

Cambridge International AS & A Level

REFERENCE LIST – A LEVEL STUDIES

Cambridge International AS & A Level Psychology

9990

For examination in June and November 2018, 2019 and 2020. Also available for examination in March 2018, 2019 and 2020 for India only.

At A Level, the original studies are referenced for teachers but it is not necessary for candidates to study the original publication. An overview or general summary of each study is sufficient.

The textbooks available to accompany this syllabus provide an overview/summary of all the required content, at the appropriate level of detail, and are highly recommended.

This document contains the references in full, for information only, as only the author and original year of publication are listed in the syllabus. In some cases, a more recent or more accessible version of the original study or source is listed here than in the syllabus, and in many cases alternative sources will be possible for the same material.

Cambridge International Examinations retains the copyright on all its publications. Registered Centres are permitted to copy material from this booklet for their own internal use. However, we cannot give permission to Centres to photocopy any material that is acknowledged to a third party even for internal use within a Centre.

Contents

ology and abnormality	2
Schizophrenic and psychotic disorders Bipolar and related disorders Impulse control disorders and non-substance addictive disorder Anxiety disorders Obsessive-compulsive and related disorders	
ology and consumer behaviour	4
The physical environment The psychological environment Consumer decision-making The product Advertising	
ology and health	7
The patient practitioner relationship Adherence to medical advice Pain Stress Health promotion	
ology and organisations1	0
Motivation to work Leadership and management Group behaviour in organisations Organisational work conditions	
	Schizophrenic and psychotic disorders Bipolar and related disorders Impulse control disorders and non-substance addictive disorder Anxiety disorders Obsessive-compulsive and related disorders ology and consumer behaviour The physical environment The psychological environment Consumer decision-making The product Advertising ology and health The patient practitioner relationship Adherence to medical advice Pain Stress Health promotion ology and organisations Motivation to work Leadership and management Group behaviour in organisations

Psychology and abnormality

a) Schizophrenic and psychotic disorders

- Freeman, D, 2008, 'Studying and treating schizophrenia using virtual reality: a new paradigm' in *Schizophrenia Bulletin*, vol.34, no.4, pp.605–10
- ii Gottesman, I I and Shields, J, 1972, *Schizophrenia and genetics: A twin study vantage point*. New York: Academic Press
- iii Frith, C D, 1992, *The Cognitive Neuropsychology of Schizophrenia*. Hove: Psychology Press & Routledge Classic Editions
- iv Paul, G L and Lentz, R J, 1977, *Psychosocial Treatment of Chronic Mental Patients*. Cambridge, Mass: Harvard University Press
- v Sensky, T, Turkington, D, Kingdon, D, Scott, J L, Scott, J, Siddle, R, O'Carroll, M and Barnes, T R, 2000, 'A randomized controlled trial of cognitive-behavioral therapy for persistent symptoms in schizophrenia resistant to medication' in *Archives of General Psychiatry*, vol.57, no.2, pp.165–72

b) Bipolar and related disorders

2

- i Oruc, L, Verheyen, G R, Furac, I, Jakovljević, M, Ivezić, S, Raeymaekers, P, and Van Broeckhoven, C, 1997, 'Association analysis of the 5-HT2C receptor and 5-HT transporter genes in bipolar disorder' in *American Journal of Medical Genetics*, vol.74, no.5, pp.504–06
- ii Beck, AT, Rush, AJ, Shaw, BF and Emery, G, 1979, *Cognitive Therapy of Depression*. New York: The Guilford Press
- iii Seligman, M E, Castellon, C, Cacciola, J, Schulman, P, Luborsky, L, Ollove, M, and Downing, R, 1988, 'Explanatory style change during cognitive therapy for unipolar depression', in *Journal of abnormal psychology*, vol.97, no.1, pp.13–18
- iv Ellis, A, 1962, Reason and emotion in psychotherapy. New York: Lyle Stuart

c) Impulse control disorders and non-substance addictive disorder

- i Griffiths, M, 2005, 'A "components" model of addiction within a biopsychosocial framework', in *Journal of Substance Use*, vol.10, no.4, pp.191–97
- ii Burton, P R, McNiel, D E and Binder, R L, 2012, 'Firesetting, arson, pyromania, and the forensic mental health expert', in *Journal of the American Academy of Psychiatry and the Law Online*, vol.40, no.3, pp.355–65
- iii Miller, R, 2010, 'The feeling-state theory of impulse-control disorders and the Impulse-Control Disorder Protocol', in *Traumatology*, vol.16, no.3, pp.2–10
- iv Grant, J E, Levine, L, Kim, D, and Potenza, M N, 2005, 'Impulse control disorders in adult psychiatric inpatients', in *The American Journal of Psychiatry*, vol.162, no.11, pp.2184–88
- v Glover, J H, 2011, 'A case of kleptomania treated by covert sensitization', in *British Journal of Clinical Psychology*, vol.24, no.3, pp.213–14
- vi Blaszczynski, A, and Nower, L, 2003, 'Imaginal Desensitisation: A Relaxation-Based Technique for Impulse Control Disorders', in *Journal of Clinical Activities, Assignments & Handouts in Psychotherapy Practice*, vol.2, no.4, pp.1–14

www.cie.org.uk/alevel Back to contents page

d) Anxiety disorders

- i Spitzer, R L, Kroenke, K, Williams, J B, and Löwe, B, 2006, 'A brief measure for assessing generalized anxiety disorder: the GAD-7', in *Archives of internal medicine*, vol.166, no.10, pp.1092–97
- ii Ost, L G, 1992, 'Blood and injection phobia: Background and cognitive, physiological, and behavioural variables', in *Journal of Abnormal Psychology*, vol.101, no.1, pp.68–74
- iii DiNardo, P A and Barlow, D H, 1988, *Anxiety Disorders Interview Schedule-Revised (ADIS-R)*. Albany, NY: Graywind Publications
- iv Wolpe, J, 1958, Psychotherapy by Reciprocal Inhibition. Stanford: Stanford University Press
- v Öst, L G, Sterner, U and Fellenius, J, 1989, 'Applied tension, applied relaxation, and the combination in the treatment of blood phobia', in *Behaviour Research and Therapy*, vol.27, no.2, pp.109–21
- vi Öst, L G and Westling, B E, 1995, 'Applied relaxation vs cognitive behavior therapy in the treatment of panic disorder', in *Behaviour Research and Therapy*, vol.33, no.2, pp.145–58

e) Obsessive-compulsive and related disorders

- i Rapoport, J L, 1990, The Boy Who Couldn't Stop Washing. New York: Plume
- ii Lovell, K, Cox, D, Haddock, G, Jones, C, Raines, D, Garvey, R, Roberts, C and Hadley, S, 2006, 'Telephone administered cognitive behaviour therapy for treatment of obsessive compulsive disorder: randomised controlled non-inferiority trial', in *BMJ*, vol.333, no.7574, pp.883
- iii Lehmkuhl, H D, Storch, E A, Bodfish, J W and Geffken, G R, 2008, 'Brief report: Exposure and Response Prevention for Obsessive Compulsive Disorder in a 12-year-old with Autism', in *Journal of Autism and Developmental Disorders*, vol.38, no.5, pp.977–81

Back to contents page www.cie.org.uk/alevel

Psychology and consumer behaviour

a) The physical environment

- i Turley, L W and Milliman, R E, 2000, 'Atmospheric effects on Shopping Behavior: A Review of the Experimental Evidence', in *Journal of Business Research*, vol.49, pp.193–211
- ii Finlay, K, Kanetkar, V, Londerville, J and Marmurek, H H, 2006, 'The physical and psychological measurement of gambling environments', in *Environment and Behavior*, vol.38, no.4, pp.570–81
- iii Vrechopoulos, A P, O'Keefe, R M, Doukidis, G I and Siomkos, G J, 2004, 'Virtual store layout: an experimental comparison in the context of grocery retail', in *Journal of Retailing*, vol.80, no.1, pp.13–22
- iv North, A C, Shilcock, A and Hargreaves, D J, 2003, 'The effect of musical style on restaurant customers' spending', in *Environment and Behavior*, vol.35, no.5, pp.712–18
- v Gueguen, N, Jacob, C, Lourel, M and Le Guellec, H, 2007, 'Effect of Background Music on Consumer's Behavior: A Field Experiment in an Open-Air Market', in *European Journal of Scientific Research*, vol.16, no.2, pp.268–72
- vi Woods, A T, Poliakoff, E, Lloyd, D M, Kuenzel, J, Hodson, R, Gonda, H, Batchelor, J, Dijksterhuis, G B and Thomas, A, 2010, 'Effect of background noise on food perception', in *Food Quality and Preference*, vol.22, no.1, pp.42–47
- vii Kutlu, R, Manav, B and Lanc, R K, 2013, 'Retail Design: Color-Light Influence on Brand Identity-Image Perception', in *World Applied Sciences Journal*, vol.23, no.5, pp.598–606
- viii Chebat, J C and Michon, R, 2003, 'Impact of ambient odors on mall shoppers' emotions, cognition, and spending: A test of competitive causal theories', in *Journal of Business Research*, vol.56, no.7, pp.529–39

b) The psychological environment

- i Mackay, D B and Olshavsky, R W, 1975, 'Cognitive Maps of Retail Locations: An Investigation of Some Basic Issues', in *Journal of Consumer Research*, vol.2, no.3, pp.197–205
- ii Machleit, K A, Eroglu, S A and Mantel, S P, 2000, 'Perceived Retail Crowding and Shopping Satisfaction: What Modifies This Relationship?' in *Journal of Consumer Psychology*, vol.9, no.1, pp.29–42
- iii Gil, J, Tobari, E, Lemlij, M, Rose, A and Penn, A R, 2009, 'The differentiating behaviour of shoppers: clustering of individual movement traces in a supermarket', in Koch, D, Marcus, L and Steen, J, (eds) *Proceedings of the 7th International Space Syntax Symposium*. Royal Institute of Technology (KTH): Stockholm, Sweden
- iv Pavesic, D, 2005, 'The Psychology of Menu Design: Reinvent Your 'Silent Salesperson' to Increase Check Averages and Guest Loyalty', in *Hospitality Faculty Publications*, paper 5, Georgia State University
- v Dayan, E and Bar-Hillel, M, 2011, 'Nudge to nobesity II: Menu positions influence food orders', in *Judgment and Decision Making*, vol.6, no.4, pp.333–42
- vi Wansink, B, Van Ittersum, K, and Painter, J E, 2004, 'How Descriptive Food Names Bias Sensory Perceptions in Restaurants', in *Food Quality and Preference*, vol.16, no.5, pp.393–400

www.cie.org.uk/alevel

- vii Robson, S K A, Kimes, S E, Becker, F D and Evans, G W, 2011, 'Consumers' Responses to Table Spacing in Restaurants', in *Cornell Hospitality Quarterly*, vol.52, no.3, pp.253–64
- viii Milgram, S, Liberty, H J, Toledo, R and Wackenhut, J, 1986, 'Response to intrusion into waiting lines', in *Journal of Personality and Social Psychology*, vol.51, no.4, pp.683–89

c) Consumer decision-making

- i Richarme, M, 2005, 'Consumer Decision-Making Models, Strategies, and Theories, Oh My!' in *Decision Analyst*, Arlington, Texas
- ii Wansink, B, Kent, R J and Hoch, S, 1998, 'An Anchoring and Adjustment Model of Purchase Quantity Decisions', in *Journal of Marketing Research*, vol.35, no.1, pp.71–81
- iii Knutson, B, Rick, S, Wimmer, G E, Prelec, D and Loewenstein, G, 2007, 'Neural Predictors of Purchases', in *Neuron*, vol.53, no.1, pp.147–56
- iv Shleifer, A, 2012, 'Psychologists at the Gate: A Review of Daniel Kahneman's *Thinking, Fast and Slow*', in *Journal of Economic Literature*, vol.50, no.4, pp.1–12
- v Hall, L, Johansson, P, Tärning, B, Sikström, S and Deutgen, T, 2010, 'Magic at the marketplace: Choice blindness for the taste of jam and the smell of tea', in *Cognition*, vol.117, no.1, pp.54–61
- vi Braun-LaTour, K A, LaTour, M S, Pickrell, J E and Loftus, E F, 2004, 'How and When Advertising Can Influence Memory for Consumer Experience', in *Journal of Advertising*, vol.33, no.4, pp.7–25

d) The product

- i Porublev, E, Brace-Govan, J, Minahan, S and Dubelaar, C, 2009, 'To wrap or not to wrap? What is expected? Some initial findings from a study of gift wrapping', in *ANZMAC 2009: Sustainable management and marketing conference*, Melbourne, Monash University, pp.1–8
- ii Grossman, R P and Wisenblit, J Z, 1999, 'What we know about consumers' color choices', in *Journal of Marketing Practice: Applied Marketing Science*, vol.5, no.3, pp.78–88
- iii Atalay, A S, Bodur, H O and Rasolofoarison, D, 2012, 'Shining in the Center: Central Gaze Cascade Effect on Product Choice', in *Journal of Consumer Research*, vol.39, no.4, pp.848–66
- iv Kardes, F R, Fennis, B M, Hirt, E R, Tormala, Z L and Bullington, B, 2007, 'The Role of the Need for Cognitive Closure in the Effectiveness of the Disrupt-Then-Reframe Influence Technique', in *Journal of Consumer Research*, vol.34, no.3, pp.377–85
- v Ajzen, I, 1991, 'The theory of planned behavior', in *Organizational Behavior and Human Decision Processes*, vol.50, no.2, pp.179–211

e) Advertising

- i McCarthy, J E, 1960, Basic Marketing. A Managerial Approach. Homewood, IL: Richard D. Irwin
- ii Lauterborn, B, 1990, 'New Marketing Litany: Four Ps Passé: C-Words Take Over', in *Advertising Age*, vol.61, no.41, p.26
- iii Auty, S G and Lewis, C, 2004, 'Exploring children's choice: the reminder effect of product placement', in *Psychology and Marketing*, vol.21, no.9, pp.697–713

Back to contents page www.cie.org.uk/alevel

- iv Fischer, P M, Schwartz, M P, Richards, J W, Goldstein, A O and Rojas, T H, 1991, 'Brand logo recognition by children aged 3 to 6 years: Mickey Mouse and Old Joe the Camel', in *Jama*, vol.266, no.22, pp.3145–48
- v Snyder, M and DeBono, K G, 1985, 'Appeals to image and claims about quality: Understanding the psychology of advertising', in *Journal of Personality and Social Psychology*, vol.49, no.3, pp.586–97
- vi Kohli, C, Leuthesser, L and Suri, R, 2007, 'Got slogan? Guidelines for creating effective slogans', in *Business Horizons*, vol.50, no.5, pp.415–22

www.cie.org.uk/alevel Back to contents page

Psychology and health

a) The patient practitioner relationship

- i McKinstry, B and Wang, J X, 1991, 'Putting on the style: what patients think of the way their doctor dresses', in *British Journal of General Practice*, vol.41, no.348, pp.270, 275–78
- ii McKinlay, J B, 1975, 'Who is Really Ignorant Physician or Patient?', in *Journal of Health and Social Behavior*, vol.16, no.1, pp.3–11
- iii Byrne, P S and Long, B E, 1976, *Doctors talking to patients. A study of the verbal behaviour of general practitioners consulting in their surgeries.* London: HMSO
- iv Savage, R and Armstrong, D, 1990, 'Effect of a general practitioner's consulting style on patients' satisfaction: a controlled study', in *BMJ: British Medical Journal*, vol.301, no.6758, pp.968–70
- v Robinson, R and West, R, 1992, 'A comparison of computer and questionnaire methods of history-taking in a genito-urinary clinic', in *Psychology and Health*, vol.6, no.1–2, pp.77–84
- vi Safer, M A, Tharps, Q J, Jackson, T C and Leventhal, H, 1979, 'Determinants of Three Stages of Delay in Seeking Care at a Medical Clinic', in *Medical Care*, vol.17, no.1, pp.11–29
- vii Barlow, D and Durand, V, 2011, *Abnormal psychology: An integrative approach*. Belmont, CA: Wadsworth Publishing
- viii Aleem, A and Ajarim, D S, 1995, 'Munchausen Syndrome Presenting as Immunodeficiency: A Case Report and Review of Literature', in *Annals of Saudi Medicine*, vol.15, no.4, pp.404–06

b) Adherence to medical advice

- i Bulpitt, C J, 1994, 'Risks and benefits of drug treatment of hypertension in the elderly', in *Journal of the Royal Society of Medicine*, vol.87, suppl. 23, pp.16–18
- ii Becker, M H, 1974, 'The health belief model and sick role behavior', in Becker, M. H. (ed.), *The health belief model and personal health behaviour*. Thorofare, New Jersey: Charles S. Black, Inc., pp.82–92
- iii Riekert, K A and Drotar, D, 1999, 'Who Participates in Research on Adherence to Treatment in Insulin-dependent Diabetes Mellitus? Implications and Recommendations for Research', in *Journal of Pediatric Psychology*, vol.24, no.3, pp.253–58
- iv Chung, K F and Naya, I, 2000, 'Compliance with an oral asthma medication: a pilot study using an electronic monitoring device', in *Respiratory Medicine*, vol.94, no.9, pp.852–58
- v Roth, H P and Caron, H S, 1978, 'Accuracy of doctors' estimates and patients' statements on adherence to a drug regimen', in *Clin Pharmacol Ther*, vol.23, no.3, pp.361–70
- vi Sherman, J, Hutson, A, Baumstein, S and Hendeles, L, 2000, 'Telephoning the patient's pharmacy to assess adherence with asthma medications by measuring refill rate for prescriptions', in *The Journal of Pediatrics*, vol.136, no.4, pp.532–36
- vii Ley, P, 1988, Communicating with patients: Improving communication, satisfaction and compliance. Psychology and Medicine Series. New York: Croom Helm
- viii Yokley, J M and Glenwick, D S, 1984, 'Increasing the immunization of preschool children; an evaluation of applied community interventions', in *Journal of Applied Behavior Analysis*, vol.17, no.3, pp.313–25
- ix Watt, P M, Clements, B, Devadason, S G and Chaney, G M, 2003, 'Funhaler spacer: improving adherence without compromising delivery', in *Archives of Disease in Childhood*, vol.88, no.7, pp.579–81

Back to contents page www.cie.org.uk/alevel

c) Pain

- Melzack, R and Wall, P D, 1965, 'Pain mechanisms: a new theory', in *Science, New Series*, vol.150, no.3699, pp.971–79
- ii Varni, J W, Thompson, K L and Hanson, V, 1987, 'The Varni/Thompson Pediatrie Pain Questionnaire. I. Chronic musculoskeletal pain in juvenile rheumatoid arthritis', in *Pain, The Journal of the International Association for the Study of Pain*, vol.28, no.1, pp.27–38
- iii Wong, D L and Baker, C M, 1988, 'Pain in Children: Comparison of Assessment Scales', in *Pediatric Nursing*, vol.14, no.1, pp.9–17

d) Stress

- i Chandola, T, Britton, A, Brunner, E, Hemingway, H, Malik, M, Kumari, M, Bradrick, E, Kivimaki, M and Marmot, M, 2008, 'Work stress and coronary heart disease: what are the mechanisms?', in *European Heart Journal*, vol.29, no.5, pp.640–48
- ii Holmes, T H and Rahe, R H, 1967, 'The social readjustment rating scale', in *Journal of Psychosomatic Research*, vol.11, no.2, pp.213–18
- iii Friedman, M and Rosenman, R H, 1974, *Type A Behavior and Your Heart*. New York: Alfred A Knopf / Random House
- iv Wang, J, Rao, H, Wetmore, G S, Furlan, P M, Korczykowski, M, Dinges, D F and Detre, J A, 2005, 'Perfusion functional MRI reveals cerebral blood flow pattern under psychological stress', Proceedings of the National Academy of Sciences of the United States of America, vol.102, no.49, pp.17804–09
- v Evans, G W and Wener, R E, 2007, 'Crowding and personal space invasion on the train: Please don't make me sit in the middle', in *Journal of Environmental Psychology*, vol.27, no.1, pp.90–94
- vi Budzynski, T H and Stoyva, J M, 1969, 'An Instrument for Producing Deep Muscle Relaxation by Means of Analog Information Feedback', in *Journal of Applied Behavior Analysis*, vol.2, no.4, pp.231–37
- vii Bridge, L R, Benson, P, Pietroni, P C and Priest, R G, 1988, 'Relaxation and imagery in the treatment of breast cancer', in *BMJ*, vol.297, pp.1169–72.
- viii Meichenbaum, D H and Deffenbacher, J L, 1988, 'Stress inoculation training', in *The Counseling Psychologist*, vol.16, no.1, pp.69–90.

e) Health promotion

8

- i Janis, I L and Feshbach, S, 1953, 'Effects of fear-arousing communications', in *The Journal of Abnormal and Social Psychology*, vol.48, no.1, pp.78–92
- ii Cowpe, C, 1989, 'Chip pan fire prevention 1976–1988', in Channer, C (ed.), *Television Advertising Case Histories*, 2nd edition. London: Cassell
- iii Lewin, R J P, Furze, G, Robinson, J, Griffith, K, Wiseman, S, Pye, M and Boyle, R, 2002, 'A randomised controlled trial of a self-management plan for patients with newly diagnosed angina', in *British Journal of General Practice*, vol.52, pp.194–201
- iv Tapper, K, Horne, P J and Lowe, C F, 2003, 'The Food Dudes to the rescue', in *Psychologist*, vol.16, no.1, pp.18–21

www.cie.org.uk/alevel Back to contents page

- v Fox, D K, Hopkins, B L and Anger, W K, 1987, 'The Long-term Effects of a Token Economy in Safety Performance in Open Pit Mining', in *Journal of Applied Behavior Analysis*, vol.20, no.3, pp.215–24
- vi Farquhar, J W, Fortmann, S P, Maccoby, N, Haskell, W L, Williams, P T, Flora, J A, Taylor, C B, Brown, B W Jr, Solomon, D S and Hulley, S B, 1985, 'The Stanford Five-City Project: design and methods', in *American Journal of Epidemiology*, vol.122, no.2, pp.323–34
- vii Weinstein, N D, 1980, 'Unrealistic Optimism About Future Life Events', in *Journal of Personality and Social Psychology*, vol.36, no.5, pp.806–20
- viii Prochaska, J O and Velicer, W F, 1997, 'The Transtheoretical Model of Health Behavior Change', in *American Journal of Health Promotion*, vol.12, no.1, pp.38–48
- ix Lau, R R, Quadrel, M J and Hartman, K A, 1990, 'Development and Change of Young Adults' Preventive Health Beliefs and Behavior: Influence from Parents and Peers', in *Journal of Health and Social Behavior*, vol.31, no.3, pp.240–59

Back to contents page www.cie.org.uk/alevel

Psychology and organisations

a) Motivation to work

- i Maslow, A, 1970, Motivation and Personality, 2nd edition. New York: Harper & Row
- ii Alderfer, C P, 1972, Existence, Relatedness, and Growth: Human Needs in Organizational Settings. New York: Free Press
- iii McClelland, D C, 1965, 'Toward a theory of motive acquisition', in *American Psychologist*, vol.20, no.5, pp.321–33
- iv Locke, E A and Latham, G P, 1984, *Goal Setting: A Motivational Technique that Works*, Englewood Cliffs, NJ: Prentice-Hall, Inc.
- v Vroom, V H, 1964, Work and Motivation. New York: Wiley
- vi Adams, J S, 1965, 'Inequity in social exchange', in Berkowitz, L (ed.), *Advances in Experimental Social Psychology*. New York: Academic Press, pp.267–99

b) Leadership and management

10

- i Heifetz, R A, Grashow, A and Linsky, M, 2009, *The Practice of Adaptive Leadership: Tools and Tactics for Changing Your Organization and the World.* Boston, Mass: Harvard Business Press
- ii Scouller, J, 2011, *The Three Levels of Leadership: How to Develop Your Leadership Presence, Knowhow and Skill.* Cirencester: Management Books
- iii Fiedler, F E, 1967, A Theory of Leadership Effectiveness. New York: McGraw-Hill
- iv Hersey, P and Blanchard, K H, 1988, *Management of Organizational Behaviour*, 5th edition. Englewood Cliffs, NJ: Prentice Hall
- v Muczyk, J P and Reimann, B C, 1987, 'The Case for Directive Leadership', in *The Academy of Management Executive*, vol.1, no.4, pp.301–11
- vi Dansereau, F, Graen, G and Haga, W J, 1975, 'A vertical dyad linkage approach to leadership within formal organizations', in *Organizational Behavior and Human Performance*, vol.13, no.1, pp.46–78
- vii Dansereau, F, Yammarino, F J, Markham, S E, Alutto, J A, Newman, J, Dumas, M, Nachman, S A, Naughton, T J, Kim, K, Al-Kelabi, S A, Lee, S and Keller, T, 1995, 'Individualized leadership: A new multiple-level approach', in *The Leadership Quarterly*, vol.6, no.3, pp.413–50
- viii Kelley, R E, 1988, 'In praise of followers', in Harvard Business Review, vol.66, pp.142-48
- ix Kouzes, J M and Posner, B Z, 1987, *The Leadership Challenge: How to Make Extraordinary Things Happen in Organizations*. New York: Wiley

www.cie.org.uk/alevel

c) Group behaviour in organisations

- i Tuckman, B W, 1965, 'Developmental Sequence in Small Groups', in *Psychological Bulletin*, vol.63, no.6, pp.384–99
- ii Belbin, M, 1981, Management Teams. London: Heinemann
- iii Wedley, W C and Field, R H, 1984, 'A Predecision Support System', in *Academy of Management Review*, vol.9, no.4, pp.696–703
- iv Janis, I L, 1971, 'Groupthink', in *Psychology Today*, vol.5, no.6, pp.43-46, 74-76
- v Forsyth, D R, 2006, 'Decision making' in Forsyth, D R, *Group Dynamics* 5th edition. Belmont, CA: Wadsworth, Cengage Learning, pp.317–49
- vi Thomas, K W, 1976, 'Conflict and conflict management' in Dunnette, M D (ed.), *Handbook of Industrial and Organizational Psychology*. Chicago: Rand McNally, pp.889–935

d) Organisational work conditions

- Wickström, G and Bendix, T, 2000, 'The "Hawthorne effect" what did the original Hawthorne studies actually show?', in Scandinavian Journal of Work, Environment & Health, vol.26, no.4, pp.363–67
- ii Einarsen, S, 1999, 'The nature and causes of bullying at work', in *International Journal of Manpower*, vol.20, no.1/2, pp.16–27
- iii Oldham, G R and Brass, D J, 1979, 'Employee Reactions to an Open-Plan Office: A Naturally Occurring Quasi-Experiment', in *Administrative Science Quarterly*, vol.24, no.2, pp.267–84
- iv Pheasant, S, 1991, *Ergonomics, Work and Health*. London: Macmillan Academic and Professional Ltd.
- v Knutsson, A, 2003, 'Health disorders of shift workers', in *Occupational Medicine*, vol.53, no.2, pp.103–08
- vi Gold, D R, Rogacz, S, Bock, N, Tosteson, T D, Baum, T M, Speizer, F E and Czeisler, C A, 1992, 'Rotating shift work, sleep, and accidents related to sleepiness in hospital nurses', in *American Journal of Public Health*, vol.82, no.7, pp.1011–14
- vii Fox, D K, Hopkins, B L and Anger, W K, 1987, 'The Long-term Effects of a Token Economy in Safety Performance in Open Pit Mining', in *Journal of Applied Behavior Analysis*, vol.20, no.3, pp.215–24
- viii Cowpe, C, 1989, 'Chip pan fire prevention 1976–1988', in Channer, C (ed.), *Television Advertising Case Histories*, 2nd edition. London: Cassell

e) Satisfaction at work

- i Herzberg, F, Mausner, B and Snyderman, B B, 1959, *The Motivation to Work*, 2nd edition. New York: Wiley
- ii Hackman, J R and Oldham, G R, 1976, 'Motivation through the design of work: Test of a theory', in *Organizational Behavior and Human Performance*, vol.16, no.2, pp.250–79
- iii Smith, P C, Kendall, L M and Hulin, C L, 1969, *The Measurement of Satisfaction in Work and Retirement: A Strategy for the Study of Attitudes.* Chicago, III: Rand McNally
- iv Weiss, D J, Dawis, R V, England, G W and Lofquist, L H, 1967, *Manual for the Minnesota Satisfaction Questionnaire*, vol.22. Minnesota Studies in Vocational Rehabilitation, Minneapolis: University of Minnesota, Industrial Relations Center

Back to contents page www.cie.org.uk/alevel

- v Walton, R E, 1973, 'Quality of work life', in Sloan Management Review, vol.15, no.1, pp.11-12
- vi Walton, R E, 1974, 'QWL indicators: prospects and problems', in Portigal, A H (ed.), *Measuring the quality of working life; A symposium on social indicators of working life*. Ottawa: Labour Canada, pp.19–20
- vii Giacalone, R A, and Rosenfeld, P, 1987, 'Reasons for employee sabotage in the workplace', in *Journal of Business and Psychology*, vol.1, no.4, pp.367–78
- viii Blau, G J and Boal, K B, 1987, 'Conceptualizing How Job Involvement and Organizational Commitment Affect Turnover and Absenteeism', in *Academy of Management Review*, vol.12, no.2, pp.288–300
- ix Mowday, R T, Steers, R M and Porter, L W, 1979, 'The Measurement of Organizational Commitment', in *Journal of Vocational Behavior*, vol.14, no.2, pp.224–47

www.cie.org.uk/alevel

© Cambridge International Examinations March 2016

