De Cenzo / Robbins

Human Resource Management



HUMAN RESOURCE MANAGEMENT

Fifth Edition

David A. De Cenzo

Towson State University

Stephen P. Robbins

San Diego State University



ACQUISITIONS EDITOR
ASSISTANT EDITOR
MARKETING MANAGER
SENIOR PRODUCTION EDITORS
ASSISTANT MANUFACTURING MANAGER
ASSOCIATE PHOTO EDITOR
PHOTO RESEARCHER
SR. FREELANCE ILLUSTRATION COORDINATOR

Petra Sellers Ellen Ford Leslie Hines John Rousselle/Edward Winkleman Mark Cirillo Lisa Passmore Susan Christenson Jaime Perea

This book was set in New Baskerville by Progressive Information Technologies and printed and bound by Donnelley/Willard. The cover was printed by Phoenix Color.

Recognizing the importance of preserving what has been written, it is a policy of John Wiley & Sons, Inc. to have books of enduring value published in the United States printed on acid-free paper, and we exert our best efforts to that end.

Copyright © 1996, by John Wiley & Sons, Inc.

All rights reserved. Published simultaneously in Canada.

Reproduction or translation of any part of this work beyond that permitted by Sections 107 and 108 of the 1976 United States Copyright Act without permission of the copyright owner is unlawful. Requests for permission or further information should be addressed to the Permissions Department, John Wiley & Sons, Inc.

Library of Congress Cataloging-in-Publication Data

De Cenzo, David A.

Human resource management/David A. De Cenzo, Stephen P. Robbins. —5th ed.

p. cm.

Includes indexes.

ISBN 0-471-12420-6 (cloth: alk. paper)

1. Personnel management. I. Robbins, Stephen P., 1943–II. Title.

HF5549.D396 1996 658.3—dc20

95-35625

CIP

Printed in the United States of America

Preface

Welcome to the fifth edition of our Human Resource Management text. We're glad you're taking the time to read this preface so as to get a better overview of this book. We'll use this section to address three important things: what this book is about, the important in-text learning aids, and who, besides the authors named on the cover, were instrumental in the book's development.

ABOUT THE BOOK

When we began discussing how to revise the fourth edition, we set a number of goals for ourselves. Our primary goal was to write a text that addressed the most critical issues in Human Resource Management (HRM). Over the past decade, management practice has gone through some dramatic changes. Those

include work force diversity, total quality manageand rediscovering the the customer. These tions for HRM. For ganizations reengimany have replaced with contingent workwork force presents in areas such as trainand motivation. Societal means that traditional HRM

downsizing, reengineering, ment (TQM), outsourcing, This product importance of satisfying has been developed changes have implicabased upon the Human Resources body of knowledge example, as more oras defined by the Human neer their processes, **Resource Certification** fulltime employees Institute (HRCI), an afiliate A contingent at the society for Human new HRM challenges Resource Management (SHRM) ing, career development, and organizational change practices need to also change

accordingly. A text for the late 1990s must reflect these changes while simultaneously presenting the basic concepts of HRM. We have tried to achieve this delicate balance, presenting the basic HRM functions of getting, training, motivating, and keeping people, while also discussing the new world of HRM.

Interestingly, some of the "cutting edge" issues we presented in the fourth edition have now become a basic part of HRM. For instance, TQM and continuous process improvements introduced in our last edition are now part of mainstream HRM operation. Reinforcing TQM philosophies and supporting this effort has made HRM an even more vital component of the management team. Similarly, the strategic nature of HRM continues to gain acceptance as more organizations look to ensure that they have the "right" people at the right time.

In a dynamic field like HRM, a completely updated research base is a must.

vi Preface You want to know, after all, the current state of the field. We have undertaken an extensive literature review to include hundreds of 1993 and 1994 citations from business periodicals and academic journals in this text. For example, the following is a partial list of the new topics in this edition, with chapter locations where they are first introduced: contingent workers (Chapter 2); decentralized work sites (Chapter 2); employee involvement (Chapter 2); up-to-date coverage of laws and Supreme Court rulings affecting HRM, including the latest on sexual harassment (Chapter 3); sexual orientation rights (Chapter 4); the family-friendly organization (Chapter 5); selection for self-managed teams (Chapter 7); 360-degree performance appraisal (Chapter 12); workplace violence (Chapter 15); and domestic partner benefits (Chapter 16). To facilitate integration of important current issues, we've used three themes throughout the text: International HRM, Equal Employment Opportunity, and Ethical Decisions in HRM. These will be found either as sections in selected chapters or as highlighted vignettes.

We also recognize that in HRM, as in a number of other fields, job success requires practical skills. Therefore, we've included skills boxes in many of the chapters in the text. These presentations provide a step-by-step basis for handling a particular facet of HRM. For example, in Chapter 3, we describe the steps you should follow to protect your organization from sexual harassment charges. Furthermore, we have included three appendices that focus on specific students' needs: "Making a Good Impression—Writing the Resume"; "The Critical Meeting—Improving Interviewing Skills"; and "Research in HRM."

Although practical skills are important, so, too, is thinking about the future. One of the most far-reaching trends, at least from an HRM perspective, is that jobs are disappearing. Jobs are not only being transferred to low-cost-labor countries and reduced through downsizing, but the whole notion of jobs as we know it seems to be changing. Global competition, downsizing, restructuring, and contingent workers have all had an impact. What will HRM be like if the organization is "de-jobbed?" We've attempted to answer that question in a number of places in the text.

LEARNING AIDS

Material

Our experience has led us to conclude that a text becomes highly readable when the writing is straightforward and conversational, the topics flow logically, and the authors make extensive use of examples to illustrate concepts. These factors guided us in developing this text as a highly effective learning tool. Previous text users have regularly commented on how clearly our books present ideas. We think this one, too, is written in a clear, lively, concise, and conversational style. Furthermore, our classroom experience tells us that students remember and understand concepts and practices most clearly when they are illustrated through examples. So we've used a wealth of examples to clarify ideas.

Each chapter of this book was organized to provide clarity and continuity. Each begins with Learning Objectives, which identify specifically what the reader should gain after reading the chapter. At the end of each chapter is a Summary section, which relates chapter material specifically to the learning objectives. There is a Key Terms section at the end of each chapter; these terms are defined in the margins and also in the glossary of the book.

Have you had students tell you that they read the assignments and thought

vii Preface

•

they understood the material, but still didn't do well on the exam? Well, we have both had this experience and know that many students have, too. We decided, therefore, to do something about it. That *something* is the Testing Your Understanding questions at the end of each chapter. These questions are designed to assist readers in determining if they understood the chapter material. In most cases, questions link directly to the learning objectives. We've answered each of these questions for readers, and have provided the corresponding page in the text where the question came from. These questions have been specifically written to challenge your critical thinking, and generally require some application from the chapter's content.

We close out each chapter with an experiential exercise and a case application. These exercises and cases were specifically selected to reinforce material included in the chapter. Furthermore, each case represents an actual HRM situation faced by an actual organization.

Supporting Material

This book is supported by a comprehensive learning package that helps instructors create a motivating environment and provides students with additional instruments for understanding and reviewing major concepts. The Instructor's Resource Guide developed by Vicki Kaman, Colorado State University, provides many useful items, including sample syllabi, learning objectives, key concepts, chapter overview, chapter outline, lecture suggestions, review and discussion questions, media resources, and the additional case per chapter.

The Test Bank, developed by Trudy Somers, Towson State University, consists of approximately 1800 multiple-choice, true/false, and completion questions categorized by level of difficulty, text-page reference, and learning objective being tested. The Test Bank is available in paper form and in a computerized version called MICROTEST.

A set of full-color transparency acetates visually highlights key concepts and figures found in the text.

New to this edition is the Wiley/Nightly Business Report Business Video Series. This exciting collection of timely news stories has been prepared and developed by the best known and most highly respected business news program on public TV. A variety of clips provide students and professors with up-to-date insights into what's making news in the field of human resource management in the 90s. Topics include employee diversity, teamwork, training, health care and other benefits, legal issues, labor management relations, among others.

ACKNOWLEDGMENTS

Getting a finished book into a reader's hands requires the work of many people. The authors do their part by developing an outline, researching topics, and keyboarding sentences into their computers. But that only starts the process. A lot of other people contribute to the making and marketing of a textbook. We'd like to recognize just a few of the people who contributed to this text.

First of all are our reviewers. The reviewers for the fifth edition were fantastic. They gave us great feedback and provided some insight to us. The book you have before you is a much better learning tool because of our reviewers' insights. We cannot thank them enough, and hope that they see the benefits of their work. Specifically, we wish to recognize Joel Neuman, SUNY—New Paltz; Nestor St. Charles, Dutchess Community College; Edwin C. Leonard, Indiana

viii Preface University/Purdue University; Philip Adler, Jr., Georgia State University; Mary A. Gowan, University of Texas at El Paso; Kate Laskowitz, Purdue University; Jusanne M. Vest, University of Southern Mississippi;; and Janice M. Feldbauer, Austin Community College.

A book doesn't simply appear automatically on bookstore shelves. It gets there through the combined efforts of many people. For us, this is the outstanding publishing team at John Wiley & Sons. Our acquisitions editors, Whitney Blake and Petra Sellers and our assistant editor, Ellen Ford, worked very closely with us throughout this project. Thank you again for all you did to bring this text to completion. We would also like to recognize a number of other Wiley people who gave their time and energy to bring this text to you, including: Leslie Hines, Marketing Manager; John Rousselle and Edward Winkleman, Senior Production Editors; Pete Noa, Senior Designer; Lisa Passmore, Associate Photo Editor; Jaime Perea, Senior Freelance Illustration Coordinator; and Mark Cirillo, Assistant Manufacturing Manager. We'd also like to thank Trudy Somers for her work in the "Testing Your Understanding" questions.

Last, we want to acknowledge a few people individually. For Dave, once again I wish to thank my family. My wife, Terri, gives me the opportunity to write for long hours, and my lovely kids—Mark, Meredith, Gabriella, and (new to this edition) Natalie—put up with a Dad who constantly reminds them not to touch his computer. Guess they'll get their own computer and lower my blood pressure in preparation for the sixth edition!

Steve wants to thank those organizations that provided his support team. This includes Restaurant Express, Take-Out Taxi, Sound Cleaning, Performance Shoes, Smart Mercedes, Four-Seasons Dry Cleaning, Blockbuster Video, and the Management of Harbor Properties.

David A. De Cenzo

David a. De Ceyo

Stephen P. Robbins

Regten C. Kossen

Brief Contents

HUMAN RESOURCE MANAGEMENT AND ITS ENVIRONMENT

Chapter 1 Introduction to Human Resource Management 1

Chapter 2 HRM in a Dynamic Environment 30

Chapter 3 Equal Employment Opportunity 62

Chapter 4 Employee Rights and Ethical Issues 93

STAFFING THE ORGANIZATION

Chapter 5 Strategic Human Resource Planning 125

Chapter 6 Recruitment and the Foundation of Selection 156

Chapter 7 Selection Devices 188

ORIENTING, TRAINING, AND DEVELOPING EMPLOYEES

Chapter 8 Employee Orientation 215

Chapter 9 Employee Training and Development 235

Chapter 10 Developing Careers 264

MOTIVATING ORGANIZATIONAL MEMBERS

Chapter 11 Motivation and Job Design 294

Chapter 12 Evaluating Employee Performance 319

Chapter 13 Rewards and Compensation 350

Chapter 14 Employee Benefits 380

MAINTAINING A POSITIVE WORK ENVIRONMENT

Chapter 15 Safety and Health 411

Chapter 16 Communications Programs 443

LABOR-MANAGEMENT RELATIONS

Chapter 17 Introduction to Labor Relations 463

Chapter 18 Collective Bargaining 490

Contents

HUMAN RESOURCE MANAGEMENT AND ITS ENVIRONMENT
Chapter 1: Introduction to Human Resource Management 1
Introduction 3
The Essentials of Management 4
The Importance of Human Resource Management 5
Human Resource Management: A Closer Look 8
The External Influences 11
The Dynamic Environment of HRM 12
Government Legislation 13
Labor Unions 14
Management Thought 15
The Staffing Function 16
The Training and Development Function 17
The Motivation Function 17
The Maintenance Function 19
HRM Departments 19
The Employment Department 20
The Training and Development Department 20
The Compensation and Benefits Department 21
The Employee Relations Department 22
Conclusion 23
HRM In a Small Business 24
HRM in a Global Marketplace 24
Summary 25
Key Terms 26
Experiential Exercise: Getting Acquainted 26
Case Application: Family-Friendly Benefits Arrive in Corporate America 2
Testing Your Understanding 28

Chapter 2: Human Resources Management in a Dynamic Environment 30

Introduction 32

Globalization and Its HRM Implications 32

What Is the Global Village? Cultural Environments 35 Work-Force Diversity 35 The Work Force of Tomorrow 35 The Implications for HRM 36 Changing Skill Requirements 38 Corporate Downsizing 39 The Rationale Behind Downsizing 39 The HRM Implications 41 Total Quality Management 41 TQM Today 43 HRM Support of TQM 44 Reengineering Work Processes for Improved Productivity 45 Reengineering versus TQM 45 HRM and Reengineering 47 The Contingent Work Force 47 Are Contingent Workers Throw-Away Workers? HRM Implications of Contingent Workers 50 Decentralized Work Sites 52 Work Is Where Your Computer Is 53 HRM and Decentralized Work Sites 54 Employee Involvement 54 How Organizations Involve Employees 55 Implications for HRM 56 Summary 57 Key Terms 58 Experiential Exercise: Generation Similarities and Differences 58 Case Application: Nucor Corporation 59 Testing Your Understanding 60 Chapter 3: Equal Employment Opportunity 62 Introduction 64 Laws Affecting Discriminatory Practices 65 The Civil Rights Act of 1964 65 Affirmative Action Plans 66 Adverse Impact 68 Other Laws Affecting Discriminatory Practices 68 Age Discrimination in Employment Act of 1967 68 The Vocational Rehabilitation Act of 1973 70 The Pregnancy Discrimination Act of 1978 70 The Americans with Disabilities Act of 1990 71 The Family and Medical Leave Act of 1993 72 Relevant Executive Orders 73 The Civil Rights Act of 1991 74 Guarding Against Discriminatory Practices 74 Determining Discriminatory Practices 75 The 4/5ths Rule Restricted Policy 76 Geographical Comparisons 76 McDonnell-Douglas Test 76 Providing a Response to an EEO Charge 77 Selected Relevant Supreme Court Cases 78

Cases Concerning Discrimination 79

хi

Contents

Cases Concerning Reverse Discrimination 80 xii Contents Enforcing Equal Employment Opportunity 82 The Role of the EEOC 83 Office of Federal Contract Compliance Program (OFCCP) 83 Current Issues in Employment Law 84 Sexual Harassment 84 The Glass Ceiling Initiative 87 Summary 89 Key Terms 89 Experiential Exercise: Know Your Rights 90 Case Application: The Boundaries of Equal Employment Opportunity 90 Testing Your Understanding 91 Chapter 4: Employee Rights and Ethical Issues 93 Introduction 95 Employment Rights Legislation and Their Human Resource Management Implications 95 The Privacy Act of 1974 96 The Drug-Free Workplace Act of 1988 The Polygraph Protection Act of 1988 98 Worker Adjustment and Retraining Notification Act of 1988 98 Current Issues Regarding Employee Rights 100 Drug Testing 100 Honesty Tests 103 Whistle-Blowing 104 Employee Monitoring and Workplace Security 105 Other Employee Rights Issues 107 Legislating Love 107 AIDS Testing 107 Sexual Orientation Rights 109 The Role of the Employment-at-Will Doctrine 110 Background 110 Exceptions to the Doctrine 110 Contractual Relationship 111 Public Policy Violation 111 Implied Employment Contract 111 Breach of Good Faith 112 Discipline and Employee Rights 112 What Is Discipline? 113 Factors To Consider When Disciplining 113 Disciplinary Guidelines 115 Disciplinary Actions 116 Written Verbal Warning 116 Written Warning 117 Suspension 117 Dismissal 117 Positive Discipline: Can It Work? 118 Employee Ethics 118 Ethical Issues in Human Resource Management 119

Ethical Dilemmas in Human Resources Management 119

Summary 121 Key Terms 122 Experiential Exercise: Debating Drug Testing 122 Case Application: Tina Miller-Silverman and USAir 122 Testing Your Understanding 123

STAFFING THE ORGANIZATION

Chapter 5: Strategic Human Resource Planning 125

Introduction 127

An Organizational Framework 127

Linking Organizational Strategy to Human Resource Planning 129

Assessing Current Human Resources 129

Human Resource Management Systems 130

Replacement Charts 130

The Demand for Labor 131

Implimentation of Future Supply 132

Estimated Changes in External Supply 134

Demand and Supply 135

Determining Required Skills, Knowledge, and Abilities 136

What Is Job Analysis? 136

Job Analysis Methods 136

The Department of Labor's Job Analysis Process 138

Position Analysis Questionnaire 139

Other Job Analysis Techniques 140

Purpose of Job Analysis 141

Job Descriptions 141

Job Specifications 142

Job Evaluations 143

The Pervasiveness of Job Analysis 143

Current Issues in SHRP 144

Downsizing: Past and Present 144

What About the Survivors? 146

Methods of Achieving Reduced Staffing Levels 147

Layoffs 147

Leaves of Absence Without Pay 147

Loaning 147

Work Sharing 148

Reduced Work Hours 149

Early Retirement 149

Attrition 149

Outplacement Services 150

Summary 151

Key Terms 151

Experiential Exercise: Downsizing Staff 152

Case Application: Succession Planning at Disney 153

Testing Your Understanding 154

Chapter 6: Recruitment and the Foundations of Selection 156

Goals of Recruiting 158

Factors that Affect Recruiting Efforts 158

Constraints on Recruiting Efforts 159

Image of the Organization 159

Attractiveness of the Job 159

Internal Organizational Policies 159

Government Influence 159 xiv Contents Recruiting Costs 159 Recruiting from an International Perspective 160 Recruiting Sources 161 The Internal Search 162 Employee Referrals/Recommendations 162 The External Searches 163 Advertisements 163 Employment Agencies 165 School, Colleges, and Universities 166 Professional Organizations 167 Unsolicited Applicants 167 Recruitment Alternatives 168 Temporary Help Services 168 Employee Leasing 168 **Independent Contractors** 170Goals of the Selection Process 170The Selection Process 171 Initial Screening 171 Completion of the Application Form 172 Employment Tests 173 The Comprehensive Interview 173 Background Investigation 173 Physical/Medical Examination 175 Final Employment Decision 175 The Comprehensive Approach 176 Selection from an International Perspective 177 Key Elements for Successful Predictors 178 Reliability 178 Validity 178 Content Validity 178 Construct Validity 179 Criterion-related Validity 179

Content Validity 178
Construct Validity 179
Criterion-related Validity 179
The Validity Analysis 180
Cut Scores and Their Impact on Hiring 181
Validity Generalization 183
Summary 183

Key Terms 184 Experiential Exercise: Validating a Test 184

Case Application: Motorola Recruits Internationally 185

Testing Your Understanding 186

Chapter 7: Selection Devices 188

Introduction 190
The Application Form 191
The Weighted Application Form 191
A Successful Application 193
Employment Tests 194
Written Tests 195
Performance Simulation Tests 195
Work Sampling 195
Assessment Centers 197
Other Tests 198

χV Contents

Graphology 199 Polygraph and Honesty Tests Testing in a Global Arena 201 Interviews 201 The Effectiveness of Interviews 201 Interviewing: An Interviewer's Perspective 205 Interviewing: A Candidate's Perspective—the Realistic Job Preview 205 Background Investigation 207 Medical/Physical Examinations 208 Selection for Self-Managed Teams 208 Summary 209 Key Terms 210 Experiential Exercise: The Awful Interview 210 Case Application: Applied Computer Technology 211

ORIENTING, TRAINING, AND DEVELOPING EMPLOYEES

Chapter 8: Employee Orientation 215

The Outsider-Insider Passage 217

Testing Your Understanding 213

Socialization 217

The Assumptions of Employee Socialization 217

The Socialization Process 219

The Purpose of New-Employee Orientation 220

Understanding the Organization's Culture 222

Learning the Dos and Don'ts 223

A Few Examples 224

The CEO's Role in Orientation 224

HRM's Role in Orientation 225

Employment's Role 226

Training and Development's Role 227

Compensation and Benefits' Role 228

Employee Relations' Role 229

Supervisor's Role in Orientation 230

Summary 231

Key Terms 232

Experiential Exercise: University Orientation 232

Case Application: Orientation at Marriott Hotels 232

Testing Your Understanding 233

Chapter 9: Employee Training and Development 235

Introduction 237

What is Employee Training? 237

Training and Learning 238

Theories of Learning 238

Operant Conditioning 238

Social Learning 239

The Learning Curve 240

Training and EEO 241

Determining Training Needs 241

Training Methods 243

On-the-job Training 243

Off-the-job Training 243

Employee Development 245

```
Employee Development Methods 246
    Job Rotation 246
    Assistant-To Positions 246
    Committee Assignments 246
    Lecture Courses and Seminars 246
    Simulations 247
    Outdoor Training 248
  Two Special Cases of Development: Mentoring and Counseling 248
    Mentoring/Coaching 248
    Employee Counseling 250
Organizational Development 252
  OD and Its Methods 252
    Survey Feedback 252
    Team Building 253
    Third-Party Intervention 254
  OD in the Reengineered Organization 254
  The Role of Change Agents 254
Evaluating Training and Development Effectiveness 255
  How Do We Evaluate Training Programs? 256
  Performance-Based Evaluation Measures 256
    Post-Training Performance Method 256
    Pre-Post-Training Performance Method 256
    Pre-Post-Training Performance with Control Group Method 257
International Training and Development Issues 257
  Training 257
  Management Development 258
Summary 259
Key Terms 260
Experiential Exercise: Evaluating An Orientation Program 260
Case Application: Hyatt Hotels 261
Testing Your Understanding 262
Chapter 10: Developing Careers 264
What Is a Career?
                 266
  Definition 266
  Individual versus Organizational Perspective 266
  Career Development versus Employee Development 267
  Career Development: Value for the Organization 267
    Ensures Needed Talent Will Be Available 267
    Improves the Organization's Ability to Attract and Retain High-talent
      Employees 267
    Ensures that Minorities and Women Get Opportunities for Growth and
      Development 268
    Reduces Employee Frustration 268
    Enhances Cultural Diversity 268
    Promotes Organizational Goodwill 269
  Career Development: Value for the Individual 269
Career Stages 272
  Exploration 272
  Establishment 273
  Mid-career 274
  Late Career 275
```

Decline (Late Stage) 275

xvi

Contents

xvii Contents •

Career Choices and Preferences 276 Holland Vocational Preferences 276 The Schein Anchors 277 Jungian Personality Typology 277 Making Personal Career Decisions 278 Contemporary Issues in Career Development 279 Dual Careers 279 Downsizing and Careers 280 Individual Responsibility for Careers 280 Toward More Effective Organizational Career Development 281 Challenging Initial Job Assignments 281 Career Counseling 281 Career Development Workshops 282 Continuing Education and Training 284 Periodic Job Changes 284 Multiple Career Tracks 284 Professional Associations 285 Mentor-Protégé Relationships Supportive Environment 287 Summary 287 Key Terms 288

MOTIVATING ORGANIZATIONAL MEMBERS

Testing Your Understanding 292

Chapter 11: Motivation and Job Design 294

Experiential Exercise: Career Planning 288

Case Application: A Demotion of Bay Area Hardware 291

Introduction 296

Characteristics of Motivation 296

The Motivation Process 296

Barriers to the Process 298

A Model of Motivation 299

The Effort-Performance Relationship 300

The Individual Performance-Organizational Goal Relationship 301

The Organizational Goal-Individual Goal Relationship 302

Putting the Pieces Together 305

Implications of the Model for Motivating Employees 305

Job Designs to Increase Motivation 307

The Job Characteristics Model 307

Job Enrichment 309

Job Rotation 310

Work at Home 310

Flexible Hours 310

Unique Motivation Challenges for HRM 311

Low-Tech Employees 311

High-Tech Employees 312

The Diversified Work Force 313

Summary 314

Key Terms 315

Experiential Exercise: I:AM Assessment 315

Case Application: Motivation Explains Behavior 315

Testing Your Understanding 317

Chapter 12: Evaluating Employee Performance 319 Introduction 321 The Linkage to Motivation 321 Performance Management Systems 322 The Purposes 322 Difficulties in Performance Management Systems 323 Focus on the Individual 323 Focus on the Process 325 Performance Appraisals and EEO The Appraisal Process 327 Appraisal Methods 328 Absolute Standards 328 The Essay Appraisal 328 The Critical Incident Appraisal 329 The Checklist Appraisal 329 The Adjective Rating Scale Appraisal 330 The Forced-Choice Appraisal 331 The Behaviorally Anchored Rating Scales 331 Relative Standards 333 Group Order Ranking 333 Individual Ranking 333 Paired Comparison 333 Objectives 334 Factors that Can Distort Appraisals 335 Leniency Error 335 Halo Error 336 Similarity Error 336 Low Appraiser Motivation 336 Central Tendency 336 Inflationary Pressures 337 Inappropriate Substitutes for Performance 337 Attribution Theory 338 Creating More Effective Performance Management Systems 338 Behavior-based Measures 338 Combine Absolute and Relative Standards 339 Ongoing Feedback 339 Multiple Raters 340 Peer Evaluations 340 360-Degree Appraisals Selective Rating 342 Trained Appraisers 343 Rewards for Accurate Appraisers 344 International Performance Appraisal 344 Who Performs the Evaluation? 344 Which Evaluation Format Will Be Used? 345 Summary 345 Key Terms 346 Experiential Exercise: The Performance Appraisal 346 Case Application: Jeannie Rice of Vanderbilt University 347 Testing Your Understanding 348 Chapter 13: Rewards and Compensation 350 Introduction 352

比为试读,需要完整PDF请访问: www.ertongbook.com

The Linkage to Motivation 352

xviii Contents