure 1. Rectangles in the figure represent manifest or directly observed variables. Circles represent latent variables whose meaning is inferred from the covariations of its indicators. The core hypothesized links are discussed below.

-----  
 INSERT FIGURE 1 ABOUT HERE  
 -----

### Affective Disposition to Subjective Well-being

Affective disposition will be treated as an exogenous variable, because the effects, not the causes, of affective disposition are of central interest in this study. Arvey et al. (1989) have provided indirect evidence of a genetic influence on affective disposition. Staw et al. (1986) have provided evidence of early childhood influences on affective dispositions. These studies are not incompatible. It is equally important to investigate the influences of affective disposition on other variables. We hypothesize that the immediate outcome of affective disposition is not job satisfaction, but rather individuals' levels of subjective well-being (see Figure 1). Those predisposed to view their environment in a positive manner are more likely to have a sense of contentment and happiness to their lives. Also, those predisposed to be critical of life's events and stimuli are expected to be unhappy and troubled. Affective disposition is hypothesized to influence the general affective state of the individual, that is, individual's subjective well-being.

### Subjective Well-being to Job Satisfaction

A hypothesized causal link from subjective well-being to job satisfaction is included in Figure 1. The dispositional research reviewed earlier provides initial evidence supporting the influence of general affective states on job satisfaction (Arvey et al., 1989; Gerhart, 1987; Levin & Stokes, 1989; Pulakos & Schmitt, 1983; Staw & Ross, 1985; Staw et al., 1986; Weitz, 1952). Further, there is a positive relationship between life satisfaction, one of the hypothesized components of subjective well-being, and job satisfaction (see Tait, Padgett, & Baldwin, 1989).

### Job Satisfaction to Subjective Well-being

As indicated above, a significant correlation between job and life satisfaction has been consistently found. In a recent meta-analytic review, Tait, Padgett, and Baldwin (1989) found the average correlation between job and life satisfaction, corrected for measurement error, to be .44. Some researchers have interpreted this as evidence for a dispositional effect on job affect (see Staw & Ross, 1985). It is equally possible, however, that the causal direction is from job satisfaction to life satisfaction. Simple correlations hold no promise of disentangling the causality between the constructs. Estimating a nonrecursive relationship between subjective

well-being and job satisfaction may allow us to make inferences regarding the causality between the two constructs.

### Other Causal Links

Three of the more important demographic influences on subjective well-being identified in a recent review were age, race, and marital status (Diener, 1984). The majority of recent evidence suggests that subjective well-being (particularly the component due to life satisfaction) tends to increase with age (Diener, 1984) although the effects may be modest. Accordingly, it is expected that age will be positively related to subjective well-being. Perhaps because of urbanicity and lower socioeconomic status, minorities have generally been found to have lower subjective well-being than whites (Andrews & Withey, 1976; Diener, 1984). This leads to the expectation that minorities will report lower levels of subjective well-being than whites. Finally, Diener (1984) suggested that "...virtually all relationships (between marital status and subjective well-being) are positive (pg. 556)." Accordingly, it is expected that married individuals will have higher levels of subjective well-being than unmarried. Gender has been found to have little effect on subjective well-being (Diener, 1984), and therefore no effect is hypothesized. These hypothesized links are represented in Figure 1.

It is unclear what the inclusion of other relevant causes of job satisfaction will have on dispositional effects. It may be, as Davis-Blake and Pfeffer (1989) have argued, that in the presence of situational influences, any dispositional effect would be overwhelmed by the situation. For this reason, with the stipulation that variable inclusion should be based on theoretical models (James et al., 1982), Hulin, Roznowski, and Hachiya's (1985) model of job satisfaction and employee responses was used to select other influences on job satisfaction.

Hulin et al.'s (1985) heuristic model integrates several theories of job attitudes. The model proposes that job satisfaction is a function of the balance between work-role inputs, what the individual puts into the work role (e.g., training, experience, time, effort), compared to role outcomes, and what is received (e.g., pay, status, working conditions, intrinsic factors). All other

factors being equal, as outcomes received relative to inputs invested increases, work-role satisfaction is hypothesized to increase.

In the present study, education level and hours worked were selected as representations of work role inputs. Therefore, as shown in Figure 1, controlling for work-role outcomes, the more education the respondent has achieved, and the more hours worked, the lower job satisfaction is predicted to be. Wage rate and intrinsic factors were chosen as manifestations of work role outcomes, and were expected to influence job satisfaction positively.

Hulin et al. (1985) further proposed that individuals' direct and opportunity costs exert an effect on job satisfaction. In periods of labor oversupply (i.e., high unemployment), individuals will perceive their inputs as less valuable because there are others in the labor market willing to contribute their inputs, and the opportunity cost of their work role declines (i.e., current work role membership is less costly relative to other opportunities). Therefore, as unemployment rises, the subjective utility of inputs falls, reducing the perceived value of inputs relative to outcomes, thus increasing job satisfaction. The converse is also hypothesized, where low unemployment (and many alternatives) reduces job satisfaction. In Figure 1, perceived time to find a job of comparable working conditions is expected to be positively related to job satisfaction; those who believe it would take a long time to find a comparable job are more likely to be happy with what they have. For the same reason, number of perceived alternatives was expected to be negatively related to job satisfaction.

Finally, Hulin et al. (1985) have argued that an individual's frame of reference, which they define as past experience with relevant outcomes, influence how the individual perceives current outcomes received. The fewer, or less valued, the outcomes received in the past, the greater the current job satisfaction. Figure 1 shows that, as a frame of reference variable, present wage compared to past is expected to relate positively to job satisfaction.

In sum, Hulin et al.'s (1985) model predicts that an individual's inputs relative to outcomes, as well as the individual's costs and frames of reference, influence job satisfaction.

The model integrates two important statements of job satisfaction formation (March & Simon, 1958; Smith et al., 1969).

## METHOD

### Setting and Subjects

The setting for this research was a large Midwestern clinic and health maintenance organization. Subjects were sampled from 23 departments within the main clinic (e.g., pediatrics, oncology, family practice), as well as 9 branch clinics widely dispersed throughout the state. Sixty-five percent of the respondents came from the main clinic.

Subjects were registered nurses without Bachelor of Science in Nursing (45%), registered nurses with Bachelor of Science in Nursing (14%), licensed practical nurses (14%), medical office assistants (16%), and laboratory technicians or clinical specialists (11%). Education of the respondents ranged from high school diploma (11%) to master's degree (11%). The average hourly wage rate was \$9.60, with a range of \$4.15 to \$17.43. Seventy percent of the respondents were married; 58% had one or more children. Age ranged from 21 to 70 years, with an average age of 37. Average hours worked per week was 37. Professional experience ranged from newly employed to 50 years. The narrow range of race (98% white) and sex (99% female) may limit generalizability of the results to more demographically diverse samples.

### Measures

A measurement model hypothesized to account for the latent constructs is presented in Figure 2. Several aspects of the model deserve attention. Multiple measurements of each construct are used to generate more reliable estimates. In addition to self-report evaluations, individuals had a spouse or family member complete an evaluation of their affective disposition and subjective well-being (see Figure 4). This, in conjunction with self-reports, should yield a more complete estimate of respondent disposition and subjective well-being.

-----  
 INSERT FIGURE 2 ABOUT HERE  
 -----

Subjective well-being was measured with the following instruments: 1) a modified version of the Affects Balance Scale (see Diener, 1984), a list of 22 adjectives describing hedonic states (e.g., nervous, sad, elated, delighted); 2) the "percent time happy" item (Fordyce, 1977), which Diener (1984) concluded to have high predictive validity for a single-item measure of hedonic level; 3) a modified version of Underwood and Froming's (1980) measure of hedonic level. Items reported by Underwood and Froming (1980) containing poor factor loadings on a hedonic level construct were excluded; 4) the Satisfaction with Life Scale (Diener et al., 1985), a five-item measure of life satisfaction; 5) the G.M. Faces scale (Kunin, 1955), which Andrews and Withey (1976) found to be a valid measure of life satisfaction. Using all five measures of both facets of subjective well-being should yield a well-rounded measure of the construct.

Affective disposition was measured by what is termed the Neutral Objects Satisfaction Questionnaire, based on Weitz's (1952) survey. The survey measures affective disposition by assessing how satisfied the respondent is with a list of objects common to everyday life (e.g., one's telephone number, one's first name, 8 1/2" x 11" paper). Individuals highly satisfied with the objects as a whole may have a tendency to see most things (including themselves and their lives) in a favorable light. The obverse is obviously true as well. Weitz's (1952) scale was modified in several ways described by Judge (1990). Due to differences in the content of questions the Neutral Objects Satisfaction Questionnaire, items were grouped into three subscales or "parcels" on content grounds: 1) satisfaction with neutral objects, essential items (today's cars, food you buy); 2) satisfaction with neutral objects, entertainment items (movies you see, local newspapers); 3) satisfaction with truly neutral objects common to everyday life (your telephone number, 8 1/2" x 11" paper). These subscales were hypothesized to load on an underlying construct representing affective disposition, as shown in Figure 2. Weitz (1952) is the only researcher known to have used the Neutral Objects Satisfaction Questionnaire. Therefore, little is known about the validity of the instrument. If the results of the present study show a distinction between measures of affective disposition and subjective well-being, as well

as predictive validity of the construct, supporting evidence will be provided for the validity and present measurement of affective disposition.

Job satisfaction was measured by the Job Descriptive Index (JDI; Smith et al., 1969), as modified by Roznowski (1989). Overall job satisfaction is hypothesized in the measurement model in Figure 2 to be represented by five facets: pay, promotion, supervision, co-workers, and the work itself. The intercorrelations of those facets reveal a communality among the dimensions, suggesting a second-order general factor (Parsons & Hulin, 1982).

Work role inputs (education, hours worked), outcomes (pay and intrinsic factors), utility of costs (perceived market alternatives, time to find a comparable job), and frames of reference (present wage compared to past wages) from the Hulin et al. (1985) model were assessed with specific questions in the focal employee survey. The information on intrinsic job characteristics was obtained by a five-item version of the Job Diagnostic Survey (Hackman & Oldham, 1980). Although the possibility exists that assessments of intrinsic job characteristics are influenced by workers' level of job satisfaction (Hulin & Roznowski, 1985; Roberts & Glick, 1981), this may be the best information on intrinsic factors available.

### Procedure

Surveys were administered to employees on a voluntary basis during their work hours. Scheduling was coordinated by department supervisors, but was completely voluntary. Approximately 320 employees worked in the departments covered by the study. Two hundred and fifty-five signed up and completed usable surveys, representing a response rate of approximately 80% (n=255). Follow-up conversations with department supervisors suggested that those not participating were either on leave or unavailable for other reasons beyond their control. Confidentiality of individuals' responses was assured.

A "significant other" (e.g., spouse or family member) was asked to complete an evaluation of focal employee disposition and well-being. The significant other survey mirrored the self-report survey of affective disposition and subjective well-being; all disposition and subjective well-being scales in the focal employee survey were included in the significant other



survey. Upon return of a significant other survey, subjects became eligible to win one of 30 prizes of \$25 each. An inducement was considered necessary because the significant other completed the survey on his or her own time. Significant others were chosen because, other than the focal employee him or herself, it is assumed they know the focal employee better than anyone else. These dual sources of information about disposition and subjective well-being should minimize social desirability, halo, and response set tendencies (Pavot et al., 1989), and increase the relevant heterogeneity of the measures (Roznowski & Hanisch, 1990). The subjective well-being of significant others has not been shown to significantly affect their evaluations of respondents (Pavot et al., 1989). One hundred and sixty-five usable significant other surveys were returned, representing a response rate of approximately 66%. Therefore, both self-report and significant other data was available on 165 employees. No significant differences in respondent characteristics (e.g., age, race, wages) were found between those that had a significant other survey returned and those that had not.

#### Covariance Structure Model

Covariance structure models, estimated in the present study with LISREL VI (Joreskog & Sorbom, 1986), allow the joint specification and estimation of the measurement model and structural model hypothesized to account for the observed data (Long, 1983). It is essential, with both measurement and structural models, to examine first the overall fit of the models. If a model does not fit the data acceptably, the overall hypothesis that the model is an accurate representation of the data is rejected.

There are two overall models tested in this study. The first model, represented in Figures 1 and 2, is based solely on self-report data. The second model (see measurement model in Figure 4) is based on full information (self-report and significant other evaluations). The advantage of the self-report only model is the sample size available for these data ( $n=253$ ). Because of model complexity, this is an important consideration as the number of estimated parameters relative to sample size is an important determinant of convergence, standard errors,

and model fit in covariance structure models (Hayduk, 1987; Idaszak, Bottom, & Drasgow, 1988).

In contrast, the sample size for the full data model is 165, 30% less than the self-report only model. However, the advantages of multiple sources of data offset the smaller sample size. The full data model allows inferences about causal relations without complete reliance on self-report data. Comparisons of the models permit inferences about the degree to which relations are based on "true" covariance, or self-report method variance. If there is substantial convergence between the models, the findings in the structurally more complex self-report model can be assumed to represent true content relations and not method determined relations. Both models possess advantages; each was estimated independently.

The measurement and structural components of each model were estimated separately. This strategy reduces the number of parameters to be simultaneously estimated, an important consideration in estimating complex models such as those estimated in the present study (Anderson & Gerbing, 1988; Schmitt & Bedeian, 1982). Burt (1976) has also argued that simultaneous estimation results in interpretational confounding, which he defines as "the assignment of empirical meaning to an unobserved variable which is other than the meaning assigned to it by an individual a priori to estimating unknown parameters (pg. 4)." Anderson and Gerbing (1988) noted that interpretational confounding can be minimized by the two-step process of first estimating the measurement model, then estimating the structural model; no constraints are placed on structural concepts when estimating the measurement model.

The most widely used measure of fit is the chi-square ( $X^2$ ) statistic. Perhaps the most popular use of the chi-square statistic is to examine the ratio of chi-square relative to the degrees of freedom since levels of chi-square depend on the sample size (Hoetler, 1983; La Du & Tanaka, 1989; Marsh, Balla, & McDonald, 1988). Marsh and Hocevar (1985), Carmines and McIver (1981), and Hertig have (1985) suggested that a  $X^2/df$  of 2 or less suggests a good fit. This standard has subsequently been employed by recent authors (Ashforth, 1989; Brooke, Russell, & Price, 1988; Thacker, Fields, & Tetrick, 1989). Other popular fit statistics include the

goodness-of-fit index, adjusted goodness-of-fit index, root-mean-square-residual, and coefficient of determination ( $R^2$ ). These will be reported in this study. Goodness-of-fit indices above .70 usually imply adequate fits (Mumford, Weeks, Harding, & Fleishman, 1988; Thacker et al., 1989). When a correlation matrix is used as input, root-mean-square-residuals below .10 imply an adequate fit (Mumford et al., 1988; Rock, Bennett, & Jirele, 1988; Vance, MacCallum, Coover, & Hedge, 1988).

## RESULTS<sup>1</sup>

### Self-report Measurement Model

When the overall measurement model, shown in Figure 2, for affective disposition, subjective well-being, and job satisfaction was estimated, inspection of the modification indices and normalized residuals revealed a substantial improvement in fit could be obtained by allowing estimation of the covariance between the error terms of the Faces scale and the Satisfaction with Life Scale. This suggested that there is variation common to these two measures not explained by the underlying content or trait construct. It is an acceptable modification to the model given the adjustment is substantively minor (Anderson & Gerbing, 1988; Lomax, 1982; Long, 1983; Young, 1977). The specific cause of the covariance is assumed to reflect life satisfaction variance shared by the Faces and Satisfaction with Life Scale but not shared with the measures of hedonic level.

The first column in Table 1 specifies the fit statistics for the self-report measurement model. All statistics indicate that the hypothesized measurement model fits the data well. Thus, the hypothesis that the measurement model, as displayed in Figure 2, provides an adequate fit to the data is supported. Table 2 provides the parameter estimates (factor loadings) of each measure on their respective constructs for the overall measurement model. All factor loadings for affective disposition, subjective well-being and job satisfaction are significant and consistent with the model. The neutral objects subscale (e.g., 8 1/2" x 11" paper, telephone number) had

---

<sup>1</sup> The correlation matrices that served as input for LISREL, and the programs used to generate the results, are available from the first author on request.

the highest loading on the disposition construct, perhaps confirming that this scale best reflects what is common to the three scales in the questionnaire. Similarly, the work satisfaction scale loads highest on the job satisfaction factor.

-----  
 INSERT TABLES 1 AND 2 ABOUT HERE  
 -----

### Self-report Structural Model

Examination of the fit statistics provided in the second column of Table 1 reveals that the overall structural model fits the data well. The  $X^2/df$ , goodness-of-fit and adjusted goodness-of-fit indices, and root-mean-square-residual are all within the range that one would consider acceptable fits by the criteria provided earlier. However, because one model fits the data does not necessarily mean it is the correct model. Other models may fit the data equally well. Hayduk (1987) encourages testing of plausible alternative model(s). In many cases, that entails adding (or removing) causal links. This was done on different parts of the model. It is possible, for example, that the tendency to evaluate the environment based on affective disposition influences both subjective well-being and job satisfaction. Therefore, a direct link from affective disposition to job satisfaction was added to the causal model. The decrease in chi-square (0.09 with 1 df) was not significant. This suggests that, as hypothesized, affective predispositions influence job satisfaction only indirectly, mediated through subjective well-being.

Another alternative model is subjective well-being causes affective disposition which in turn causes job satisfaction. Such a model might be expected if affective predispositions resulted from current happiness rather than judgments of happiness deriving from affective disposition. For example, Bower (1981) found that individuals recall memories consistent with their current affective state, suggesting that affect (subjective well-being) leads to differing predispositions to respond to the environment.

The fit of this alternative model was tested. The obtained chi-square was 363 with 204 degrees of freedom. Although the difference in chi-square between two models cannot be tested,

one can ask if the increase in chi-square of the alternative model is of practical significance. In this case, a chi-square increase of 14 with no increase in degrees of freedom probably implies a meaningfully different (worse) fit. Therefore, this rival model as a superior or even equivalent representation of the data is rejected. Table 1 also indicates that overall a majority of the variance in the endogenous variables is being explained in the causal model. Forty-five percent of the variance in subjective well-being was explained by the hypothesized causal influences. Fifty-six of the variance in job satisfaction was explained by its hypothesized causal influences.

#### Test of Causal Links

Figure 3 shows the parameter estimates and standard errors of the structural model alongside relevant paths. The hypothesis that affective disposition has a significant effect on subjective well-being is supported. Those predisposed to view common, neutral characteristics of the environment in a favorable light are more likely to find happiness in their lives.

-----  
 INSERT FIGURE 3 ABOUT HERE  
 -----

The hypothesis that subjective well-being significantly influences job satisfaction is also supported by the data. The relatively large coefficient (.41) indicates that those happy with their lives are much more likely to be satisfied with their jobs, controlling for other factors influencing job satisfaction. The reciprocal coefficient from job satisfaction to subjective well-being (.34) is also found to be significant. Re-estimating the model constraining those coefficients to be equal allows one to test if these coefficients are significantly different. The difference in chi-square between two nested models is itself distributed as a chi-square. Therefore, if the increase in chi-square between the model constraining the parameters to be equal and the estimated model is significantly greater than zero, the hypothesis that the two parameters are equal would be rejected. Re-estimation of the model constraining the paths to be equal yielded a chi-square of 348.74 with 205 degrees of freedom. The difference in chi-square ( $348.74 - 348.52 = 0.22$ ) with 1 degree of freedom is not significant. Thus, the coefficients are not significantly different.

Subjective well-being is not a significantly better predictor of job satisfaction than job satisfaction is of subjective well-being. Thus, subjective well-being is both a significant antecedent and consequence of job satisfaction.

In order to ascertain if the effect of subjective well-being on job satisfaction was due to the present mood of the respondent (and therefore perhaps an ephemeral phenomenon), a single-item question assessing the mood of the respondent at the time of completing the survey was analyzed. When this mood variable was entered into the structural equation, the multicollinearity between subjective well-being and the mood item (their correlation was .72) prevented estimation of the structural parameters. Ordinary least squares was used as an alternative estimation strategy since maximum likelihood is very sensitive to multicollinearity (Hayduk, 1987). Introduction of the mood variable did not change the estimated subjective well-being to job satisfaction coefficient, nor its significance level. Therefore, although mood and subjective well-being are highly related, it does not appear that the influence of subjective well-being on job satisfaction is due to current mood. Subjective well-being had a significant influence on job satisfaction even controlling for the current mood of the respondent.

Figure 3 also presents results from the remaining links in the causal model. Individuals who are married, and those who are white, report significantly higher levels of subjective well-being ( $p < .10$ ). The path from age to subjective well-being was not significant. Paths from wage rate and time to find job of comparable working conditions to job satisfaction were not significant. The paths from education and perceived alternatives to job satisfaction were statistically significant, but not in the predicted direction. Because these paths were instituted as controls as part of a theoretical model, that the paths are not in the predicted direction should not endanger the validity of the core hypothesized links. They do suggest, however, revision of Hulin et al.'s (1985) model of job satisfaction in several important ways (see Judge, 1990). Finally, those who perceived many alternatives in the labor market, and worked fewer hours, were more satisfied with their jobs.

It is somewhat surprising that some of the above variables were not significant in the equation. One explanation might be that there was little variation in the nonsignificant variables. Obviously, independent variables that have very little variance themselves have less power to explain variance in the dependent variable. If there is little variance on the non-dispositional variables in the sample relative to the variance in the dispositional variables, then the relative strength of the situation might be construed as weak because there are few differences between the respondents. The situational controls would be impotent because of the range restrictions in their distributions (Cropanzano & James, 1990). Davis-Blake and Pfeffer's (1989) contention that disposition has an effect only in weak situations needs to be tested. The coefficients of variation for the non-significant variables were not smaller than the significant variables (e.g.,  $C(v)=.28$  for wage,  $C(v)=.26$  for hours worked,  $C(v)=.16$  for intrinsic factors, and  $C(v)=.22$  for subjective well-being). Nonetheless, a multi-profession/occupation sample is needed to examine the replicability of the present findings.

Present wage compared to past wage had a significant influence on job satisfaction. Individuals who report their present wage to be higher than wages they were accustomed to receiving in the past are more satisfied with their jobs. Intrinsic factors strongly influenced job satisfaction, consistent with the arguments of Hackman and Oldham (1980). Affective disposition, although exerting no direct effect on job satisfaction, does influence job satisfaction indirectly as mediated through subjective well-being. The indirect effect, .20, is statistically significant ( $p<.01$ ).

#### Full Data Measurement Model

As explained earlier, the full data model incorporates information from significant others' evaluations. Figure 4 illustrates the hypothesized measurement model. It was thought that covariation among the self reports and among the significant other reports of subjective well-being was likely to be greater than covariation between the self and significant other reports. For example, although no means were significantly different between the self-report and significant other scales, it seemed likely that when significant others evaluate respondents'

subjective well-being using one scale, similar beliefs regarding respondent subjective well-being are likely to be reflected in their responses to other scales. In recognition of differences between self and significant-other reports, a source factor was hypothesized where evaluations of the significant other loaded both on the source factor and on the subjective well-being construct. Examination of the intercorrelations between the self and significant other reports supported this belief, as the correlations among significant other scales and among self-report scales were higher (e.g., the correlation between significant others' reports of the Affects Balance Scale and the Underwood & Froming scale was .80) than between significant other and self-report scales (e.g., the correlation between significant other and self-report of the Affects Balance Scale was .47). Column 3 of Table 1 shows the fit statistics of the full data measurement model. As before, the statistics indicate that the measurement model fits the data very well.

-----  
 INSERT FIGURE 4 ABOUT HERE  
 -----

Table 2 presents the parameter estimates for the full data measurement model. The factor loadings from self-report data are very similar to the loadings estimated in the self-report only model. The loadings of the significant other scales are lower than the self-report scale loadings. However, all loadings are statistically significant. The Faces Scale-Satisfaction with Life Scale error covariance was also estimated, for the same reasoning provided for the self-report only model. That is, measures of life satisfaction will covary more among each other than between measures of hedonic level.

-----  
 INSERT TABLE 2 ABOUT HERE  
 -----

#### Full Data Structural Model

The full data structural model shown in Figure 5 differs from the self-report only structural model in Figure 1 in three respects. First, the reciprocal causal link between subjective



well-being and job satisfaction was not estimated. It was necessary to divide the reciprocal causation into two separate estimates; otherwise too many parameters relative to the 33% smaller sample size would be estimated. Standard errors of estimates often reach unacceptable magnitudes, and iterations fail to converge on a solution in such cases (Hayduk, 1987).

-----  
INSERT FIGURE 5 ABOUT HERE  
-----

For the same reason, not all covariances among the exogenous concepts were estimated as in the self-report model. This also reduces the demands on the model, as the number of parameters to be estimated was reduced by 56. Only those parameters assumed to correlate on conceptual grounds were freed. Other exogenous concepts were assumed not to be correlated with each other. For example, education and wage rate, perceived alternatives in the labor market and time to find a job of comparable working conditions, task identity and autonomy, were allowed to covary. However, because no relationship between, say, race and age, or alternatives and autonomy was expected, their covariances were not freed. Inspection of the modification indices suggested that this procedure was reasonable, as no modification index in the phi matrix was substantial (the largest was 7), as would occur if two substantially related variables were not allowed to covary.

The final difference between the self-report and full data models concerns the measurement of intrinsic factors. When the full data model was estimated using the intrinsic factors scale, the standard errors of the structural coefficients were unacceptably high. The cause may very well have been that, in addition to the smaller sample size-to-parameter ratio in the full data model, the intrinsic factors variable was relatively highly correlated with several other variables in the model. This combination is likely to lead to high standard errors (Hayduk, 1987). Upon further analysis, it was found that several components of the intrinsic factors scale (particularly feedback) were more highly related to independent variables in the job satisfaction equation than other components of the intrinsic factors scale. Therefore, two items from the

intrinsic factors scale other than feedback, task identity and autonomy, were used in the equation in place of the full intrinsic factors scale. This addition left the standard errors within the acceptable region. Use of only task identity and autonomy did not damage the explanatory power of the intrinsic facets.

Column 4 of Table 1 reveals the fit statistics of the full data model. Although some indices are better ( $X^2/df$ ) and some worse (goodness-of-fit index, root-mean-square-residual) than the self-report model, they are reasonably similar, again indicating acceptable fit. The lower goodness-of-fit and adjusted goodness-of-fit indices in the full data model are probably a function of the smaller sample size. La Du and Tanaka (1989) have shown that goodness-of-fit and adjusted goodness-of-fit indices become smaller as the sample size decreases.

The results in Figure 5 indicate that little is changed from the self-report model. The job satisfaction to subjective well-being causal link, estimated from an identical model with the exception that the subjective well-being to job satisfaction link is reversed, is shown in brackets. The job satisfaction to subjective well-being model yielded almost identical fit statistics and parameter estimates to those reported in Table 6 and Figure 5, and therefore the full set of results are not reported. Although there are some differences in the estimated structural parameters from the self-report model (e.g., education, wage rate, and hours worked in particular), the differences are not dramatic (the largest difference was .14), and in general the effects and interpretations are similar. Any differences are probably due to the introduction of new data based on a slightly different sample, and the separate estimation of the job satisfaction and subjective well-being links. As with the self-report model, the key hypothesized links were supported. Affective disposition significantly influenced individuals' levels of subjective well-being. Those with high (low) levels of subjective well-being were significantly more (less) satisfied with their job. The job satisfaction to subjective well-being coefficient was also significant. The high degree of similarity of the estimates between the self-report and full data models suggests that self-report does not artifactually inflate the results found in the self-report only model.

The magnitudes of the factor loadings of the significant others' scales on the affective disposition and subjective well-being factors, factors defined empirically and conceptually by responses of focal individuals, does not influence the results obtained. Constraining the loadings of the significant other scales at values equal to those of the self-report scales has only trivial effects on the subjective well-being to job satisfaction link (.36 in both cases) or on the job satisfaction to subjective well-being link (.29 if the significant other loadings are constrained to equal the self-report loadings versus .31 if the significant other loadings are freed, as was done in the model presented in Figure 5). The fit statistics are similarly and trivially affected.

### DISCUSSION

Affective disposition, as assessed in this study, is a significant antecedent of subjective well-being. Those having a tendency to respond to neutral characteristics in the environment negatively (or positively) are more likely to have low (or high) levels of subjective well-being. The influence of dispositional tendencies on subjective well-being is important because it provides one explanation of why individuals in common environments find varying levels of happiness in their lives. Overall happiness and satisfaction are influenced by how individuals perceive neutral characteristics in their environment. Those who react positively to neutral characteristics in their lives will also react positively to other, presumably not neutral, characteristics in their lives. Those inclined to dwell on the negative will be more likely to find gloom generally. These general tendencies also transfer to individuals' reactions to their jobs.

Subjective well-being is also influenced by other factors. Race and marital status are two such influences found in the present study. Dispositional tendencies do not always lead to certain levels of well-being, just as situational influences do not perfectly predict subjective well-being. One contribution of the present study is that a conceptual explanation has been offered, and supported, about the critical distinction between affective disposition and subjective well-being. Staw et al. (1986) and Levin and Stokes (1989) may have actually measured subjective well-being, as affect experienced in general, but called it disposition. Predispositions to respond to the neutral characteristics in the environment in a particular manner are not the same as

experienced happiness or satisfaction. It is important that our theories of disposition and subjective well-being make this difference explicit.

The intercorrelations, recursive and nonrecursive paths, and even reciprocal causal links among the measures are complex. This study was as much a subjective well-being approach to job satisfaction as a dispositional approach to job satisfaction. Subjective well-being, not affective disposition, was found to have the direct effect on job satisfaction. Affective disposition, however, is a vital construct in the model, partly because it can be distinguished from subjective well-being, and partly because it may begin the entire causal process. Further, affective disposition had a significant indirect effect on job satisfaction.

One implication of the present findings is that we may now know more about why individuals are happy and unhappy on the job and off. Any effort to intervene in hopes of changing levels of subjective well-being or job affect (through, for example, employee assistance or counseling programs) should consider these dispositional tendencies. This does not imply that subjective well-being or job satisfaction are invariant over time or situations. However, interventions intended to modify these internal states will have a better chance of success if one has a better understanding of the factors influencing the construct.

Subjective well-being has a significant influence on job satisfaction; individuals happy and satisfied with their lives are significantly more likely to report being satisfied with their job. Contrary to the contentions of Davis-Blake and Pfeffer (1989), individuals' job satisfaction is not merely a function of external events. Job satisfaction is determined to a significant extent by the individual's general level of happiness and his or her way of looking at the world. This does not suggest that job conditions are unimportant determinants of job satisfaction. In fact, the present study has identified several job conditions that influence job satisfaction. Nothing in the dispositional approach denies the existence of environmental effects, or even minimizes the importance of such factors as technology or function in understanding attitudes (e.g., Hulin & Roznowski, 1985). This research found that both are important influences on job satisfaction.

The results also demonstrate that internal affective states can exert an influence on job satisfaction even in the presence of strong situational forces. Davis-Blake and Pfeffer (1989) argued that disposition will affect job attitudes only when there are no strong situational factors; that disposition was not likely to have much of an effect in organizations, because they are "strong situations." Organizations probably are "strong" situations and jobs are a very important part of the lives of most employees. Wage rates, education, hours worked, intrinsic factors, and labor market factors are all important facets of work. "Strong" organizational influences do not negate the dispositional effect.

#### The Importance of Job Affect to Subjective Well-being

There was a strong nonrecursive link between subjective well-being and job satisfaction. This suggests that the positive relationship between job and life satisfaction that has been found (Tait et al., 1989) should be interpreted as a bi-directional path. To argue that a unidirectional path exists (Near, Rice, & Hunt, 1980; Staw et al., 1986) absent more sophisticated evidence was premature. In light of the present study, both paths, from life satisfaction to job satisfaction and from job satisfaction to life satisfaction, are supported.

Writers have argued for many years that work exerts an important effect on individuals' lives. Kornhauser (1965), in a study of Detroit auto workers, observed a correlation of .58 between job satisfaction and life satisfaction. Further, he found that workers at lower skill levels reported lower levels of job satisfaction and mental health. This was interpreted as indicating that jobs and job satisfaction are significant influences on mental health. Suicide rates following layoffs and plant closings point to a similar link (Hamilton, 1990). The results of this study have identified causal influences in each direction. The causal process may be more complex than past researchers have assumed.

Work in America may be, for many individuals, one of the important mechanisms through which one gains an identity. It may be an important influence on the meaning one attributes to one's life. If a random sample of Americans were asked what they are, many would likely define themselves in terms of what they did; "I am a psychologist" or "I am a computer

programmer" or "I am a nurse." Without these jobs or professional affiliations, many individuals might feel themselves as having little identity. To do nothing may be to be nothing for many Americans. Within this framework, which may have its roots in Calvinism and the Protestant work ethic, it is not surprising that job satisfaction had a causal influence on subjective well-being as strong as the reciprocal influence. To spend the majority of one's waking hours at a dissatisfying job appears to have a significant influence on the overall experienced well-being in one's life. Conversely, spending an equal amount of time at a satisfying and perhaps challenging and motivating job has a strong positive influence on one's subjective well-being. The role of work and work satisfaction in one's life should not be underestimated.

#### Limitations and Methodological Contributions

The limitations in drawing causal inferences regarding the antecedents and effects of job satisfaction based on correlational data has been noted by Locke (1976). The interpretations offered in this study were not based on proof of causality, but rather that the causal relations are "more or less reasonable relative to alternative specifications (Joreskog & Sorbom, 1989, p. 1)." Covariance structure models do not permit proof of causality; they do permit inferences of causality (Hayduk, 1987; James et al., 1982; Joreskog & Sorbom, 1989). Such analyses increase the plausibility of the causal model tested while simultaneously decreasing the plausibility of alternative causal models. In the present study, the inference that subjective well-being and job satisfaction are mutually causative, while supported by theory and data, does not rule out the possibility of an omitted influence. For example, Locke (1976) speculated that individuals' thought processes may influence happiness or satisfaction derived from all domains of life. This speculation, in the abstract, is undoubtedly true. But testing it empirically may be much like testing the Sapir-Worf hypothesis that our words and language determine our perceptions. If the test of the hypothesis requires reliance on words and verbalizations that represent cognitive processes, and if the cognitive processes themselves are assumed causal agents in a model, a valid empirical test of this hypothesis may be difficult.

By employing different sources of information for the constructs in this study, more confidence can be placed in the findings. Questions of method (or source) variance, response sets, and other methodological conundrums may have been avoided. The results do not depend on data from a single source with confounded method and source factors plaguing the interpretations of the results. We can place confidence in the finding that subjective well-being, even taking into account the reports of the significant other, significantly influences job satisfaction and job satisfaction reciprocally influences subjective well-being.

### Conclusion

Past dispositional research, although provocative, has been plagued with definitional and measurement problems. Methodological problems in past dispositional research have limited the confidence that can be placed in the results. The emphasis in this study on definition and measurement of the constructs, as well as using causal analysis with two sources of data, has investigated the influence of disposition on job satisfaction using methods that may have alleviated many of these problems. The influence of job satisfaction on individual's subjective well-being has also been documented. The findings supply strong support for a dispositional basis of both subjective well-being and job satisfaction.

### References

- Anderson, J.C., & Gerbing, D.W. (1988). Structural equation modeling in practice: A review and recommended two-step approach. Psychological Bulletin, *103*, 411-423.
- Andrews, F.M., & Withey, S.B. (1976). Social indicators of well-being: America's perception of life quality. New York: Plenum Press.
- Arvey, R.D., Bouchard, T.J., Segal, N.L., & Abraham, L.M. (1989). Job satisfaction: Environmental and genetic components. Journal of Applied Psychology, *74*, 187-192.
- Ashforth, B.E. (1989). The experience of powerlessness in organizations. Organizational Behavior and Human Decision Processes, *43*, 207-242.
- Bernardin, H.J. (1977). The relationship of personality variables to organizational withdrawal. Personnel Psychology, *30*, 17-27.
- Bower, G.H. (1981). Mood and memory. American Psychologist, *36*, 129-148.
- Brief, A.P., Burke, M.J., George, J.M., Robinson, B., & Webster, J. (1988). Should negative affectivity remain an unmeasured variable in the study of job stress? Journal of Applied Psychology, *73*, 193-198.
- Brooke, P.P., Russell, D.W., & Price, J.L. (1988). Discriminant validation of measures of job satisfaction, job involvement, and organizational commitment. Journal of Applied Psychology, *73*, 139-145.
- Burt, R.S. (1976). Interpretational confounding of unobserved variables in structural equation models. Sociological Methods and Research, *5*, 3-51.
- Carmines, E., & McIver, J. (1981). Analyzing models with unobserved variables: Analysis of covariance structures. In G. Bohmstedt & E. Borgotta (Eds.), Social measurement: Current issues, (pp. 65-115). Beverly Hills: Sage.
- Chamberlain, K. (1988). On the structure of well-being. Social Indicators Research, *20*, 581-604.
- Cropanzano, R., & James, K. (1990). Some methodological considerations for the behavioral genetic analysis of work attitudes. Journal of Applied Psychology, *75*, 433-439.



- Davis-Blake, A., & Pfeffer, J. (1989). Just a mirage: The search for dispositional effects in organizational research. Academy of Management Review, 14, 385-400.
- Diener, E. (1984). Subjective well-being. Psychological Bulletin, 95, 542-575.
- Diener, E. (1990). Challenges in measuring subjective well-being and ill-being. Manuscript submitted for publication.
- Diener, E., Emmons, R.A., Larsen, R.J., & Griffin, S. (1985). The satisfaction with life scale. Journal of Personality Assessment, 49, 71-75.
- Epstein, S. (1977). Traits are alive and well. In D. Magnusson & N.S. Endler (Eds.), Personality at the crossroads: Current issues in interactional psychology, (pp. 83-98). Hillsdale, NJ: Erlbaum.
- Fordyce, M.W. (1977). Development of a program to increase personal happiness. Journal of Counseling Psychology, 24, 511-521.
- George, J.M. (1989). Mood and absence. Journal of Applied Psychology, 74, 317-324.
- Gerhart, B. (1987). How important are dispositional factors as determinants of job satisfaction? Implications for job design and other personnel programs. Journal of Applied Psychology, 72, 366-373.
- Gerhart, B. (1990). The doubtful practical relevance of dispositional effects on job satisfaction. Paper presented at the annual meetings of the Academy of Management. San Francisco, CA.
- Guion, R.M., & Gottier, R.F. (1965). Validity of personality measures in personnel selection. Personnel Psychology, 18, 135-164.
- Hackman, J.R., & Oldham, G.R. (1980). Work redesign. Reading, MA: Addison-Wesley.
- Hamilton, V.L. (1990). Hard times and vulnerable people: Initial effects of plant closings on autoworkers' mental health. Journal of Health and Social Behavior, 31, 123-140.
- Hayduk, L.A. (1987). Structural equation modeling with LISREL: Essentials and advances. Baltimore: John Hopkins.

- Hertig, J.R. (1985). Multiple indicator models using LISREL. In H.M. Blalock (Ed.), Causal approach to measurement and aggregation.
- Hoetler, J.W. (1983). The analysis of covariance structures: Goodness-of-fit indices. Social Methods and Research, 11, 325-344.
- Hulin, C.L., & Roznowski, M. (1985). Organizational technologies: Effects on organizations' characteristics and individuals' responses. In B.M. Staw and L.L. Cummings (Eds.), Research in Organizational Behavior, (vol. 8). Greenwich, CT: JAI.
- 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.
- Idaszak, J.R., Bottom, W.P., & Drasgow, F. (1988). A test of the measurement equivalence of revised Job Diagnostic Survey: Past problems and current solutions. Journal of Applied Psychology, 73, 647-656.
- James, L.R., Mulaik, S.A., & Brett, J.M. (1982). Causal analysis: Assumptions, models, and data. Beverly Hills: Sage.
- Joreskog, K.G., & Sorbom, D. (1986). LISREL VI. User's guide. Mooresville, IN: Scientific Software.
- Joreskog, K.G., & Sorbom, D. (1989). LISREL 7: A guide to the program and applications. Chicago: SPSS Inc.
- Judge, T.A. (1990). Job satisfaction as a reflection of disposition: Investigating the relationship and its effect on employee adaptive behaviors. Unpublished doctoral dissertation, University of Illinois at Urbana-Champaign.
- Kornhauser, A. (1965). Mental health of the industrial worker: A Detroit study. New York: John Wiley and Sons.
- Kunin, T. (1955). The construction of a new type of attitude measure. Personnel Psychology, 8, 65-77.

- La Du, T.J., & Tanaka, J.S. (1989). Influence of sample size, estimation method, and model specification on goodness-of-fit assessments in structural equation models. Journal of Applied Psychology, *74*, 625-635.
- Levin, I., & Stokes, J.P. (1989). Disposition approach to job satisfaction: Role of negative affectivity. Journal of Applied Psychology, *74*, 752-758.
- Liang, J. (1985). A structural integration of the Affect Balance Scale and the Life Satisfaction Index A. Journal of Gerontology, *40*, 552-561.
- Locke, E.A. (1976). The nature and causes of job satisfaction. In M.D. Dunnette (Ed.), Handbook of industrial and organizational psychology, (pp. 1297-1343). Chicago: Rand McNally.
- Lomax, R.G. (1982). Methods and designs: A guide to LISREL-type structural equation modeling. Behavior Research Methods and Instrumentation, *14*, 1-8.
- Long, J.S. (1983). Covariance structure models: An introduction to LISREL. Beverly Hills: Sage.
- March, J.G., & Simon, H.A. (1958). Organizations. New York: Wiley.
- Marsh, H.W., & Hocevar, D. (1985). The application of confirmatory factor analysis to the study of self-concept: First and higher order factor structures and their invariance across age groups. Psychological Bulletin, *97*, 562-582.
- Marsh, H.W., Balla, J.R., & McDonald, R.P. (1988). Goodness-of-fit indexes in confirmatory factor analysis: The effect of sample size. Psychological Bulletin, *103*, 391-410.
- McNeil, J.K., Stones, M.J., & Kozma, A. (1986). Subjective well-being in later life: Issues concerning measurement and prediction. Social Indicators Research, *18*, 35-70.
- Mischel, W. (1968). Personality and assessment. New York: Wiley.
- Mumford, M.D., Weeks, J.L., Harding, F.D., & Fleishman, E.A. (1988). Relationships between student characteristics, course content, and training outcomes: An integrative modeling effort. Journal of Applied Psychology, *73*, 443-456.

- Near, J.P., Rice, R.W., & Hunt, R.G. (1980). The relationship between work and nonwork domains: A review of empirical research. Academy of Management Review, *5*, 415-429.
- Parsons, C.K., & Hulin, C.L. (1982). An empirical investigation of item response theory and hierarchical factor analysis in applications to the measurement of job satisfaction. Journal of Applied Psychology, *67*, 826-834.
- Pavot, W., Diener, E., Colvin, C.R., & Sandvik, E. (1989). Validity of the satisfaction with life scale. Manuscript submitted for publication.
- Pulakos, E.D., & Schmitt, N. (1983). A longitudinal study of a valence model approach for the prediction of job satisfaction of new employees. Journal of Applied Psychology, *68*, 307-312.
- Roberts, K.H., & Glick, W. (1981). The job characteristics approach to task design: A critical review. Journal of Applied Psychology, *66*, 193-217.
- Rock, D.A., Bennett, R.E., & Jirele, T. (1988). Factor structure of the graduate record examinations general test in handicapped and nonhandicapped groups. Journal of Applied Psychology, *73*, 383-392.
- Rorer, L.G., & Widiger, T.A. (1983). Personality structure and assessment. Annual Review of Psychology, *34*, 431-463.
- Roznowski, M. (1989). An examination of the measurement properties of the job descriptive index with experimental items. Journal of Applied Psychology, *74*, 805-814.
- Roznowski, M., & Hanisch, K.A. (1990). Building systematic heterogeneity into work attitudes and behavior measures. Journal of Vocational Behavior, *36*, 361-375..
- Salancik, G.R., & Pfeffer, J. (1978). A social information processing approach to job attitudes and task design. Administrative Science Quarterly, *23*, 224-251.
- Schmitt, N., & Bedeian, A.G. (1982). A comparison of LISREL and two-stage least squares analysis of a hypothesized life-job satisfaction relationship. Journal of Applied Psychology, *67*, 806-817.

- Schmitt, N., Gooding, R.Z., Noe, R.A., & Kirsch, M. (1984). Meta-analysis of validity studies between 1964 and 1982 and the investigation of study characteristics. Personnel Psychology, 37, 407-422.
- Smith, P.C., Kendall, L., & Hulin, C.L. (1969). The measurement of satisfaction in work and retirement. Chicago: Rand McNally.
- Staw, B.M., & Ross, J. (1985). Stability in the midst of change: A dispositional approach to job attitudes. Journal of Applied Psychology, 70, 469-480.
- Staw, B.M., Bell, N.E., & Clausen, J.A. (1986). The dispositional approach to job attitudes: A lifetime longitudinal test. Administrative Science Quarterly, 31, 56-77.
- Tait, M., Padgett, M.Y., & Baldwin, T.T. (1989). Job and life satisfaction: A re-examination of the strength of the relationship and gender effects as a function of the date of the study. Journal of Applied Psychology, 74, 502-507.
- Thacker, J.W., Fields, M.W., & Tetrick, L.E. (1989). The factor structure of union commitment: An application of confirmatory factor analysis. Journal of Applied Psychology, 74, 228-232.
- Underwood, B., & Froming, W.J. (1980). The mood survey: A personality measure of happy and sad moods. Journal of Personality Assessment, 44, 404-414.
- Vance, R.J., MacCallum, R.C., Coovert, M.D., & Hedge, J.W. (1988). Construct validity of multiple job performance measures using confirmatory factor analysis. Journal of Applied Psychology, 73, 74-80.
- Watson, D., & Clark, L.A. (1984). Negative affectivity: The disposition to experience aversive psychological states. Psychological Bulletin, 96, 465-490.
- Weiss, H.M., & Adler, S. (1984). Personality and organizational behavior. In B.M. Staw and L.L. Cummings (Eds.), Research in Organizational Behavior, (vol. 6, pp. 1-50). Greenwich, CT: JAI.
- Weitz, J. (1952). A neglected concept in the study of job satisfaction. Personnel Psychology, 5, 201-205.

White, J.K. (1978). Individual differences in the job quality-worker response relationship:

Review, integration, and comments. Academy of Management Review, 3, 267-280.

Young, J.W. (1977). The function of theory in a dilemma of path analysis. Journal of Applied

Psychology, 62, 108-110.

### **Author Notes**

This article is based on the doctoral dissertation of the first author completed under the supervision of the second. The considerable assistance of Ed Diener, Fritz Drasgow, and Jerry Ferris on this study is gratefully acknowledged. Funding for the dissertation was provided by the Graduate College of the University of Illinois and the Institute of Labor and Industrial Relations, University of Illinois. The authors thank Ed Diener, Barry Gerhart, Kathy Hanisch, Ed Locke, Larry Necowitz, Joe Rosse and Mary Roznowski for comments on an earlier version of this manuscript. Correspondence regarding this article may be addressed to Timothy A. Judge, Department of Personnel and Human Resource Studies, 393 Ives Hall, Cornell University, Ithaca, New York 14851-0952.

TABLE 1

Fit Statistics of Measurement and Structural Models

Statistic	Self- Report Measurement	Self- Report Structural	Full Data Measurement	Full Data Structural
Chi-square	95	349	212	641
Degrees of Freedom	61	204	142	452
$\chi^2/df$	1.56	1.71	1.49	1.42
Goodness-of-fit Index	.95	.90	.89	.81
Goodness-of-fit Index, Adjusted	.92	.86	.85	.79
Root-mean-square Residual	.06	.06	.06	.10
Coefficient of Determination	.98	.60	.99	.34
Sample Size	253	253	165	165



TABLE 2

Self-report Model: Measurement Estimates

<u>Construct and Measure</u>	<u>Loading on Construct</u>	<u>Standard Error</u>
<b>Affective Disposition</b>		
Satisfaction with Essential Items	.50	.07
Satisfaction with Entertainment Items	.57	.07
Satisfaction with Neutral Items	.81	.07
<b>Subjective Well-being</b>		
Affects Balance Scale	.87	.05
Underwood and Froming Scale	.87	.05
Fordyce Percent Time Happy Item	.74	.06
Satisfaction With Life Scale	.62	.06
G.M. Faces Scale	.75	.06
<b>Job Satisfaction</b>		
JDI-supervision Scale	.55	.07
JDI-work Scale	.75	.07
JDI-coworker Scale	.40	.07
JDI-pay Scale	.36	.07
JDI-promotion Scale	.38	.07
<b>Error Covariance</b>		
Faces Scale-Satisfaction With Life Scale	.25	.04

All estimates are significant at the .01 level.

TABLE 3

Full Data Measurement Model Parameter Estimates

<u>Construct and Measure</u>	<u>Factor Loading</u>	<u>Source Factor</u>
<b>Affective Disposition</b>		
Satisfaction with Essential Items	.50 (.09)	
Satisfaction with Entertainment Items	.54 (.08)	
Satisfaction with Neutral Objects	.82 (.09)	
Significant Other Rating of Focal Employee Affective Disposition	.14 (.08) *	.48 (.08)
<b>Subjective Well-being</b>		
Affects Balance Scale (ABS)	.89 (.06)	
Underwood and Froming Scale (UF)	.88 (.06)	
Fordyce Percent Time Happy Item (FOR)	.76 (.07)	
Satisfaction With Life Scale (SWLS)	.63 (.07)	
G.M. Faces Scale (FACES)	.77 (.07)	
ABS, Significant Other Rating	.17 (.08)	.80 (.07)
UFS, Significant Other Rating	.19 (.08)	.81 (.06)
FOR, Significant Other Rating	.24 (.08)	.67 (.07)
SWLS, Significant Other Rating	.24 (.08)	.58 (.08)
FACES, Significant Other Rating	.19 (.08)	.72 (.07)
<b>Job Satisfaction</b>		
JDI-supervision Scale	.33 (.09)	
JDI-work Scale	.90 (.12)	
JDI-coworkers Scale	.34 (.09)	
JDI-pay Scale	.20 (.09)	
JDI-promotion Scale	.24 (.09)	
<b>Error Covariance</b>		
FACES-SWLS	.26 (.05)	

NOTE: Standard errors are in parentheses. \*  $p < .05$ .  
All other estimates are significant at  $p < .01$

### Figure Captions

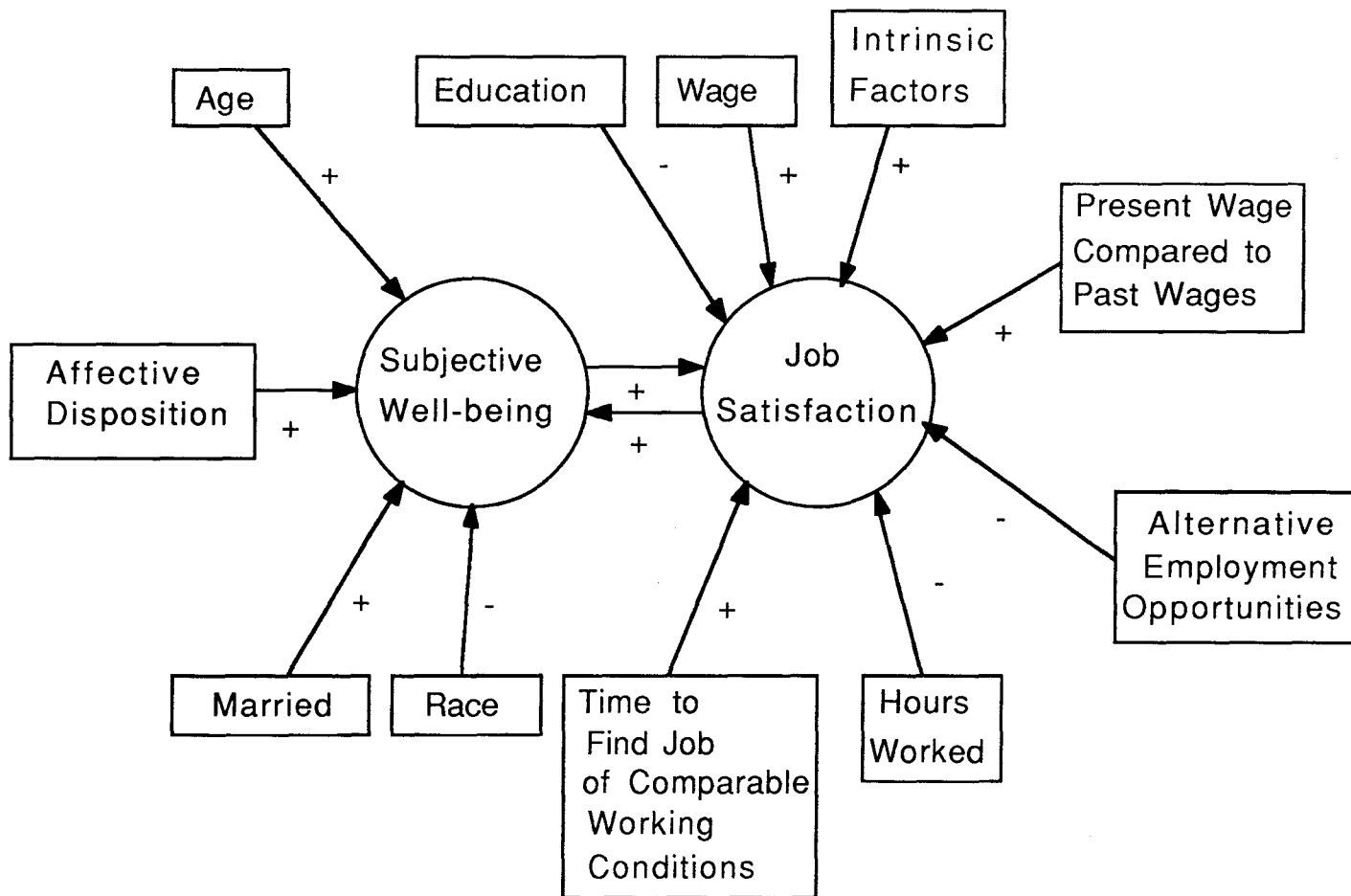
Figure 1. Hypothesized Structural Model (Self-report)

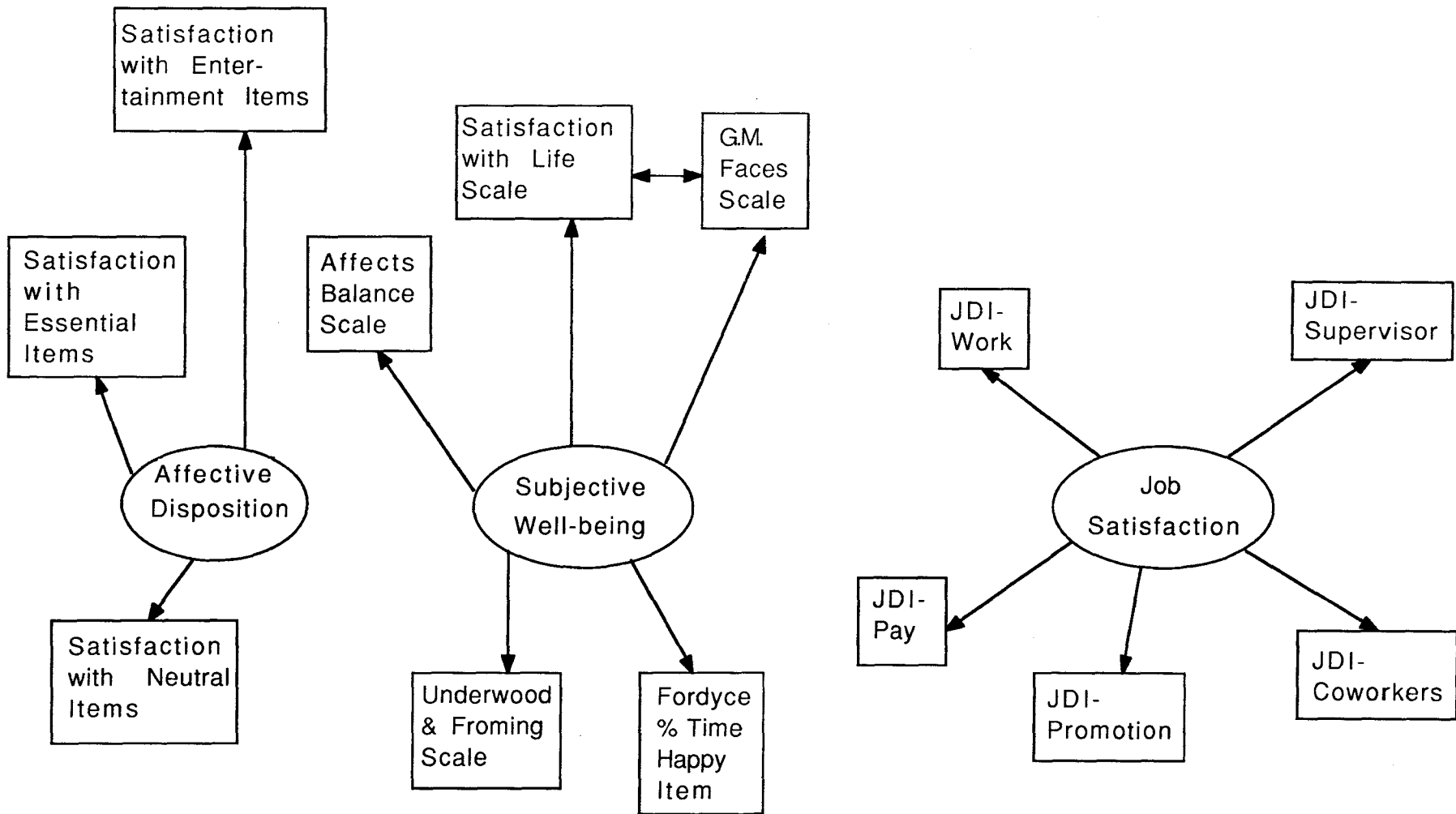
Figure 2. Hypothesized Measurement Model (Self-report)

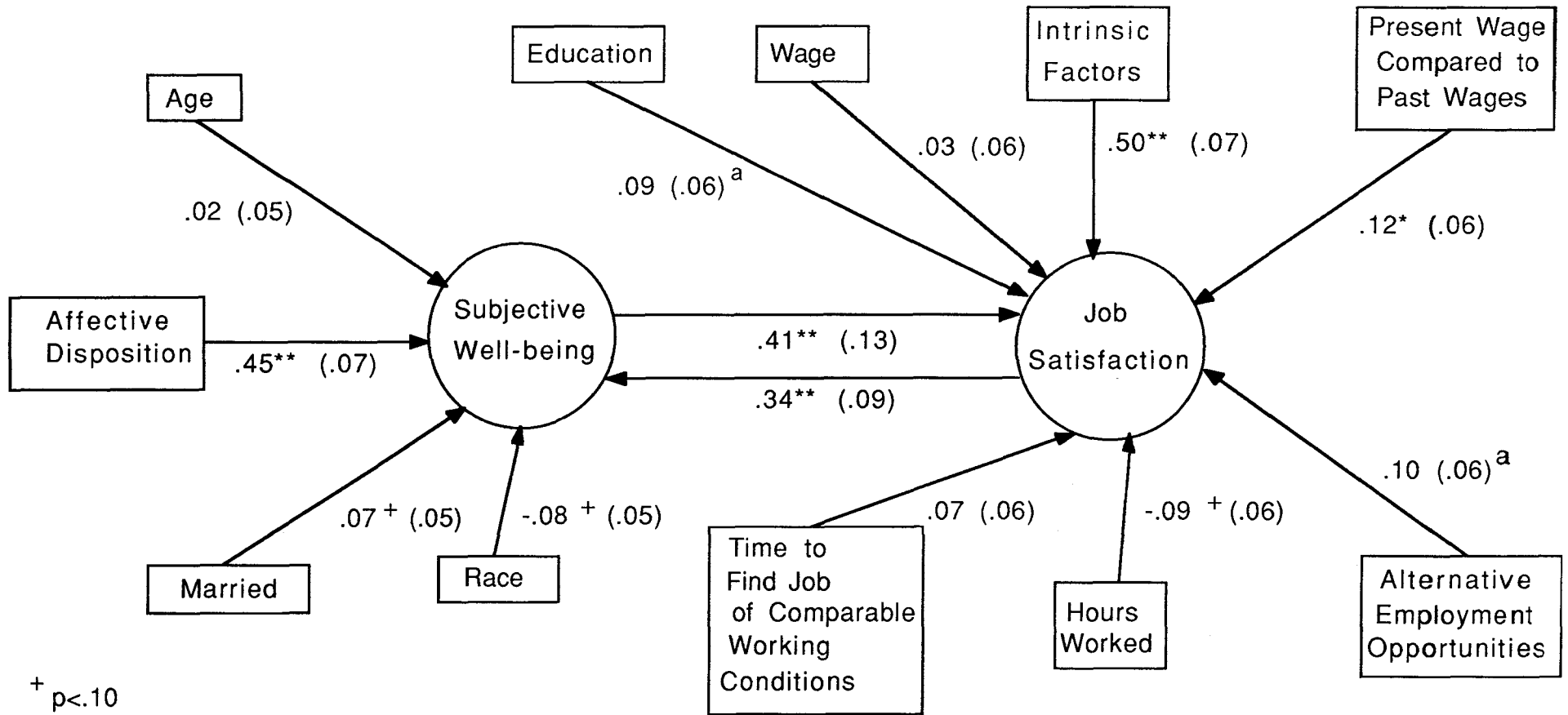
Figure 3. Self-report Structural Estimates

Figure 4. Full Data Hypothesized Measurement Model

Figure 5. Full Data Structural Estimates







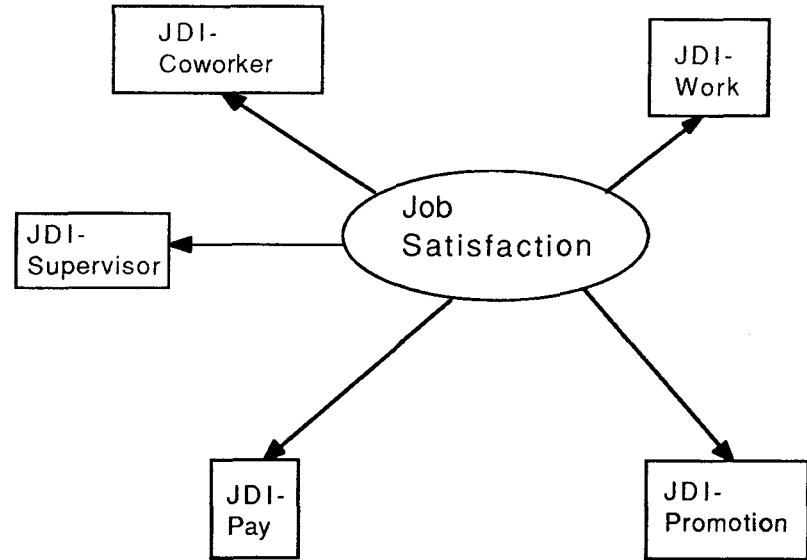
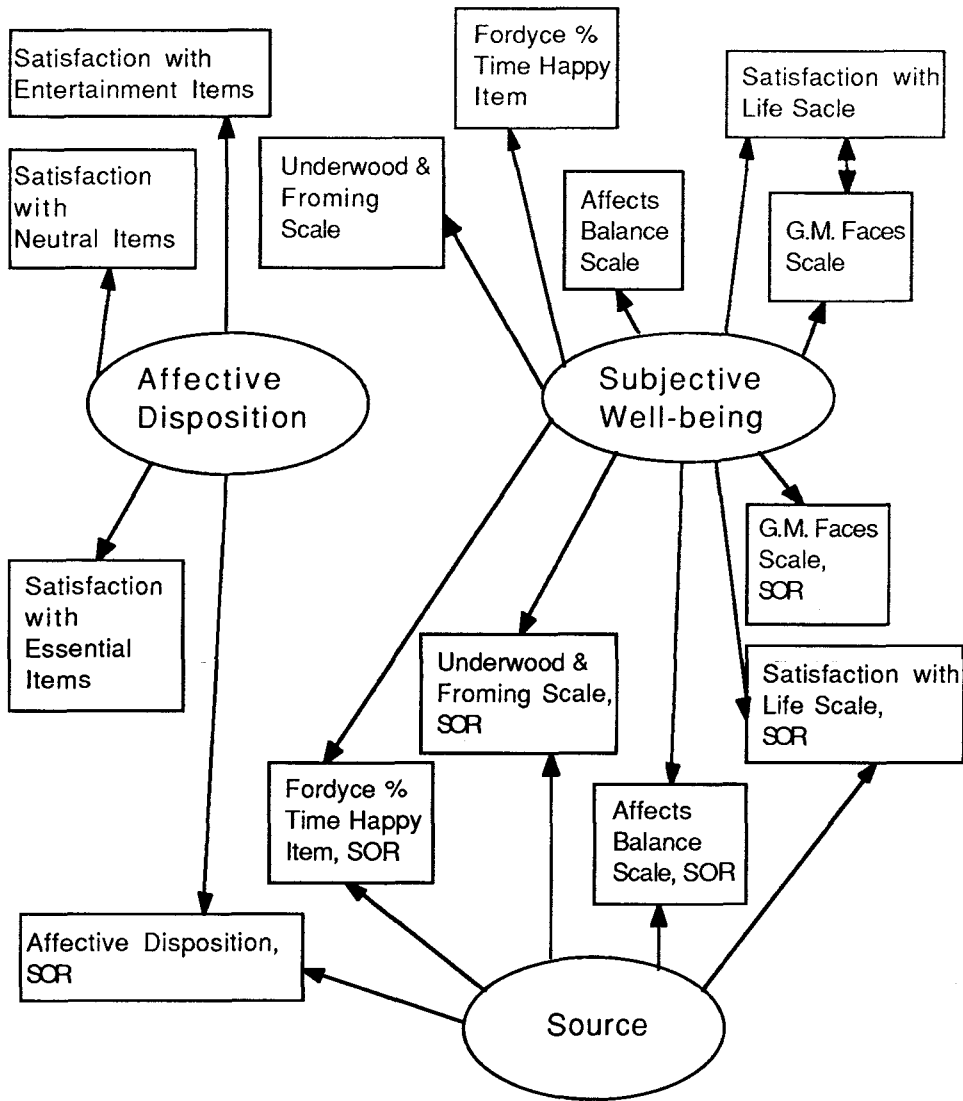
<sup>+</sup> p<.10

<sup>\*</sup> p<.05

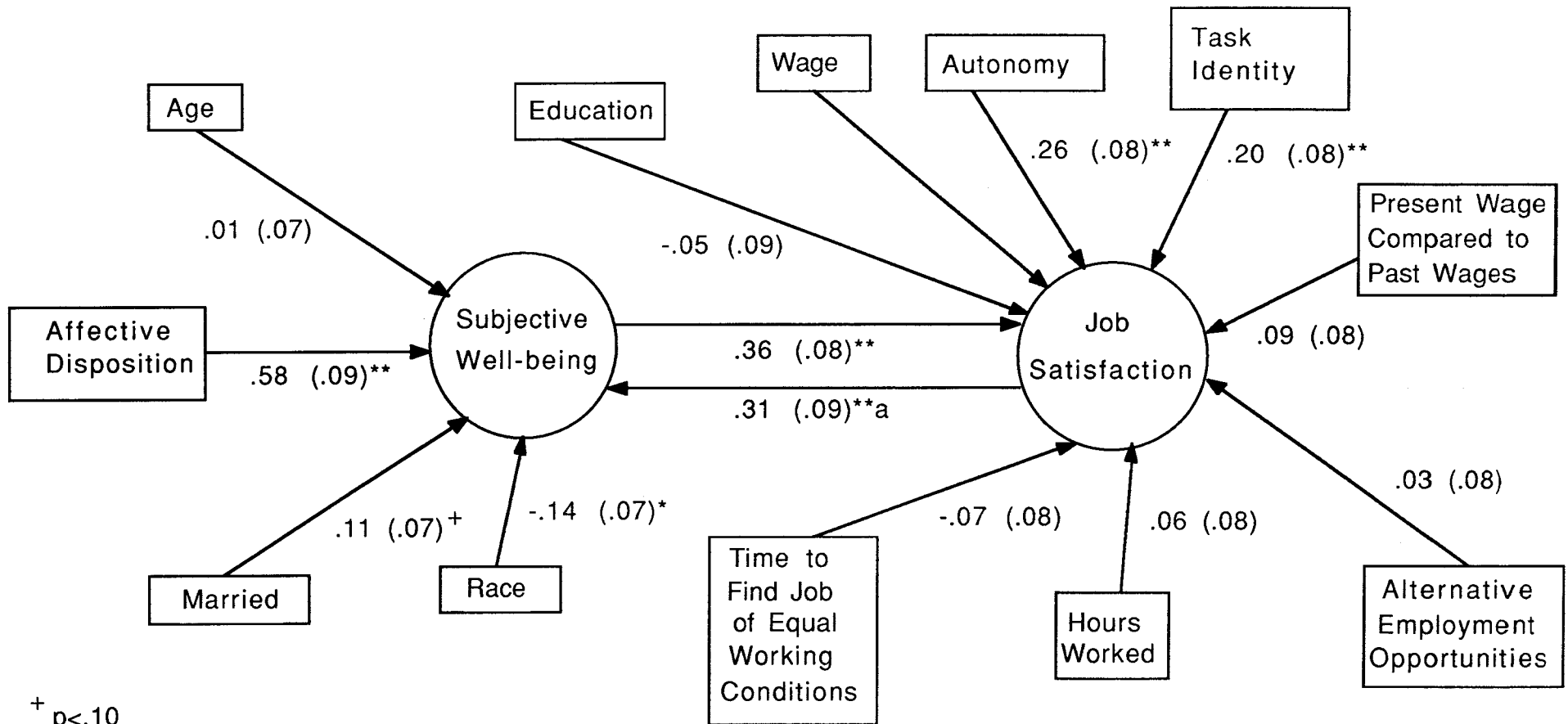
<sup>\*\*</sup> p<.01 (one-tailed)

<sup>a</sup> significant, but not in predicted direction

Standard Errors are in parentheses



NOTE: SOR=Significant Other Report; JDI=Job Descriptive Index



+ p<.10

\* p<.05

\*\* p<.01 (one-tailed)

<sup>a</sup> estimated from separate model with causal direction reversed

Standard Errors are in parentheses