

https://dspace.org/

Correlates of the multidimensional components of type a behaviour

Burns, Warren

1992
http://hdl.handle.net/10539/22017

Downloaded from a DSpace repository. https://dspace.org/

Summary

To conclude, the present thesis has attempted to support the utility of a multidimensional model of the components of Type A behaviour. As such, the multidimensional model developed in the present thesis has attempted to integrate past research efforts, consolidate conceptual views of the components, and provide a possible framework for future efforts to predict health, CHD, work-related and social outcomes. Three issues were considered in developing the model: First, the conceptual meaning of the components of Type A behaviour was explored, because of the ambiguity regarding the definition of Type A behaviour (Matthews, 1982; Price, 1982a). Second, the MTABS was developed with a view to operationalising the components delineated. Finally, having demonstrated adequate factorial stability and construct validity, the MTABS could be used as a measure to examine the differential relationships of the components to health and work related outcomes. This formed the framework for the development of the revised model within the present chapter. Although the ultimate utility of the model is dependent on empirical support with cardiovascular measures, it at least provides a refined conceptual basis for extending work on Type A behaviour beyond a global index.

Glass (1989) adopts a quote that "Where there is no vision, the people perish" (Proverbs 29:18). Against this backdrop, to move the Type A behaviour field ahead will require transformational change in the minds of many researchers. Indeed, the future utility, and popularity of a multifaceted conceptualisation of Type A behaviour, will rely on the collective efforts of Type A researchers.

A pivot has been reached where a transition away from a global index is needed in the field (Edwards & Baglioni, 1991; Glass, 1989; O'Rourke et al., 1988; Wright, 1988). By changing peoples' conceptualisation of a global construct, a change in direction is possible. Exciting challenges face the future for Type A researchers who pursue and extend some of the recent developments on component analyses of this complex construct.

Note

Note 1 (p. 131). In reporting on the internal consistency of the Job Involvement Scale it is important to note that Jans (1982) does not report test-retest reliability on the Job Involvement Scale. A literature review did not reveal any study that reported on the test-retest reliability of the Job Involvement Scale

Note 2 (p. 208). The author would like to express his thanks to Dr. J. Galpan, Departement of Statistics, University of the Witwatersrand, for her valuable contribution in explaining the condition number as an important conditioning diagnostic for detecting multicollinearity in multiple regression analyis.

Note 3 (p. 243). It is interesting to note that a central dimension assessed by Life Insurance Marketing Research in America (LIMRA) during selection of sale people is the level of empathy reported by the respondent (LIMRA selection questionnaire). Also, personal communication with the branch managers in the three regions revealed that empathy was a central characteristic of sales success.

Abbott, A.V., & Peters, R.K. (1988). Type A behavior and Coronary Heart Disease: An update. American Family Physician, 38, 105-110.

Abrahamson, L.Y., Seligman, M.E.P., & Teasdale, J.D. (1978). Learned helplessness in humans: Critique and reformation. Journal of Abnormal Psychology, 87, 49-74.

Academy of Management Review (1986). Strategy, 11, 71-87.

Ajzen, I., & Madden, T.J. (1986). Prediction of goal-directed behaviour, attitudes, intentions and perceived behavioral control. Journal of Experimental Social Psychology, 22, 453-474.

Alwin, D. (1977). Making errors in surveys. Methods and Research, 6, 131-150.

Ames, C., & Ames, R. (1981). Competitive versus individualistic goal structures: A motivational analysis. In R. Ames & C. Ames (Eds.), Research on motivation in education: Student motivation. New York: Academic Press.

Anastasi, A. (1985). Some emerging trends in psychological measurement A fifty-year perspective. Applied Psychological Measurement, 9, 120-138.

Anastasi, A. (1988). Psychological testing (6th ed.). New York: MacMillan.

Anderson, J.R., & Waldron, I. (1983). Behavioral and content components of the Structured Interview assessment of the Type A behavior pattern in women. Journal of Behavioral Medicine, 6(2), 123-134.

Anderson, N., & Shackleton, V. (1986). Recruitment and selection: A review of developments in the 1980's. Personnel Review, 15, 19-25.

Andrasik, F., Blanchard, E.B., Arena, J.G., Teders, S.J., Teevan, R.C. & Rodichok, L.D. (1982). Psychological functions in headache sufferers. Psychosomatic Medicine, 44, 171-182.

Angell, M. (1985). Disease as a reflection of the psyche. New England Journal of Medicine, 312, 1570-1572.

Angle, H.G., & Perry, J.L. (1981). An empirical assessment of organizational commitment and organizational effectiveness. Administrative Science Quarterly, 26, 1-14.

Anscombe, F.J. (1973). Graphs in statistical analysis. American Statistician, 27, 17-21.

Anscombe, F.J., & Tukey, J.W. (1963). The examination and analysis of residuals. Technometrics, 5, 141-160.

Antelman, J.M., & Caggiula, A.R. (1977). Norepinephrine-dopamine interactions and behavior. Science, 195, 646-653.

Antonovsky, A. (1979). Health, stress and coping. San Francisco: Jossey-Bass.

Abbott, A.V., & Peters, R.K. (1988). Type A behavior and Coronary Heart Disease: An update. American Family Physician, 38, 105-110.

Abrahamson, L.Y., Seligman, M.E.P., & Teasdale, J.D. (1978). Learned helplessness in humans: Critique and reformation. Journal of Abnormal Psychology, 87, 49-74.

Academy of Management Review (1986). Strategy, 11, 71-87.

Ajzen, I., & Madden, T.J. (1986). Prediction of goal-directed behaviour, attitudes, intentions and perceived behavioral control. Journal of Experimental Social Psychology, 22, 453-474.

Alwin, D. (1977). Making errors in surveys. Methods and Research, 6, 131-150.

Ames, C., & Ames, R. (1981). Competitive versus individualistic goal structures: A motivational analysis. In R. Ames & C. Ames (Eds.), Research on motivation in education: Student motivation. New York: Academic Press.

Anastasi, A. (1985). Some emerging trends in psychological measurement A fifty-year perspective. Applied Psychological Measurement, 9, 120-138.

Anastasi, A. (1988). Psychological testing (6th ed.). New York: MacMillan.

Anderson, J.R., & Waldron, I. (1983). Behavioral and content components of the Structured Interview assessment of the Type A behavior pattern in women. Journal of Behavioral Medicine, 6(2), 123-134.

Anderson, N., & Shackleton, V. (1986). Recruitment and selection: A review of developments in the 1980's. Personnel Review, 15, 19-25.

Andrasik, F., Blanchard, E.B., Arena, J.G., Teders, S.J., Teevan, R.C. & Rodichok, L.D. (1982). Psychological functions in headache sufferers. Psychosomatic Medicine, 44, 171-182.

Angell, M. (1985). Disease as a reflection of the psyche. New England Journal of Medicine, 312, 1570-1572.

Angle, H.G., & Perry, J.L. (1981). An empirical assessment of organizational commitment and organizational effectiveness. Administrative Science Quarterly, 26, 1-14.

Anscombe, F.J. (1973). Graphs in statistical analysis. American Statistician, 27, 17-21.

Anscombe, F.J., & Tukey, J.W. (1963). The examination and analysis of residuals. Technometrics, 5, 141-160.

Antelman, J.M., & Caggiulo, A.R. (1977). Norepinephrine-dopamine interactions and behavior. Science, 195, 646-653.

Antonovsky, A. (1979). Health, stress and coping. San Francisco: Jossey-Bass.

Antonovsky, A. (1987). Unravelling the mystery of health: how people manage stress and stay well. San Francisco: Jossey-Bass.

Appel, M.A., Holroyd, K.A., & Gorkin, L., (1983). Anger and the etiology and progression of physical illness. In L. Temoshok, C. Van Dycke, & L.S. Zegans, (Eds.), Emotions in health and illness: Theoretical and research foundations. New York: Grune & Stratton.

Archer, J. & Lloyd, B.B. (1985). Sex and gender. New York: Cambridge University Press.

Arieti, S., & Bemporad, J. (1978). Severe and mild depression. London. Tavistock Publications.

Arlow, J. (1945). Identification of mechanisms in coronary occlusion. Psychosomatic Medicine, 7, 195-209.

Arnold, H.J., & Feldman, D.C. (1982). A multivariate analysis of the determinants of job turnover. Journal of Applied Psychology, 67, 350-360.

Arvey, R.D., Bouchard, J., Segal, N.J.L., & Abraham, L.M. (1989). Job satisfaction: Environmental and genetic components. Journal of Applied Psychology, 74, 187-192.

Arvey, R.D., & Dewhirst, H.D. (1976). Goal setting attributes, personality variables, and job satisfaction. Journal of Vocational Behavior, 9, 179-189.

Ashford, S. J., & Cummings, L. L. (1983). Proactive feedback seeking: The instrumental use of the information environment. Journal of Occupational Psychology, 58, 67-79.

Askin, R.G. (1982). Multicollinearity in regression: Review and examples. Journal of Forecasting, 1, 281-292.

Atkinson, J.W., & Raynor, J.O. (1974). Motivation and achievement. Washington: Winston.

Averill, J.R. (1973). Personal control over aversive stimuli and it's relationship to stress. Psychological Bulletin, 80, 286-303.

Averill, J.R. (1982). Anger and aggression: An essay on emotion. New York, Springer-Verlog.

Averill, J.R. (1983). Studies on anger and aggression. Implications for theories of emotion. American Psychologist, November, 1145-1159.

Avila, R.A., & Fern, E.F. (1986). The selling situation as a moderator of the personality-sales performance relationship: an empirical investigation. Journal of Personal Selling & Sales Management, 6, 53-63.

Bachman, J.G., & O'Mally, P.M. (1977). Self-esteem in young men: A longitudinal analysis of the impact of educational and occupational attainment. Journal of Personality and Social Psychology, 35, 365-380.

Bagozzi, R.P. (1978). The construct validity of the affective, behavioral, and cognitive components of attitude by analysis of covariance structures. Multivariate Behavioral Research, 13, 9-31.

Baker, L.J. (1990). The search for psychological predictors of cardiovascular disease. Contemporary Psychology, 35, 1085-1086.

Bandura, A. (1977). Self-efficacy: Toward a unifying theory of behavioral change. Psychological Review, 84, 191-215.

Bandura, A. (1982). Self-efficacy mechanism in human agency. American Psychologist, 37, 122-147.

Bandura, A. (1986). Social foundations of thought and action: a socia. cognitive theory. Englewood Cliffs, NJ: Prentice-Hall.

Banks, M.H., Clegg, C., Jackson, P.R., Kemp, J.N., Stafford, E., & Wall, T.D. (1980). The use of the General Health Questionnaire as an indicator of mental health or occupational studies. Journal of Occupational Psychology, 53, 187-194.

Barefoot, J.C., Dahlstrom, W.G., & Williams, R.B. (1983). Hostility, CHD incidence, and total mortality: A 25 year follow-up study of 255 physicians. Psychosomatic Medicine, 45, 59-63.

Barefoot, J.C., Dodge, K.A., Bercedis, L., Peterson, L., Dahlstrom, W.G., Redford, B., & Williams, M.D. (1989). The Cook-Medley hostility scale: Item content and ability to predict survival. Psychosomatic Medicine, 51, 46-57.

Barefoot, J C., Dodge, K.A., Peterson, B.K., & Dahlstrom, W.G. (1989). The Cook-Medley Hostility Scale: Item content and ability to predict survival. Psychosomatic Medicine, 51, 46-57.

Barefoot, J.C., Peterson, B.L., Harrell, F.E., Hlatky, M.A., Pryor, D.B., Haney, T.L., Blumenthal. J.A., Siegler, I.C., & Williams, R.B. Jr. (1989). Type A Behavior and survival: A Follow-up study of 1,467 Patients with Coronary Artery Disease. The American Journal of Cardiology, 64, 427-432.

Barling, J. (1984). Effects of husbands' work experiences on wives' marital satisfaction. Journal of Social Psychology, 124, 219-225.

Barling, J., & Beattie, R. (1983). Self-efficacy beliefs and sales performance. Journal of Organizational ... avior Management, 5, 41-51.

Barling, J., Bluen, S.D. & Moss, V. (1990). Dimensions of Type A behaviour and marital dissatisfaction. Journal of Psychology, 124, 311-319.

Barling, J., & Boswell, R. (1991). Work performance and the achievement-striving and impatience-irritability dimensions of Type A behavior. Manuscript submitted for publication.

Barling, J., & Charbonneau, D. (1992). Disentangling the relationship between Type A behavior, performance and health. Journal of Organizational Behavior.

Barling, J., Kryl, I.P., & Bluen, S.D. (1990). "Finally, all the questionnaires are back": Bias in the time taken to return survey questionnaires. Personality and Individual Difference, 11, 177-180.

Bartholomew, D.J. (1985). Foundations of factor analysis: Some practical implications. British Journal of Mathematical and Statistical Psychology, 38, 1-10.

Barton, S., Brautigan, M., Fogle, G., Freitas, R.C., & Hicks, R.A. (1982). Type A-B behavior and the incidence of allergies in college students. Psychological Reports, 50, 566.

Barton, S., & Hicks, R.A. (1985). Type A-B behavior and incidence of infectious mononucleosis in college students. Psychological Reports, 56, 545-546.

Bass, C. (1984a). Type A behaviour in patients with chest pain: Test-retest reliability and psychometric correlates of the Bortner scale. Journal of Psychosomatic Research, 28, 289-300.

Bass, C. (1984b). Type A behaviour: Recent research developments. Journal of Psychosomatic Research, 28, 371-378.

Baum, A., Grunberg, N.E., & Singer, J.E. (1982). The use of psychological and neuroendocrine measurements in the study of stress. Health Psychology, 1, 217-236.

Baumeister, R.F., Stillwell, A., & Wotman, S.R. (1990). Victim and perpetrator accounts of interpersonal conflict:
Autobiographical narrative about anger. Journal of Personality and Social Psychology, 59, 994-1005.

Bayer, G. & Gerstein, L. (1988). Supervisory attitudes toward impaired workers: A factor analytic study of the behavioral index of troubled employees (BITE). The Journal of Applied Behavioral Science, 24, 413-422.

Beck, A.T. (1970). Depression: Causes and treatment. Philadelphia: University of Pennsylvania Press.

Beck, A.T. (1976). Cognitive therapy and the emotional disorders. New York: International Press.

Beck, A.T. (1987). Cognitive models of depression. Journal of Cognitive Psychotherapy, an International Quarterly, 1, 5-37.

Becker, M.A., & Byrne, D. (1984). Type A behavior and daily activities of young married couples. Journal of Applied Social Psychology, 14, 82-88.

Becker, M.A., & Suls, J. (1982). Test performance as a function of the hard-driving and speed

components of the Type A coronary-prone behavior pattern. Journal of Psychosomatic Research, 26, 435-440.

Bedeian, A.G., & Armenakis, A.A. (1981). A path-analytic study of the consequences of role conflict and ambiguity. Academy of Management Journal, 42, 417-424.

Bedeian, A.G., Ferris, G.R., & Kacmar, K.M. (1992). Age, tenure, and job satisfaction: A tale of two perspectives. Journal of Vocational behavior, 40, 33-48.

Bedeian, A.G., Mossholder, K.W., & Armenakis, A.A. (1983). Role perception-outcome relationships: moderating effects of situational variables. Human Relations, 36, 167-184.

Beehr, T.A., & O'Hara, K. (1987). Methodological designs for the evaluation of occupational stress interventions. In S.V. Kasl & C.L. Cooper (Eds.), Stress and Health: Issues in Research Methodology. New York: John Wiley & Sons.

Beehr, T.A., Walsh, J.T., & Taber, T.D. (1976). Relationship of stress to individually and organizationally valued states: Higher order needs as a moderator. Journal of Applied Psychology, 61, 41-47.

Begley, T.M., & Boyd, D.P. (1985). The relationship of the Jenkins activity Survey to Type A behavior among business executives. Journal of Vocational Behavior, 27, 316-328.

Behrman, D.N., & Perreault, W.D. (1984). A role stress model of the performance and satisfaction of industrial salespersons. Journal of Marketing, 48, 9-21.

Belscher, G., & Costello, C.G. (1988). Relapse after recovery from unipolar depression: A critical review. Psychological Bulletin, 104, 84-96.

Belsley, D.A. (1991). Conditioning diagnostics: Collinearity and weak data in regression. New York: John Wiley.

Belsley, D.A., Kuh, E., & Welsh, R.E. (1980). Regression diagnostics-identifying influential data and sources of collinearity. New York: John Wiley & Sons.

Ben-Zur, H., & Breznitz, S. (1991). What makes people angry: Dimensions of anger-evoking events. Journal of Research in Personality, 25, 1-22.

Benight, C.C. & Kinicki, A.J., (1988). Interaction of Type A behavior and perceived controllability of stressors on stress outcomes. Journal of Vocational Behavior, 33, 50-62.

Bennett, P. & Carroll, D. (1989). The assessment of Type A behaviour: A critique. Psychology and Health, 3, 183-194.

Bennett, P., Gallacher, J. & Johnston, D. (1990). Towards a state measure of Type A behaviour. British Journal of Clinical Psychology, 29, 155-165.

Bentler, P.M. (1985). On the implications of Bartholomew's approach to factor analysis.

British Journal of Mathematical and Statistical Psychology, 38, 129-131.

Bentler, P.M., & Kano, Y. (1990). On the equivalence of factors and components. Multivariate Behavioral Research, 25, 67-74.

Berglas, S. (1986). The success syndrome: Hitting bottom when you reach the top. New York.

Bergman, L.R., & Magnusson, D. (1986). Type A behavior: A longitudinal study from childhood to adulthood. Psychosomatic Medicine, 48, 134-141.

Berk, K.N. (1978). Comparing subset regression procedures. Technometrics, 20, 1-6.

Berkowitz, L. (1990). On the formation and regulation of anger and aggression. American Psychologist, 45, 494-503.

Berkowitz, L., & Embree, M.C. (1987) The effect of escape possibility on aversively stimulated aggression. Journal of Research in Personality, 21, 405-416.

Bermudez, J., Perez-Garcia, A.M., & Sanchez-Elvira, M.A. (1990). Type A behavior pattern and attentional performance. Personality and Individual Difference, 11, 13-18.

Bernardin, H.J., & Beatty, R.W. (1984). Performance appraisal: Assessing human behavior at work. Boston: Kent.

Bernstein, I.H., & Teng, G. (1989). Factoring items and factoring scales are different: Spurious evidence for multidimensionality due to item categorization. Psychological Bulletin, 105, 467-477.

Bersoff, D., & Crosby, F. (1984). Job satisfaction and family status. Personality and Social Psychology Bulletin, 10, 79-83.

Bhagat, R.S. (1985). The role of stressful life events in organisational behavior and human performances. In T.A. Beehr & R.S. Bhagat (Eds.), Human stress and cognition in organisations. New York: John Wiley.

Biaggio, M.K. (1980). Assessment of anger arousal. Journal of Personality Assessment, 44, 289-298.

Biaggio, M.K., Supplee, K., & Curtis, N. (1981). Reliability and validity of four anger scales. Journal of Personality Assessment, 45, 639-648.

Biddles, B.J., Slavings, R.L., & Anderson, D.S. (1985). Panel studies and causal inference. Journal of Applied Behavioral Science, 21, 79-93.

Billings, A.G., & Moos, R.H. (1982). Work stress and the stress-buffering roles of work and family resources. Journal of Occupational Behavior, 3, 215-232.

Bingham, D., & Hailey, B.J. (1989). The time-urgency component of the Type A behavior

pattern: Time pressure and performance, 19, 425-432.

Birnbaum, M.H. (1974). Reply to the devil's advocate. Don't confound testing and measurement. Psychological Bulletin, 81, 854-859.

Bishop, E.G., Hailey, B.J., & O'Rouke, D.F. (1989). Reliability of the Jenkins Activity Survey - form T: Temporal stability and internal consistency Journal of Personality Assessment, 53, 60-65.

Blalock, J. (1984). The immune system as a sensory organ. Journal of immunology, 32, 1067-70.

Blankenship, V. (1987). A computer-based measure of resultant achievement motivation. Journal of Personality and Social Psychology, 53, 361-372.

Blau, G.J. (1985). A multiple study investigation of the dimensionality of job involvement. Journal of Vocational Behavior, 27, 19-36.

Blau, G.J. (1987). Locus of control as a potential moderator of the turnover process. Journal of Occupational Psychology, 60, 21-29.

Bluedorn, A.C. (1979). Structure, environment and satisfaction: Toward a causal model of turnover from military organizations. Journal of Political and Military Sociology, 71, 181-207.

Bluedorn, A.C. (1982). A unified model of turnover from organizations. Human Relations, 2, 135-153.

Bluen, S.D. (1986). Consequences and moderators of industrial relations stress. Unpublished Doctoral Thesis, University of the Witwatersrand, Johannesburg.

Bluen, S.D., & Barling, J. (1987). Stress and the industrial relations process: Development of the Industrial Relations Event Scale. South African Journal of Psychology, 17, 150-159.

Bluen, S.D., Barling, J., & Burns, W. (1990). Predicting Sales Performance, Job Satisfaction, and Depression by Using the Achievement Strivings and Impatience-Irritability Dimensions of Type A Behavior. Journal of Applied Psychology, 75, 212-216.

Bluen, S.D. & Burns, W., (1990). Predicting sales performance using the achievement strivings and impatience-irritability dimensions of Type A behavior: A follow-up study. Paper presented at the Eighth National Congress of the Psychological Association of South Africa, Port Elizabeth, 1-3 October.

Bluen, S.D., & Jubiler-Lurie, V. (1990). Some consequences of labour-management negotiations: Laboratory and field studies. Journal of Organizational Behavior, 11, 105-118.

Bluen, S.D. & Van Zwam, C. (1987). Trade union membership and satisfaction. South African Journal of Psychology, 17, 160-164.

Blumenthal, J.A., Barefoot, J., Burg, M.M., & Williams, R.B. (1987). Psychological correlates of hostility among patients undergoing coronary angiography. British Journal of Medical Psychology, 60, 349-355.

Blumenthal, J.A., O'Toole, L.C., & Haney, T. (1984). Behavioral Assessment of the Type A Behavior Pattern. Psychosomatic Medicine, 46, 415-423.

Bookstein, F.L. (1990). Least squares and latent variables. Multivariate Behavioral Research, 25, 75-80.

Booth-Kewley, S. & Friedman, H.S. (1987). Psychological predictors of heart disease: A quantitative review. Psychological Bulletin, 101, 343-362.

Bortner, R.W. (1969). A short rating scale as a potential measure of pattern A behavior. Journal of Chronic Disease, 22, 87-91.

Bortner, R.W., & Rosenman, R.H. (1967). The measurement of pattern A behavior. Journal Chronic Diseases, 20, 525-533.

Boudreau, J.W., & Berger, C.J. (1985). Decision-theoretical utility analysis applied to employee separations and acquisitions. Journal of Applied Psychology, 70, 581-612.

Boughton, R. (1984). A prototype strategy for construction of personality scales. Journal of Personality and Social Psychology, 47, 1334-1346.

Bourne, H.R., Lichtenstein, L.M., Melmon, R.L., Henny, C.S., Weinstein, Y., & Shearer, G.M. (1974) Modulation of inflammation and immunity by cyclic AMP. Science, 184, 19-28.

Boyd, D.P. (1984). Type A behaviour, financial performance and organisational growth in small business firms. Journal of Occupational Psychology, 57, 137-140.

Boyd, D.P., & Begley, T.M (1987). Assessing the Type A Behaviour pattern with the Jenkins Activity Survey. British Journal of Medical Psychology, 60, 155-161.

Boyd, J.H., & Weissman, M.M. (1981). Epidemiology of affective disorders: A reexamination and future directions. Archives of General Psychiatry, 38, 1039-1046.

Boyle, G.J. (1992). Factor structure of the menstrual distress questionnaire (MDQ): Exploratory and lisrel analyses. Personality & Individual Differences, 13, 1-15.

Brand, R.J., Rosenman, R.H., Sholtz, R.I., & Friedman, M. (1975). Multivariate prediction of coronary heart disease in the Western collaborative group study compared to the findings of the Framingham study. Circulation, 53, 348-351.

Breaugh, J.A., & Dossett, D.L. (1989). Rethinking the use of personal history information: The value of theory based bio-data for predicting turnover. Journal of Business and Psychology, 3, 371-385.

Brehm, J.W. (1966 A theory of psychological reactance. New York: Academic Press.

Brief, A.P., & Aldag, R.J. (1976). Correlates of role indices. Journal of Applied Psychology, 61, 468-472.

Brief, A.P., & Hollenbeck, J.R. (1985). An exploratory study of self regulating activities and their effects on job performance. Journal of Occupational Behaviour, 6, 197-208.

Brief, A.P., Rude, D.E., & Rabinowitz, S. (1983). The impact of Type A behaviour pattern on subjective work load and depression. Journal of Occupational Behavior, 4, 157-164.

Briggs, S.R., & Cheek, J.M. (1986). The role of factor analysis in the development and evaluation of personality scales. Journal of Personality, 54, 106-148.

Brooke, P.P., Russell, D.W., & Price, J.L. (1988). Discriminant validation of measures of job satisfaction, job environment and organisational commitment. Journal of Applied Psychology, 73, 139-145.

Brown, S.H., Stout, J.D., Dalessio, A.T., & Crosby, M.M. (1988). Stability of validity indices through test score ranges. Journal of Applied Psychology, 73, 736-742.

Bruhn, J., Chandler, B., & Wolf, S. (1969). A psychological study of survivors and nonsurvivors of myocardial infarction. Psychosomatic Medicine, 31, 8-19.

Brunson, B.I., & Matthews, K.A. (1981). The Type A coronary: prone behavior pattern and reactions to uncontrollable events: an analysis of learned helplessness. Journal of Personality and Social Psychology, 40, 906-918.

Burger, J.M. (1985). Desire for control and achievement-related behavior. Journal of Personality and Social Psychology, 48, 1520-1533.

Burger, J.M., & Arkin, R.M. (1980). Prediction control and learned helplessness. Journal of Personality and Social Psychology, 38, 482-491.

Burger, J.M., & Cooper, H.M. (1979). The desirability of control. Motivation and Emotion, 3, 381-393.

Burish, T.G. & Bradley, L.A. (1983). Coping with chronic disease. In T.G. Burish, & L.A. Bradley, (Eds.), Coping with chronic disease: Research and applications, New York: Academic.

Burke, R.J. (1982). Interpersonal behavior and coping styles of Type A individuals. Psychological Reports, 51, 971-977.

Burke, R.J. (1984). The Type A experience: Occupational and life demands, satisfaction and well-being. In R.J. Burke (Eds.), Current issues in occupational stress: Toronto: York University Press.

Burke, R.J. (1988). Type A Behaviour, Occupational and Life Demands, Satisfaction and Well-Being. Psychological Reports, 63, 451-458.

Burke, R.J., & Deszca, E. (1982). Career success and personal failure experiences and Type A behaviour. Journal of Occupational Behaviour, 3, 161-170.

Burke, R.J., & Greenglass, E.R. (1990). Type A behavior and non-work activities. Personality and Individual Differences, 11, 945-952.

Burke, R.J., & Weir, T. (1980). The Type A experience: Occupational and life demands, satisfaction and well-being. Journal of Human Stress, 6, 28-38.

Burke, R.J., Weir, T., & DuWors, R.E., Jr. (1979). Type A behaviour of administrators and wives' reports of marital satisfaction and well-being. Journal of Applied Psychology, 64, 57-65.

Burnam, M., Pennebaker, J., & Glass, D.C. (1975). Time-consciousness, achievement-striving, and the Type A coronary-prone behavior pattern. Journal of Abnormal Psychology, 84, 76-79.

Burns, W., & Bluen, S.D. (October, 1990). A multidimensional model of the components of Type A behaviour. Paper presented at the Eighth National Congress of the Psychological Association of South Africa, Port Elizabeth.

Burns, W., & Bluen, S.D. (1992). Assessing a multidimensional Type A behaviour scale. Personality & Individual Differences. 13, 977-986.

Burns, W., & Bluen, S.D. (October 1992). Correlates of the components of Type A behaviour. Paper presented at the Tenth National Congress of the Psychological Association of South Africa, Stellenbosch.

Busch, P., & Bush, R.F. (1978). Women contrasted to men in the industrial salesforce: Job satisfaction, values, role clarity, performance and propensity to leave. Journal of Marketing Research, 15, 438-448.

Bushman, B.J., & Geen, R.G. (1990). Role of cognitive-emotional mediators and individual differences in the effects of media violence on aggression. Journal of Personality and Social Psychology, 58, 156-163.

Buss, D.M. (1992). Manipulation in close relationships: Five personality factors in interactional context. Journal of Personality, 60, 477-487.

Bynner, J. (1988). Factor analysis and the construct indicator relationship. Human Relations, 41, 389-405.

Byrne, D.G., & Reinhart, M.I. (1989). Work characteristics, occupational achievement and the Type A behaviour pattern Journal of Occupational Psychology, 62, 123-134.

Byrne, D.G., Reinhart, M.I., & Heaven, P.C.L. (1989). Type A behaviour and the

authoritarian personality. British Journal of Medical Psychology, 62, 163-172.

Byrne, D.G., & Rosenman, R.H. (1986a). The Type A behaviour pattern as a precursor to stressful life-events: A confluence of coronary risks. British Journal of Medical Psychology, 59, 75-82.

Byrne, D.G., & Rosenman, R.H. (1986b). Type A behavior and the experience of affective discomfort. Journal of Psychosomatic research, 30, 663-672.

Byrne, D.G., Rosenman, R.H., Schiller, E., & Chesney, M.A. (1985). Consistency and variation among instruments purporting to measure the Type A behavior pattern. Psychosomatic Medicine, 47, 242-261.

Caffrey, B. (1969). Behavior patterns and personality characteristics related to prevalence rates of coronary heart disease in American monks. Journal of Chronical Disease, 22, 93-103.

Campbell, D., & Fiske, D. (1959). Convergent and discriminant validation by the multitrait-multimethod matrix. Psychological Bulletin, 56, 81-105.

Campion, M.A. (1991). Meaning and measurement of turnover: Comparison of alternative measures and recommendations for research. Journal of Applied Psychology, 76, 199-212.

Caplan, R.D., Cobbs, & French, J.R.P. (1979). White collar work load and cortisol: disruption of a circadian rhythm of job stress? Journal of Psychosomatic Research, 23, 181-192.

Caplan, R.D. & Jones, K.W. (1975). Effects of work load, role ambiguity, and type A personality on anxiety, depression and, heart rate. Journal of Applied Psychology, 60, 713-719.

Carmelli, D., Rosenman, R., & Chesney M.A. (1987). Stability of the Type A structured interview and related questionnaires in a 10-year follow-up of an adult cohort of twins. Journal of Behavioral Medicine, 10, 514-525.

Carmelli, D., Swan, G.E., & Rosenman, R.H. (1985). The relationship between wives' social and psychological status, and their husbands' coronary heart disease. American Journal of Epidemiology, 122, 90-100.

Carmody, T.P., Hollis, J.F., Matarazzo, J.D., Fey, S.G., & Connor, W.E. (1984). Type A behavior, attentional style, and symptom reporting among adult men and women. Health Psychology, 3, 45-61.

Carver, C.S. (1980). Perceived coercion, resistance to persuasion and the Type A behavior pattern. Journal of Research in Personality, 14, 467-481.

Carver, C.S. (1989). How should multifaceted personality constructs be tested? Issues illustrated by self-monitoring, attributional style, and hardiness. Journal of Personality and Social Psychology, 56, 577-585.

Carver, C.S., Coleman, E., Glass, D.C. (1976). The Coronary-prone behavior pattern and the suppression of fatigue on a Treadmill Test. Journal of Personality and Social Psychology, 33, 460-466.

Carver, C.S., DeGregorio, E., & Gillis, R. (1981). Challenge and Type A behavior among intercollegiate football players. Journal of Sport Psychology, 3, 140-148.

Carver, C.S., & Glass, D.C. (1978). Coronary-prone behavior pattern and interpersonal aggression. Journal of Personality and Social Psychology, 36, 361-366.

Carver, C.S., & Humphries, C. (1982). Social psychology and the Type A coronary-prone behavior pattern. In G.S. Sanders & J. Suls (Eds.), Social psychology of health and illness. Hillsdale, NJ: Erlbaum.

Carver, C.S., & Scheier, M.F. (1982). Control theory: A useful conceptual framework for personality-social, clinical, and health psychology. Psychological Bulletin, 92, 111-135.

Case, R.B. (1988). Type A behavior. American Heart Journal, 116, 1653-1654.

Case, R.B., Heller, S.S., Case, N.B., & Moss, A.J. (1985). Multicenter Post-Infarction Research Group. Type A behavior and survival after acute myocardial infarction. New England Journal of Medicine, 312, 737-741.

Cassem, N.H., & Hackett, T.P. (1977). Psychological aspects of myocardial infarction. Medical Clinics of North America, 61, 711-721.

Cassidy, T., & Lynn, R. (1989). A multifactorial approach to achievement motivation: The development of a comprehensive measure. Journal of Occupational Psychology, 62, 301-312.

Cattell, R.B. (1966). The scree test for the number of factors. Multivariate Behavioral Research, 1, 245-276.

Cattell, R.B. (1978). The scientific use of factor analysis in the behavioral and life sciences. New York: Plenum.

Cattell, R.B., Bakar, K.R., Horn, J.L., & Nesselroade, J.R., (1969), Factor matching procedures: An improvement of the s-index; with tables. Educational and Psychological Measurement, 29, 781-792.

Cattell, R.B., & Vogelmann, S. (1977). A comprehensive trial of the scree and KG criteria for determining the number of factors. The Journal of Multivariate Behavioral Research, 12, 289-325.

Chatterjee, S., & Price, B. (1977). Regression analysis by example. New York: John Wiley and Sons.

Chaumeton, N.R., & Duda, J.L. (1989). Is it how you play the game or whether you win or lose? The effect of competitive level and situation on coaching behaviors. Journal of

Sport Behavior, 11, 156-173.

Check, J.V.P., & Dyck, D.G. (1986). Hostile aggression and Type A behaviour. Personality and Individual Differences, 7, 819-827.

Cheloha, R.S., & Farr, J.L. (1980). Absenteeism, job involvement, and job satisfaction in an organizational setting. Journal of Applied Psychology, 65, 467-473.

Chen, H.T. (1990). Theory driven evaluations. San francisco: Newbry Park.

Chesney, M.A., Black, G.W., Chadwick, J.H., & Rosenman, R.H. (1981a). Psychological Correlates of the Type A Behavior Pattern. Journal of Behavioral Medicine, 4(2), 217-229.

Chesney, M.A., Eagleston, J.R., & Rosenman, R.H. (1980). The Type A Structured Interview: A behavioral assessment in the rough. Journal of Behavioral Assessment, 2, 254-272.

Chesney, M.A., Ekman, P., Friesen, W.V., Black, G.W., & Hecker, H.L. (1990). Type A Behavior pattern: Facial behavior and speech components. Psychosomatic Medicine, 53, 307-319.

Chesney, M.A., & Rosenman, R.H. (1980). Type A behavior in the work setting. In C.L. Cooper, & R. Payne (Eds.), Current concerns in occupational stress. London: John Wiley & Sons.

Chesney, M.A., Sevelius, G., Black, G.W., Ward, M.M., Swan, G.E., & Rosenman, R.H. (1981b). Work environment, type A behavior, and coronary heart disease risk factors. Journal of Occupational Medicine, 23, 551-555.

Christensen, L.B. (1985). Experimental methodology, Third Edition. Newton: Allyn & Bacon.

Churchill, B.A., Ford, N.M., Hartley, S.W., & Walker, O.C. (1985). The determinants of salesperson performance: A meta-analysis. Journal of Marketing Research, 22, 103-118.

Chusmir, L.H., & Hood, J.A. (1988). Relationship between Type A behavior pattern and motivational needs. Psychological Reports, 58, 783-794.

Clark, L.K., & Miller, S.M. (1990). Self-reliance an desire for control in the Type A behavior pattern. Journal of Social Behavior and Personality, 5, 405-418.

Cobb, S. (1977). Coronary disease and Type A behavior. Psychosomatic Medicine, 39, 210-211

Coburn, D. (1975). Job-worker incongruence: Consequences for health. Journal of Health and Social Behavior, 16, 198-212.

Cochran, W.G. (1985). Experimental Designs. New York: Wiley.

Cochrane, R. (1973). Hostility and neuroticism among unselected essential hypertensives. Journal of Psychosomatic Research, 17, 215-218.

Cohen, F.C. (1979). Personality, stress, and the development of physical illness. In G.C. Stone, F. Cohen, & N.E. Adler, (Eds.), Health Psychology. San Francisco: Jossey-Bass.

Cohen, F.C. (1987). Measurement of Coping. In S.V. Kasl & C.L. Cooper (Eds.), Stress and Health: Issues in Research Methodology. New York: John Wiley & Sons.

Cohen, J., & Cohen, P. (1983). Applied multiple regression/correlation analysis of the behavioral sciences. Hillsdale, NJ: Erlbaum.

Cohen, P., Cohen, J., Teresi, J., Marchi, M., & Velez, C.N. (1990). Problems in the measurement of latent variables in structural equations causal model. Applied Psychological Measurement, 14, 183-196.

Cohen, S., Evans, G.W., Stokols, D., & Krantz, D.S. (1986). Behavior, health and environmental stress. New York: Plenum Press.

Cohen, S.I., & Silverman, A.J. (1959). Psychophysiological investigations of vascular response variability. Journal of Psychosomatic Research, 3, 185-210.

Cohen, S., & Wills, T.A. (1985). Stress, social support, and the buffering hypothesis. Psychological Bulletin, 98, 310-357.

Colarelli, S.M., Dean, R.A., & Konstans, C. (1987). Comparative effects of personal and situational influences on job outcomes of new professionals. Journal of Applied Psychology, 72, 558-56[illegible]

Comer, R. (1982). Coronary-prone behavior and reactance: The attractiveness of an eliminated choice. Personality and Social Psychology Bulletin, 8, 152-158.

Concise Oxford Medical Dictionary (1990). London: Oxford University Press.

Conduit, E.H. (1992). If A-B does not predict heart disease, why bother with it? A clinician's view. British Journal of Medical Psychology, 65, 289-296.

Contrada, R.J. (1989). Type A behaviour, personality hardiness and cardiovascular response to stress. Journal of Personality and Social Psychology, 57, 895-903.

Contrada, R.J., Glass, D.C., Krakoff, L.R., Krantz, D.S., Kehoe, K., Isecke, W., Collins, C., & Elting, E. (1982). Effects of control over aversive stimulation and Type A Behavior on cardiovascular and plasma catecholamine responses. Psychophysiology, 19, 408-419.

Contrada, R.J., & Krantz, D.S. (1987). Measurement bias in health psychology research designs. In S.V. Kasl & C.L. Cooper (Eds.), Stress and Health: Issues in Research Methodology. New York: John Wiley & Sons.

Contrada, R.J., Wright, R.A., & Glass, D.C. (1985). Psychophysiologic correlates of Type A behavior: Comments on Houston (1983) and Holmes (1983). Journal of Research in Personality, 19, 12-30.

Cooil, B., Winer, R.S., & Rados, D.L. (1987). Cross-validation for prediction. Journal of Marketing Research, 24, 271-279.

Cook, J.D., & Campbell, D.T. (1976). Quasi-experimentation: Design and analysis of issues for field settings. Chicago: Rand Mcnally.

Cook, J.D., Hepworth, S.J., Wall, T.D., & Warr, P.B. (1981). The experience of work: A compendium and review of 249 measures and their use. London: Academic Press.

Cook, R.D., & Weisberg, S. (1982). Residuals and influence in regression. London: Chapman & Hall.

Cook, W.W., & Medley, D.M. (1954). Proposed hostility and pharisaic-virtue scales for the MMPI. The Journal of Applied Psychology, 38, 414-418.

Cooper, J.C.B. (1983). Factor analysis. American Statistician, 37, 141-147.

Cooney, J.F., & Zeichner, A. (1985). Selective attention to negative feedback in Type A and Type B individuals. Journal of Abnormal Psychology, 94, 110-112.

Cooper, C.L., & Marshall, J. (1976). Occupational sources of stress. Journal of Occupational Psychology, 49, 11-28.

Cooper, C.L., & Smith, M.J. (1985). Job stress and blue-collar work. New York: John Wiley & Sons.

Cooper, C.L. & Taylor, H. (1988). Organisational change-threat or challenge? The role of individual differences in the management of stress. Journal of Organizational Change Management, 1, 68-80.

Cooper, T., Detre, T. & Weiss, S.M. (1981). Coronary prone behaviour and coronary heart disease: a critical review. Circulation, 63, 1199-1215.

Cooper W.H. (1983). An achievement motivation nomological network. Journal of Personality and Social Psychology, 44, 841-861.

Cooper, W.H., & Richardson, A.J. (1986). Unfair comparisons. Journal of Applied Psychology, 71, 179-184.

Corse, C.D., Manuck, S.B., Cantwell, J.D., Giordani, B., & Matthews, K.A. (1982). Coronary-prone behavior and cardiovascular response in persons with and without coronary heart disease. Psychosomatic Medicine, 44, 449-459.

Costa, P.T., & McCrae, R.R., (1985). Hypochondriasis, neuroticism, and ageing: When are

somatic complaints unfounded. American Psychologist, 40, 19-28.

Costa, P.T., & McCrae, R.R. (1987). Neuroticism, somatic complaints and disease: Is the bark worse than the bite? Journal of Personality, 55, 299-316.

Costner, H.L. (1969). Theory deduction and rules of correspondence. American Journal of Sociology, 75, 245-263.

Cote, J.A., & Buckley, M.R. (1987). Estimating trait, method and error variance: Generalizing across 70 construct validation studies. Journal of Marketing Research, 24, 315-318.

Cottington, E.M., Matthews, K.A., Talbott, E., & Kuller, L.H. (1986). Occupational stress, suppressed anger, and hypertension. Psychosomatic Research, 48, 249-260.

Cotton, J.L. (1986). Employee turnover: A meta-analysis and review with implications for research. Academy of Management Review, 11, 55-70.

Cotton, J.L., & Tuttle, J.M. (1986). Employee turnover. A meta-analysis and review with implications for research. Academy of Management Review, 11, 55-70.

Cox, D.R. (1968). Regression methods: Notes on some aspects of regression analysis. Journal of the Royal Statistical Society, 30, 265-279.

Coyne, J.C. (1976). Depression and the response of others. Journal of Abnormal Psychology, 85, 186-193.

Coyne, J., Aldwin, C., & Lazarus, R.S. (1981). Depression and coping in stressful episodes. Journal of Abnormal Psychology, 90, 439-447.

Craik, K.H. (1986). Personality research methods: An historical perspective. Journal of Personality, 54:1, 18-51.

Cramer, D., (1991). Type A behaviour pattern, extraversion, neuroticism and psychological distress. British Journal of Medical Psychology, 64, 73-83.

Cravens, D., W. odruff, R., & Stamper, J. (1972). An analytical approach for evaluating sales territory performance. Journal of Marketing, 36, 31-37.

Cronbach, L.J. (1988). Internal consistency of tests: Analyses old and new. The Psychometric Society, 53, 63-70.

Cronbach, L.J., & Meehl, P.E. (1955). Construct validity in psychological tests. Psychological Bulletin, 52, 281-301.

Cudeck, R., & Browne, M.W. (1983). Cross-validation of covariance structures. Multivariate Behavioral Research, 1, 245-276.

Cureton, E.E., & D'Agostino, R.B., (1983) Factor analysis: An applied approach, Hillsdale,

N.J: Lawrence Erlbaum.

Cutrona, C.E., Russel, D., & Jones, R.D. (1985). Cross-situational consistency in causal attributions: Does attributional style exist? Journal of Personality and Social Psychology, 47, 1043-1058.

De Bakey, M., & Gotto, A. (1977). The living heart. New York: Charter Books.

Dalton, D.R., Krackhardt, D.M., & Porter, L.W. (1981). Functional turnover: An empirical assessment. Journal of Applied Psychology, 66, 716-721.

Daniels, D. (1986). Sibling personality differences and differential experience of siblings in the same family. Journal of Personality and Social Psychology, 51, 339-346.

Dannerstein, E., & Wilson, D.W. (1976). Effects of noise and perceived control on ongoing and subsequent aggressive behaviour. Journal of Personality and Social Psychology, 34, 774-778.

Darmon, R.Y. (1987). The impact of incentive compensation on the salesperson's work habits: An economic model. Journal of Personal Selling and Sales Management, 7, 21-32.

Davison, M.L., Srichantra, N. (1988). Acquiescence in components analysis and multidimensional scaling of self-rating items. Applied Psychological Measurement, 12, 339-351.

Dawis, R.V. (1987). Scale construction. Journal of Counselling Psychology, 34, 481-489.

Day, D.V., & Bedeian, A.G. (1991). Work climate and Type A status as predictors of job satisfaction: A test of the interactional perspective. Journal of Vocational Behavior, 38, 39-52.

De Quattro, V., Loo, R., Yamada, D., & Foti, A. (1985). Blood pressure and sympatho-adrenal tone in Type A behavior: A review of the stress responsiveness studies. In A. Zanchetti & P. Turner (Eds.), Towards preventative treatment of coronary-prone behavior. Berne: Hans Huber Publishers.

De Wolff, C.J. (1988). Organisational stress. In S. Maes, C. D Spielberger, P. B. Defares, & I. G. Sarason (Eds.), Topics in health psychology. New York: John Wiley & Sons.

Dean, C., & Surtees, P.G., (1989), Do psychological factors predict survival in breast cancer? Journal of Psychosomatic Research, 33, 561-569.

Dearborn, M.J., & Hastings, J. (1987). Type A personality as a mediator of stress and strain in employed women. Journal of Human Stress, 13, 53-60.

Deci, E.L., Connell, J.P., & Ryan, R.M. (1989). Self-determination in a work organization. Journal of Applied Psychology, 74, 580-590.

Deffenbacher, J.L., Demm, P.M., & Brandon, A.D. (1986). High general anger: correlates and treatment. Behaviour Research and Therapy, 24, 481-489.

DeGregorio, E., & Carver, C.S. (1980). Type A behavior pattern, sex role orientation, and psychological adjustment. Journal of Personality and Social Psychology, 39, 286-293.

Dehlinger, J. & Perlman, B. (1978). Job satisfaction in mental health agencies. Administration in Mental Health, 5, 120-139.

Delamater, A.M., Albrecht, R., Smith, J.A., & Strube, M.J. (1989). Cardiovascular correlates of Type A behavior components during social interaction. Journal of Psychosomatic Research, 33, 641-650.

Delamater, R.J., & McNamara, J.R. (1987). Expression of anger: Its relationship to assertion and social desirability among college women. Psychological Reports, 61, 131-134.

Dembroski, T.M., & Costa, P.T. (1987). Coronary-prone behavior: Components of the Type A pattern and hostility. Journal of Personality, 55, 211-233.

Dembroski, T.M., & MacDougall, J.M. (1983). Behavioral and psychophysiological perspectives on coronary-prone behavior. In Dembroski, T.M., Schmidt, T.H. & Blumchen, G. (Eds.), Biobehavioral bases of Coronary Heart Disease. New York, Karger, 106-129.

Dembroski, T.M., MacDougall, J.M., Costa, P.T., & Grandits, G.A. (1989). Components of hostility as predictors of sudden death and myocardial infarction in the Multiple Risk Factor Intervention Trial. Psychosomatic Medicine, 51, 514-522.

Dembroski, T.M., MacDougall, J.M., Herd, J.A., & Shields, J.L. (1979). Effects of level of challenge on pressor and heart rate responses in Type A and Type B subjects. Journal of Applied Social Psychology, 9, 209-228.

Dembroski, T.M., MacDougall, J.M., Shields, J.L., Pettito, J., & Lushene, R. (1978). Components of the Type A coronary-prone behavior pattern and cardiovascular responses to psychomotor performance challenge. Journal of Behavioral Medicine, 1, 159-176.

Dembroski, T.M., MacDougall, J.M., Williams, R.B., Haney, T.L., & Blumenthal, J.A. (1985). Components of Type A, hostility, and anger-in: Relationship to angiographic findings. Psychosomatic Medicine, 47, 219-233.

Dembroski, T.M., & Williams, R.B. (1989). Definition and assessment of coronary-prone behavior. In N. Schneiderman, S.M. Weiss, and P.G. Kaufmann (Eds.), Handbook of research methods and cardiovascular behavioral medicine. New York: Plenum Publishing Corporation.

Derry, P.A., & Kuiper, N.A. (1981). Schematic processing and self-reference in clinical depression. Journal of Abnormal Psychology, 49, 286-297.

Deutsch, M. (1949). A theory of cooperation and competition. Human Relations, 2, 129-152.

Deutch, M. (1968). The effects of co-operation and competition upon group process. In D. Cartwright and A. Zander (Eds.), Group Dynamic. New York: Harper & Raw.

Deutsch M. (1973). The resolution of conflict. New Haven, CT: Yale University Press.

Diamond, E.L. (1982). The role of anger and hostility in essential hypertension and coronary heart disease. Psychological Bulletin. 92, 410-433.

Diamond, E.L., Schneiderman, N., Schwartz, D., Smith, J.C., Vorp, R., & Pasin, R.D. (1984). Harassment, hostility, and Type A as determinants of cardiovascular reactivity during competition. Journal of Behavioral Medicine, 7, 171-189.

Dickinson, T.L. (1987). Designs for evaluating the validity and accuracy of performance ratings. Organizational Behavior and Human Decision Processes, 40, 1-21.

Dielman, T.E., Butchart, A.T., Moss, G.E., Harrison, R.V., Harlan, W.R., & Horvath, W.J. (1987). Psychometric properties of component and global measures of Structured Interview assessed Type A behavior in a population sample. Psychosomatic Medicine, 49, 458-469.

Diener, E. (1984). Subjective well-being. Psychological Bulletin, 95, 542-575.

Dienstbier, R.A. (1989). Arousal and physiological toughness: Implications for mental and physical health. Psychological Review, 96, 84-100.

Digman, J.M. (1990). Personality structure: Emergence of the five-factor model. Annual Review of Psychology, 41, 417-440.

Dillon, W.R., & Godstein, M. (1984). Multivariate analysis: Methods and applications. New York: John Wiley & Sons.

Dimsdale, J.E. (1988). A Perspective on Type A Behavior and Coronary Disease. The New England Journal of Medicine, 14, 110-112.

Dimsdale, J.E., Gilbert, J., Hutter, A.M., Hackett, T.P., & Block, P.C., (1981). Predicting cardiac morbidity based on risk factors and angiographic findings. The American Journal of Cardiology, 47, 73-76.

Dimsdale, J.E., Hackett, T.P., Block, P.C., & Huller, A.M. (1978). Emotional correlates of Type A behavior pattern. Psychosomatic Medicine, 40, 580-583.

Dimsdale, J.E., Hackett, T.P., Hutter, A.M., Block, P.C., Catanzano, D.M., & White, P.J. (1979). Type A behavior and angiographic findings. Journal of Psychosomatic Research, 23, 273-276.

Distefano, E.A., & Brunt, D. (1982). Mentally retarded and normal children's performance on gross motor reaction and movement-time tasks with varying degrees of uncertainty of movement. Perceptual and Motor Skills, 55, 1235-1238.

Ditto, W.B. (1982). Daily activities of college students and the construct validity of the Jenkins Activity Survey. Psychosomatic Medicine, 44, 537-543.

Doll, B.F. (1983). Staff turnover: How to manage it. Journal of Accountancy, 156, 76-82.

Doob, L. (1952). Social Psychology: An analysis of human behavior. New York: Holt, Rinehart & Winston.

Dougherty, T.W., & Pritchard, R.D. (1985). The measurement of the role variables: Exploratory examination of a new approach. Organizational Behavior and Human Deci ion Process, 35, 141-155.

Draper, N.R. & Smith, H. (1966). Applied regression analysis. New York: John Wiley and Sons.

Drechsler, I., Bruner, D., & Kreitler, S. (1987). Cognitive antecedents of coronary artery disease. Social Sciences & Medicine, 24, 581-588.

Dreyfuss, F., & Czazckes, J. (1959). Blood cholesterol and uric acid of healthy medical students under the stress of an examination. Archives of Internal Medicine, 103, 708-711.

Dubin, R. (1969). Theory building: A practical guide to the construction and testing of theoretical models. New York: The Free Press.

Dubinsky, A.J. & Hartley, S.W. (1986). A path-analytic study of a model of salesperson performance. Journal of the Academy of Marketing Science, 14, 36-46.

Dubinsky, A.J., Howell, R.D., Ingram, T.N., & Bellenger, D.N. (1986). Salesforce socialization. Journal of Marketing, 50, 192-207.

Duckworth, D.H. (1985). Is the 'organizational stress' construct a red herring? A reply to Glowinkowski and Cooper. Bulletin of the British Psychological Society, 38, 401-404.

Duda, J.L. (1987). Achievement motivation in sport: Minority considerations for the coach. Journal of Sport Behavior, 12, 24-31.

Eagleston, J.R., Kirmil-Gray, K., Thoresen, C.E., Wiedenfeld, S.A., Bracke, P., Heft, L., & Arnow, B. (1986). Physical health correlates of Type a behavior in children and adolescents. Journal of Behavioral Medicine, 9, 341-361.

Eagly, A.H. & Steffen, V.J. (1986). Gender and aggressive behavior: A meta-analytic review of the social psychological literature. Psychological Bulletin, 100, 309-330.

Eaker, E.D., & Castelli, W.P. (1988). Type A behavior and coronary heart disease in women: Fourteen year incidence from the Framingham study. In B.K. Houston & C.R. Snyder (Eds.), Type A behavior pattern: Research, theory, and intervention. New York: John Wiley & Sons.

Eaker, E.D., Haynes, S.G., & Feinleib, M. (1983). Spouse behavior and coronary heart

disease in men: Prospective results from the Framingham Heart Study. II. Modification of risk in Type A husband according to the social and psychological status of their wives. American Journal of Epidemiology, 118, 23-41.

Earley, P.C., Lee, C., & Hanson, L.A. (1990). Joint moderating effects of job experience and task component complexity: Relations among goal setting, task strategies, and performance. Journal of Organizational Behavior, 11, 3-15.

Edelstein, I. (1988). Psychological strain four months following the St.Helena mining disaster. Masters Dissertation, University of the Witwatersrand.

Eden, D. (1982). Critical job events, acute stress, and strain: A multiple interrupted time series. Organizational Behaviour and Human Performance, 30, 312-329.

Edgell, S.E., & Noon, S.M. (1984). Effect of violation of normality on the test of the correlation coefficient. Psychological Bulletin, 95, 576-583.

Edward, C., Suarez, Redford, B., Williams, M.D. (1989). Situational determinants of cardiovascular and emotional reactivity in high and low hostile men. Psychosomatic Medicine, 51, 404-418.

Edwards, J.R., & Baglioni, A.J., (1991). Relationship between Type A behavior pattern and mental and physical symptoms: A comparison of global and component measures. Journal of Applied Psychology, 76, 276-290.

Edwards, J.R., Baglioni, A.J., & Cooper, C.L. (1990a). Examining the relationships among self-report measures of the Type A behavior pattern: The effects of dimensionality, measurement error, and differences in underlying constructs. Journal of Applied Psychology, 75, 440-454.

Edwards, J.R., Baglioni, A.J., & Cooper, C.L. (1990b). Stress, Type-A, coping and psychological and physical symptoms: A multi-sample test of alternative models. Human Relations, 43, 919-956.

Edwards, J.R., & Cooper C.L. (1990). The person-environment fit approach to stress. Recurring problems and some suggested solutions. Journal of Organizational Behavior, 11, 293-307.

Eiser, R., & Tajfel, H. (1972). Acquisition of information in dyadic interaction. Journal of Personality and Social Psychology, 23, 340-345.

Eliot, R. (1979). Stress and the major cardiovascular diseases. New York: Futura.

Elmadjian, F., Hope, J.M., & Lamson, E.T. (1957). Excretion of epinephrine and norepinephrine in various emotional states. Archives of Neurological Psychiatry, 77, 698-620.

Emmons, R.A. (1986). Personal strivings: An approach to personality and subjective well-being. Journal of personality and Social Psychology, 51, 1058-1068.

Emmons, R.A. (1989). The personal striving approach to personality. In L.A. Pervin. (Eds.), Goal concepts in personality and social psychology. Hillsdale, N.J: Lawrence Erlbaum.

Emmons, R.A., & King, L.A. (1989). Personal striving differentiation and affective reactivity. Journal of Personality and Social Psychology, 56, 478-484.

Emmons, R.A., & McAdams, D.P. (1991). Personal strivings and mature dispositions: Exploring the links. Personality and Social Psychology Bulletin, 17, 648-654.

Endler, N.S., & Parker, J.D.A. (1990). Multidimensional assessment of coping: A critical evaluation. Journal of Personality and Social Psychology, 58, 844-854.

Engebretson, T.O., & Matthews, K.A. (1992). Dimensions of hostility in men, women and boys: Relationships to personality and cardiovascular responses to stress. Psychosomatic Medicine, 54, 311-323.

Engebretson, T.O., Matthews, K.A., & Scheier, M.F. (1989). Relations between anger expression and cardiovascular reactivity: Reconciling inconsistent findings through matching hypotheses. Journal of Personality and Social Psychology, 57, 513-521.

England, G.W., & Harpaz, I. (1990). How working is defined: National contexts and demographic and organizational role influences. Journal of Organizational Behavior, 11, 253-266.

Evans, P.D. (1990). Type A behaviour and coronary heart disease: When will the jury return? British Journal of Psychology, 81, 147-157.

Evans, P.D., & Moran, P. (1987). The Framingham Type A scale, vigilant coping and heart rate reactivity. Journal of Behavioral Medicine, 10, 311-321.

Evans, G.W., Palsane, M.N., & Carrere, S. (1987). Type A behavior and occupational stress: A cross-cultural study of blue-collar workers. Journal of Personality and Social Psychology, 52, 1002-1007.

Everly, G.S. (1989). A clinical guide to the treatment of the human stress response. New York: Plenum Press.

Eysenck, H.J. (1985). Can personality study ever be scientific? Journal of Social Behavior and Personality, 1, 3-19.

Eysenck, H.J. (1987). Personality and ageing: An exploratory analysis. Journal of Social Behavior and Personality, 3, 11-21.

Eysenck, H.J., & Fulker, D. (1983). The components of Type A behavior and its genetic determinants. Personality and Individual Differences, 4, 499-505.

Farkas, A.J., & Tetrick, L.E. (1989). A three-wave longitudinal analysis of the causal ordering of satisfaction and commitment on turnover decisions. Journal of Applied Psychology, 74,

855-868.

Farrar, D.E & Glauber, R.R. (1967). Multicollinearity in regression analysis: The problem revisited. Review of Economics and Statistics.

Feather, N.T. (1962). The study of persistence. Psychological Bulletin, 59, 94-115.

Feather, N.T., & Volkmer, R.E. (1991). Task preference in relation to achievement striving and impatience-irritability components of Type A behavior. Australian Journal of Psychology, 43, 23-27.

Fekken, G.., & Holden, R.R. (1988). Jenkins Activity Survey. In D.J. Keyser & R.C. Sweetland (Eds.), Test critiques. Test Corporation of America, Kansas City.

Fekken, G.C., Jackson, D.N., & Holden, R.R. (1985). The Jenkins Activity Survey (form T): Is a two factor solution appropriate? Canadian Journal of Behavioral Science, 17, 74-78.

Fern, E.F., Avila, R.A., & Grewal, D. (1989). Salesforce turnover: Those who left and those who stayed. Industrial Marketing Management, 18, 1-9.

Fine, B.J., & Sweeney, D.R. (1968). Personality traits and situational factors and catecholamine excretion. Journal of Experimental Research and Personality, 3, 15-27.

Fineman, S. (1977). The achievement motive construct and its measurement: Where are we now? British Journal of Psychology, 68, 1-22.

Finman, R., & Berkowitz, L. (1989). Some factors influencing the effect of depressed mood on anger and overt hostility toward another. Journal of Research on Personality, 23, 70-84.

Fischer, A. (1991). Emotion scripts: A study of the social and cognitive facets of emotions. Leiden: Leiden University Press.

Fletcher, B.C. (1991). Work, stress, disease and life expectancy. New York: John Wiley & Sons.

Folkman, S. (1984). Personal control and stress and coping processes: A theoretical analysis. Journal of Personality and Social Psychology, 46, 839-852.

Folsom, A.R., Hughes, J.R., Buehler, J.F., Mittelmark, M.B., Jacobs, D.R., & Grimm, R.H. (1985). Do type A men drink more frequently than Type B men? Findings in the Multiple Risk Factor Intervention Trial (MRFIT). Journal of Behavioral Medicine, 8, 227-235.

Fontana, A.F., & Rosenberg, R.H. (1986). Social insecurity, the Type A behaviour pattern, and sympathetic arousal. Journal of Behavioral Medicine, 9, 79-88.

Fontana, A.F., Rosenberg, R.H., Marcus, J.L., Kerns, R.D. (1987). Type A behavior pattern, inhibited power motivation, and activity inhibition. Journal of Personality and Social Psychology, 52, 177-183.

Fornell, C. (1979). External single-set components analysis of multiple criterion/multiple predictor variables. Multivariate Behavioral Research, 14, 323-338.

Forrest, C.R., Cummings, L.L., & Johnson, A.C. (1977). Organizational participation: A critique and model. Academy of Management Review, 2, 586-601.

Francis, K.T. (1981). Perceptions of anxiety, hostility and depression in subjects exhibiting the coronary prone behavior pattern. Journal of Psychiatric Research, 16, 182-190.

Frank, K.A., Heller, S.S., Kornfeld, D.S., Sporn, A.A., & Weiss, M.B. (1978). Type A behavior pattern and coronary angiographic findings. Journal of the American Medical Association, 240, 760-763.

Frankenhaeuser, M., & Gardell, B. (1976). Underload and overload in working life: Outline of a multidisciplinary approach. Journal of Human Stress, 2, 35-46.

Frankenhaeuser, M., Lundberg, U., & Forsman, L. (1980). Dissociation between sympathetic-adrenal and pituitary-adrenal responses to an achievement situation characterized by high controllability: Comparison Between Type A and Type B males and females. Biological Psychology, 10, 79-91.

Frederiksen, N. (1986). Construct validity and construct similarity: Methods for use in test development and test validation. Multivariate Behavioral Research, 21, 3-28.

Freeman, B., & Lanning, W. (1989). A factorial validity study of the social orientation inventory. Psychological Reports, 64, 119-1123.

Freeman, L.J., & Nixon, P.G.F. (1987). The effect of the Type A behaviour pattern on myocardial ischaemia during daily life. International Journal of Cardiology, 17, 145-154.

French-Belgian Collaborative Group. Ischemic heart disease and psychological patterns: Prevalence and incidence studies in Belgium and France. Advances in Cardiology, 29, 25-31.

Frese, M., & Zapf, D. (1988). Methodological issues in the study of work stress: Objective versus subjective measurement of work stress and the question of longitudinal studies. In C.L. Cooper and R. Payne (Eds.), Causes, coping and consequences of stress at work. London: John Wiley & Sons.

Friedman, H.S. (1989). The role of emotional expression in coronary heart disease. In Siegman, A.W., & Dembroski, T.W. (Eds.), In search of coronary-prone behaviour: Beyond Type A. Hillsdale, New Jersey: Lawrence Erlbaum Associates.

Friedman, H.S., & Booth-Kewley, S. (1987). The "Disease-Prone Personality." American Psychologist, 42, 539-555.

Friedman, H.S., & Booth-Kewley, S. (1988). Validity of the Type A construct: A reprise. Psychological Bulletin, 104, 381-384.

Friedman, M. (1977). Type A behavior pattern: Some of its pathophysiological components. Bulletin of The New York Academy of Medicine, 53, 594-603.

Friedman, M (1988). Type A Behavior and Mortality from Coronary Heart Disease. The New England Journal of Medicine, 319, 114.

Friedman, M., Byers, S.D., Diamant, J., & Rosenman, R.H. (1975). Plasma catecholamine response of coronary-prone subjects (Type A) to a specific challenge. Metabolism, 24, 205.

Friedman, M., Hall, J.A., & Harris, M.J. (1985). Type A behavior, nonverbal expressive style, and health. Journal of Personality and Social Psychology, 48, 1299-1315.

Friedman, M., & Rosenman, R.H. (1959). Association of specific overt behavior pattern with blood and cardiovascular findings. Journal of the American Medical Association, 169, 1286-1296.

Friedman, M., & Rosenman, R.H. (1974). Type A behavior and your heart. New York: Knopf.

Friedman, M., Rosenman, R.H., & Brown, A.E. (1963). The continuous heart rate in men exhibiting an overt behavior pattern associated with increased incidence of clinical coronary artery disease. Circulation, 28, 861-866.

Friedman, M., Rosenman, R., & Carroll, V. (1958). Changes in the serum cholesterol and blood-clotting time in men subjected to cyclic variation of occupational stress. Circulation, 17, 852-861.

Friedman, M., Thoreson, C.E., Gill, J.J., Ulmer, D., Powell, L.H., Price, V.A., Brown, B., Thompson, L., Rabin, D.D., Breall, W.S., Bourg, E., Levy, R., & Dixon, T. (1984). Alteration of Type A behavior and reduction in cardiac recurrences in post myocardial infarction patients. American Heart Journal, 108, 237-248.

Friedman, M., & Ulmer, D. (1984). Treating Type A behavior and your heart. New York: Knopf.

Frost, T.F., & Wilson, H.G. (1983). Effects of locus of control and A-B personality type on job satisfaction with the health care field. Psychological Reports, 53, 399-405.

Fry, L.W., Futrell, C.M., Parasuraman, A., & Chmielewski, M.A. (1986). An analysis of alternative causal models of salesperson role perceptions and work related attitudes. Journal of Marketing Research, 23, 153-163.

Fullager, C. (1986). Causes, correlates, and outcomes of union commitment. Unpublished Doctoral Thesis, University of the Witwatersrand, Johannesburg.

Fullagar, C., & Barling, J. (1989). A longitudinal test of a model of the antecedents and consequences of union loyalty. Journal of Applied Psychology, 74, 213-227.

Fullagar, C. Barling, J., & Christie, P. (1991). Dual commitment in aggressive and protective

unions. Applied Psychology, 40, 93-104.

Funkenstein, D.H. (1956). Norepinephrine-like and epinephrine-like substances in relation to human behavior. Journal of Nervous and Mental Disease, 124, 58-67.

Funkenstein, D., King, S.H., & Drolette, M. (1954). The direction of anger during a laboratory stress-inducing situation. Psychosomatic Medicine, 16, 404-413.

Furnham, A. (1983). The A Type behaviour pattern, mental health and health locus of control beliefs. Social Science and Medicine, 17, 1569-1572.

Furnham, A. (1989). Personality correlates of self-monitoring: The relationship between extraversion, neuroticism, Type A behaviour and Snyder's self-monitoring construct. Personality and Individual Differences, 10, 35-42.

Furnham, A. (1990). Faking personality questionnaires: Fabricating different profiles for different purposes. Current Psychology, 9, 46-55.

Furnham, A., Hillard, A., & Brewin, C.R. (1985). Type A behavior pattern and attributes of responsibility. Motivation and Emotion, 9, 39-51.

Furnham, A., & Linfoot, J. (1987). The Type A behaviour pattern and the need to prove oneself: A correlational study. Current Psychological Research and Reviews, 6, 125-135.

Furnham, A., Schaeffer, R. (1984). Person-environment fit, job satisfaction and mental health. Journal of Occupational Psychology, 57, 295-307.

Futrell, C.M. (1979). Measurement of salespeople's job satisfaction: Convergent and discriminant validity of corresponding INDSCALES and Job Descriptive Index scales. Journal of Marketing Research, 16, 594-597.

Futrell, C.M., & Parasuraman, A. (1984). The relationship of satisfaction and performance to salesforce turnover. Journal of Marketing, 18, 33-40.

Gaines, J., & Jermier, J.M. (1983). Emotional exhaustion in high stress organisations. Academy of Management Journal, 26, 567-586.

Gallacher, J. (1988). Type A behavior and mortality from coronary heart disease. The New England Journal of Medicine, 319, 116.

Gama, E.M.P. (1985). Achievement motivation of women: Effects of achievement and affiliation arousal. Psychology of Women Quarterly, 9, 89-103.

Gamble, G.O., & Matteson, M.T. (1992). Type A Behavior, job satisfaction, and stress among black professionals. Psychological Reports, 70, 43-50.

Ganster, D.C. (1987). Type A behavior and occupational stress. In J.M. Ivancevich, & D.C. Ganster (Eds.), Job stress: From theory to suggestion. New York: John Wiley & Sons.

Ganster, D.C. & Fusilier, M.R. (1989). Control in the workplace. In C.L. Cooper and I. Robertson (Eds.), International Review of Industrial and Organizational Psychology. London: John Wiley & Sons.

Ganster, D.C., Hennessey, H.W., & Luthans, F. (1983). Social desirability response effects: Three alternative models. Academy of Management Journal, 26, 321-331.

Ganster, D.C., Mayes, B.T., Sime, W.E., & Tharp, G.D. (1982). Managing organisational stress: A field experiment. Journal of Applied Psychology, 67, 533-542.

Garamoni. G.L., & Schwartz., R.M. (1986). Type A behavior pattern and compulsive personality: Toward a psychodynamic-behavioral integration. Clinical Psychology Review, 6, 311-336.

Gardner, R.C., & Erdle, S. (1984). Aggregating scores: To standardize or not to standardize? Educational and Psychological Measurement, 44, 813-821.

Gastorf, J.W. (1980). Time urgency of the Type A behavior pattern. Journal of Consulting and Clinical Psychology, 48, 299.

Gastorf, J.W. (1981). Physiologic reaction of Type A to objective and subjective challenge. Journal of Human Stress, 7, 14-20.

Gastorf, J.W., Suls, J., & Sanders, G.S. (1980). Type A coronary-prone behavior pattern and social facilitation. Journal of Personality and Social Psychology, 38, 773-780.

Gastorf, J.W., & Teevan, R.C. (1980). Type A coronary-prone behavior pattern and fear of failure. Motivation and Emotion, 4, 71-75.

Gellhorn, E. (1968). Biological foundations of emotion: Research and commentary. Glenview: Scott & Foresman.

Gentry, W.D. (1985). Relationship of anger coping styles and blood pressure among black Americans. In Chesney, M.A., and Rosenman, R.H. (Eds.), Anger and Hostility in Cardiovascular and Behavioral Disorders. New York: McGraw-Hill.

Gentry, W.D., Balder, L., Oude-Weme, J.D., Musch, F., & Gary, H.E. (1983). Type A/B differences in coping with acute myocardial infarction: Further considerations. Heart and Lung, 12, 212-214.

Gentry, W.D., Chesney, A.P., Gary, H.G., Hall, R.P., & Harburg, E. (1982). Habitual anger-coping styles. I. Effect on mean blood pressure and risk for essential hypertension. Psychosomatic Medicine. 44, 273-281.

George, J.M., & Bettenhausen. (1990). Understanding prosocial behavior, sales performance, and turnover: A group-level analysis in a service context. Journal of Applied Psychology, 75, 698-709.

Gerbing, D.W., & Anderson, J.C. (1988). An updated paradigm for scale development incorporating unidimensionality and assessment. Journal of Marketing Research, 25, 186-192.

Gergen, K.J. (1984). Aggression as discourse. In A. Mummendy (Eds.), Social psychology of aggression: From individual behaviour toward social interaction. New York: Springer.

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). Voluntary turnover and alternative job opportunities. Journal of Applied Psychology, 75, 467-476.

Gilbert, P. (1991). Essay review on depression: New books and conceptualizations of an old problem. British Journal of Psychology, 82, 119-126.

Gilbert, D.G., & Reynolds, J.H. (1984). Type A personality, correlations with personality variables and nonverbal emotional expressions during interpersonal competition. Personality and Individual Differences, 5, 27-34.

Gildea, E. (1949). Special features of personality which are common to certain psychosomatic disorders. Psychosomatic Medicine, 11, 273-277.

Gill, D.L. (1986). Competitiveness among females and males in physical activity classes. Sex Roles, 15, 243-257.

Gill, D.L. (1988). Gender differences in competitive orientation and sport participation. International Journal of Sport Psychology, 19, 145-159.

Gist, M.E. (1987). Self-efficacy: Implications for organizational and human resource management. Academy of Management Review, 12, 472-485.

Glass, D.C. (1977a). Behaviour patterns, stress, and coronary disease. Hillsdale, NJ: Erlbaum.

Glass, D.C. (1977b). Stress, behavior patterns, and coronary disease American Scientist, 65, 177-187.

Glass, D.C. (1989). Psychology and health: Obstacles and opportunities. Journal of Applied Social Psychology, 19, 1145-1163.

Glass, D.C., & Carver, C.S. (1980). Helplessness and the Coronary-prone personality. In J. Garber and M.E. Seligman (Eds.), Human helplessness: theory and applications. New York: Academic.

Glass, D.C., & Contrada, R.J. (1984). Type A behavior and catecholamines: A critical review. In M.G. Ziegler & C.R. Lake (Eds.), Frontiers in clinical neuroscience: Norepinephrine. Baltimore, MD: Williams & Wilkins.

Glass, D.C., Krakoff, L.R., Contrada, R., Hilton, W.F., Kehoe, K., Mannucci, E.G., Collins, C., Snow, B., & Elting E. (1980). Effect of harassment and competition upon cardiovascular and plasma catecholamine responses in Type A and Type B individuals. Psychophysiology, 17, 452-463.

Glass, D.C., Snyder, M.L., & Hollis, J. (1975). Time urgency and the Type A coronary prone behavior pattern. Journal of Applied Social Psychology, 4, 125-140.
Gleason, T.C., & Stavelin, R. (1975). A proposal for handling missing data. Psychometrika, 40, 229-252.

Glynn, R.J., De Labry, L.O., & Hou, D.M. (1988) Alcohol Consumption, Type A Behavior and Demographic Variables. American Journal of Epidemiology, 127, 311-320.

Goldband, S. (1980). Stimulus specificity of physiological response to stress and the Type A behavior pattern. Journal of Personality and Social Psychology, 39, 670-679.

Goldberg, D.P. (1972). The detection of psychiatric illness by questionnaire. London: Oxford University Press.

Goldberg, P.P., & Hillier, V.F. (1979). A scaled version of the General Health Questionnaire. Psychological Medicine, 9, 139-145.

Goldstein, H.S., Edelberg, R., Meier, C.F., Orzano, J.A., & Bloufuss, L. (1985). The paradoxical relation between diastolic blood pressure change under stress and the H factor of the Jenkins Activity Survey. Journal of Psychosomatic Research, 29, 419-425.

Golembiewski, R.T., Munzenrider, R., & Carter, D. (1983). Phases of progressive burnout and the work site covariates. Journal of Applied Behavioral Science, 19, 461-481.

Gordon, N., & Gibbons, L. (1991). The complete heart recovery guide, Cape Town: Oxford University Press.

Gordon, R.A. (1968). Issues in multiple regression. American Journal of Sociology, 73, 592-616.

Gorsuch, R.L. (1983). Factor analysis (2nd ed.). Hillsdale, NJ: Lawrence Erlbaum & Associates.

Gorsuch, R.L. (1967). On factors and factor scores. Psychometrika, 32, 363-379.

Gorsuch, R.L. (1970). A comparison of biquartimin, Maxplane, Promax and Varimax. Educational and Psychological Measurement, 30, 861-865.

Gorsuch, R.L. (1990). Common factor analysis versus component analysis: Some well and little known facts. Multivariate Behavioral research, 25, 33-39.

Gottman, J.M., & Krokoff, L.J. (1989). Marital interaction and satisfaction: A longitudinal view. Journal of Consulting and Clinical Psychology, 57, 47-52.

Gottman, J.M., & Levenson, R.W. (1986). Assessing the role of emotion in marriage. Behavioral Assessment, 8, 31-48.

Gray, A., Jackson, D.N., & Howard, J.H. (1989). Validation of the Survey of Work Styles: A profile measure of the Type A Behaviour Pattern. Journal of Clinical Epidemiology, 42, 209-216.

Green, P.E., Carroll, D., & De Sarbo, W.S. (1978). A new measure of predictor variable importance in multiple regression. Journal of Marketing Research, 15, 356-360.

Greenberg, H., & Mayer, D. (1964). A new approach to the scientific selection of successful salesmen. Journal of Applied Psychology, 57, 113-123.

Greenberger, D.B., & Strasser, S. (1986). Development and application of a model of personal control in organizations. Academy of Management Review, 11, 164-177.

Greenglass, E.I (1987). Anger in Type A women: Implications for Coronary Heart Disease. Personality and Individual Differences, 8, 639-650.

Greenglass, E.R. (1988). Type A behaviour and coping strategies in female and male supervisors. Applied Psychology: An International Review. 37, 271-288.

Greenglass, E.R., & Julkunen, J. (1989). Construct validity and sex differences in Cook-Medley hostility. Journal of Personality and Individual Differences, 10, 209-218.

Greenhaus, J.H., & Beutell, N.J. (1985). Sources of conflict between work and family roles. Academy of Management Review, 10, 76-88.

Greller, M., & Parsons, C.K. (1988). Psychosomatic complaints scale of stress: Measure development and psychometric properties. Education and Psychological Measurement, 48, 1051-1065.

Griffeth, R.W., & Hom, P.W. (1988). Locus of control and delay of gratification as moderators of employee turnover. Journal of Applied Social Psychology, 18, 1318-1333.

Griffin, R.W., & Bateman, T.S. (1986). Job satisfaction and organizational commitment. In C.L. Cooper & I. Robertson (Eds.), International Review of Industrial and Organizational Psychology, New York: Wiley.

Griffin-Pierson, S. (1988). Achievement and competitiveness in women. Journal of College Student Development, 29, 480-495.

Grimm, L.G., & Yarnold, P.R. (1984). Performance standards and the Type A behavior pattern. Cognitive Therapy and Research, 8, 59-66.

Grossarth-Maticek, R. & Eysenck, J. (1990). Personality, stress and disease: Description and validation of a new inventory. Psychological Reports, 66, 355-373.

Gruber, M.H.J. (1990). Regression estimators: A comparative study. New York: Academic Press.

Grunberg, N.E., Street, S.W., & Singer, J.E. (1990). Dominance: Another facet of Type A. Journal of Applied Social Psychology, 20, 1051-1062.

Grundy, S., & Griffin, A. (1959). Effects of periodic mental stress on serum cholesterol levels. Circulation, 19, 496-498.

Guadagnoli, E., & Velicer, W.F. (1988). Relation of sample size to the stability of component patterns. Psychological Bulletin, 103, 265-275.

Guadagnoli, E. & Velicer, W.F. (1991), A comparison of pattern matching indices. Multivariate Behavioral Research, 26, 323-343.

Guion, R.M. (1980). On trinitarian doctrines of validity. Professional Psychology, 11, 2385-398.

Guyatt, G., Walter, S., & Norman, G. (1987). Measuring change over time: Assessing the usefulness of evaluative instruments. Journal of Chronic Diseases, 40, 171-178

Haaza, D. (1987). Treatment of the Type A behavior pattern. Clinical Psychology Review, 7, 557-574.

Hackman, J.R., & Oldham, G.R. (1975). Development of the Job Diagnostic Survey. Journal of Applied Psychology, 60, 159-170.

Hackman, J.R., & Oldham, G.R. (1976). Motivation through the design of work: Test of a theory. Organizational Behaviour and Human Performance, 16, 250-279.

Hackman, J.R., & Oldham, G.R. (1980). Work design. Reading, MA: Addison-Wesley.

Hackman, J.R., Pearce, J.L., & Wolfe, J.C. (1978). Effects of changes in job characteristics on work attitudes and behaviors: A naturally occurring quasi-experiment. Organizational Behavior and Human Performance, 21, 289-304.

Haemmerlie, F.M., & Beamish, P. (1990). The Jenkins Activity Survey and the CPI-revised: Further evidence of adaptive and maladaptive type A traits. Journal of Clinical Psychology, 46, 572-581.

Hakstian, A.R., Rogers, W.T., & Cattell, R.B. (1982). The behavior of number-of-factors rules with simulated data. Multivariate Behavioral Research, 17, 193-219.

Hamberger, K. & Hastings, J.E. (1986). Irrational beliefs underlying Type A behavior: Evidence for a cautious approach. Psychological Reports, 59, 19-25.

Hamilton, J.A. (1942). Psychophysiology of blood pressure. Psychosomatic Medicine, 4, 125-133.

Hamilton, D.L. (1968). On response bias. Psychological Bulletin, 69, 192-203.

Hammersten, J., Cathcy, C., Redmond, R., & Wolf, S. (1957). Serum cholesterol, diet and stress in patients with coronary artery disease. Journal of Clinical Investigation, 36, 897.

Handel, S.J. (1989). Children's competitive behavior: A challenging alternative. Current Psychology: Research and Reviews, 8, 120-129.

Handy, J.A. (1988). Theoretical and methodological problems within occupational stress and burnout research. Human Relations, 41, 351-369.

Hanisch, L.A., & Hulin, C.L. (1991). General attitudes and organizational withdrawal: An evaluation of a causal model. Journal of Vocational Behavior, 22, 110-128.

Hansson, R.O., Hogan, R., Johnson, J.A., & Schroeder, D. (1983). Disentangling Type A behavior: The roles of ambition, insensitivity, and anxiety. Journal of Research in Personality, 17, 186-197.

Harbin, T.J. (1989). The relationship between the Type A behaviour pattern and physiological responsivity: A quantitative review. Psychophysiology, 26, 110-119.

Harburg, E., Blakelock, E.H., & Roeper, P.J. (1979). Resentful and reflective coping with arbitrary authority and blodd pressure. Psychosomatic Medicine, 3, 189-202.

Harburg, E., Erfurt, J.C., Chape, C., Schull, W., & Schork, M.A. (1973). Socio-ecological stressor areas and black-white blood pressure: Detroit. Journal of Chronic Diseases, 26, 595-611.

Harburg, E., & Hauenstein, L. (1980). Parity and blood pressure among four race-stress groups of females in Detroit. American Journal of Epidemiology, 111, 356-366.

Harburg, E., Julius S., McGuinn, N.F., McLeod, J., & Hoobler, S.W., (1964). Personality traits and behavioral patterns associated with systolic blood pressure levels in college males. Journal of Chronic Disease, 17, 405-414.

Harding, C.M., & O'Looney, B.A. (1986). A note on the Jenkins Activity Survey. Personality and Individual Differences, 7, 409-414.

Hardy, J.H., & Smith, T.W. (1988). Cynical hostility and vulnerability to disease: Social support, life stress, and physiological response to conflict. Health Psychology, 7, 447-459.

Harman, H.H. (1976). Modern Factor Analysis. Chicago: University of Chicago Press.

Harpaz, I (1987), Job satisfaction. In J.M. Ivancevich and D.C. Ganster (Eds.), Job stress: From theory to suggestions. New York: John Wiley & Sons.

Harrell, J.P. (1980). Psychological factors and hypertension: A status report. Psychological Bulletin, 87, 482-501.

Harris, C.W. (1967). On factors and factor scores. Psychometika, 32, 363-379.

Harris, R.E. & Singer, M.Y. (1967), Interaction of personality and stress in the pathogenesis of hypertension. Hypertension, 16, 104-114.

Hart, K.E. (1983). Physical symptom reporting and health perception among Type A and B college males. Journal of Human Stress, 9, 17-22.

Hart, K.E. (1984). Anxiety management training and anger control for Type A individuals. Journal of Behavioral Therapy and Experimental Psychiatry, 15, 133-139.

Hattie, J. (1985). Methodology review. Assessing the dimensionality of tests and items. Applied Psychological Measurement, 9, 139-164.

Hawkins, D.M. (1980). A note on fitting a regression without an intercept term. The American Statistician, 34, 233.

Hayano, J., Takeuchi, S., Yoshida, S., Jozuka, H., Mishima, N., & Fujinami, T. (1989). Type A behavior pattern in Japanese employees: Cross-cultural comparison of major factors in Jenkins Activity Survey (JAS) responses. Journal of Behavioral Medicine, 12, 219-231.

Haynes, S.G., Feinleib, M., Levine, S., Scotch, N., & Kannel, W.B. (1978). The relationship of psychosocial factors to coronary heart disease in the Framingham Study. II. Prevalence of coronary heart disease. American Journal of Epidemiology, 107, 384-402.

Haynes, S.G., Feinleib, M., & Kannel, W.B. (1980). The relationship of psychosocial factors to coronary heart disease in the Framingham Study: III. Eight-year incidence of coronary heart disease. American Journal of Epidemiology, 111, 37-58.

Haynes, S.G., & Feinleib, M. (1982). Type A behavior and the incidence of coronary heart disease in the Framingham heart study. Advanced Cardiology, 29, 85-95.

Haynes, S.G., & Matthews, K.A. (1988). Area Review: Coronary-prone behavior: Continuing evolution of the concept. Annals of Behavioral Medicine, 10, 47-59.

Hayworth, J., Little, B.C., Carter, S.B., Raptopoulos, P., Priest, R.G., & Sandler, M. (1980). A predictive study of post-pattern depression: Some predisposing characteristics. British Journal of Medical Psychology, 53, 161-167.

Heaton, R.K. (1988). Introduction to the Special Series on CHD. Journal of Consulting and Clinical Psychology, 4, 323-398.

Heaven, P.C.L. (1990). Attitudinal and personality correlates of achievement motivation among high school students. Personality and Individual Differences, 11, 705-710.

Heberden, W., (1772), Some account of a disorder of the breast. Medical Transactions of the College of Physicians. 2, 59-67.

Hecker, M.H., Chesney, M.A., Black, G.W., Frautschi, N. (1988). Coronary- prone behaviours in the Western Collaborative Group Study. Psychosomatic Medicine, 50, 153-164.

Heilbrum, A.B., & Friedberg, E.B. (1987). Type A behavior and stress in college males. Journal of Personality Assessment, 51, 555-564.

Heilbrum, A.B., & Friedberg, E.B., (1988). Type A personality, self-control, and vulnerability to stress. Journal of Personality Assessment, 52, 420-433.

Heilbrum, A.B., Palchanis, N., & Friedberg, E. (1986). Self-report measurement of Type A behavior: Toward refinement and improved prediction. Journal of Personality Assessment, 50, 525-539.

Helman, C.G. (1987). Heart disease and the cultural construction of time: The Type A Behaviour Pattern as a Western culture-bound syndrome. Social Science & Medicine, 25, 969-979.

Helmreich, R.L., Beane, W.E., Lucker, G.W., & Spence, J.T. (1978). Achievement motivation and scientific attainment. Personality and Social Psychology Bulletin, 4, 222-226.

Helmreich, R.L., & Spence, J.T. (1978). The work and family orientation questionnaire: An objective instrument to assess components of achievement motivation and attitudes toward family and career. Catalog of Selected Documents in Psychology, 8, 35 (ms. no, 1677).

Helmreich, R.L., Spence, J.T., Beane, W.F , Lucker, G.W., & Matthews, K.A. (1980). Making it is academic psychology: Demographic and personality correlates of attainment. Journal of Personality and Social Psychology, 39, 896-908.

Helmreich, R.L., Spence, J.T. & Pred, R.S. (1988). Making it without losing it: Type A, achievement motivation, and scientific attainment revisited. Personality and Social Psychology Bulletin, 14, 495-504.

Henderson, D.A., & Denison, D.R. (1989). Stepwise regression in social and psychological research. Psychological Reports, 64, 251-257.

Henderson, S., Davidson, J.A., Lewis, I.C., Gillard, H.N., & Baikie, A.G. (1977). An assessment of hostility in a population of adolescents. Archives of General Psychiatry, 34, 706-711.

Hendrix, W.H., Hanby, G.E., & Zimmerman, B.K. (1987). Correlates of auditors' intent to remain with present organization. Journal of Social Behavior and Personality, 2, 79-92.

Henley, S., & Furnham, A. (1989). The Type A behavior pattern and self-evaluation. British Journal of Medical Psychology, 62, 51-59.

Henry, J.P., & Meehan, J.P., (1981). Psychosocial stimuli, physiological specificity, and cardiovascular disease. In H. Wiener, M.A. Hofer, & A.J. Stunkard (Eds.), Brain, behavior and bodily disease. New York: Raven Press.

Herman, J.B., Dunham, R.B., & Hulin, C.L. (1975). Organizational structure, demographic characteristics, and employee responses. Organizational Behavior and Human Performance, 13, 206-232.

Herman, S., Blumenthal, J.H.A., Black, G M., Chesney, M.A. (1981). Self-ratings of Type A (coronary prone) adults: Do Type A's know they are Type A's. Psychosomatic Medicine, 43, 405-413.

Hicks, R.A. & Campbell, J. (1983). Type A-B behaviour and self estimates of the frequency of headaches in college students. Psychological Reports, 52, 912.

Hicks, R.A., Cheers, Y., & Juarez, M. (1985). Stomach disorders and Typee A-B behavior. Psychological Reports, 57, 1254.

Hinkin, T.R., & Schriesheim, C.A. (1989). Development and application of new scales to measure the French and Raven (1959) bases of social power. Journal of Applied Psychology, 74, 561-567.

Hinsz, V.B., & Nelson, L.C. (1990). Testing models of turnover intentions with University faculty. Journal of Applied Social Psychology, 20, 68-84.

Hodapp, V., Bongard, S., & Heiligtag, U., (1992). Active coping, expression of anger, and cardiovascular reactivity. Personality and Individual Differences, 13, 1069-1076.

Hoffman, R.G., Davis, G.L., & Nelson, K.S. (1988). Factor analysis of the Tennessee self-concept scale in an adolescent sample. Educational and Psychological Measurement, 48, 407-417.

Hogan, R., & Nicholson, R.A. (1988). The meaning of personality scores. American Psychologist, 43, 621-626.

Holden, R.R., & Hickman, D. (1987). Computerized versus standard administration of the JAS (Form T). Journal of Human Stress, 13, 175-179.

Holmes, D.S. (1983). An alternative perspective concerning the differential psychophysiological responsivity of persons with the Type A and Type B behavior patterns. Journal of Research in Personality, 17, 40-47.

Holmes, D.S., McGilley, B.M., Houston, B.K. (1983). Task-related arousal of Type A and Type B persons: Level of challenge and response specificity. Journal of Personality and Social Psychology, 46, 1322-1327.

Holmes, D.S., & Will, M.J. (1985). Expression of interpersonal aggression by angered and nonangered persons with Type A and Type B behavior patterns. Journal of Personality and Social Psychology, 48, 723-727.

Holroyd, K.A., & Coyne, J. (1987). Personality and health in the 1980's: Psychosomatic medicine revisited? Journal of Personality, 55, 359-375.

Hooker, K, Blumenthal, A., & Siegler, I. (1987). Relationships between motivation and hostility among Type A and Type B middle-aged men. Journal of Research in Personality, 21, 103-113.

Horn, J.L., & Engstrom, R. (1979). Cattell's scree test in relation to Bartlett's chi-square test and other observations on the number of factors problem. Multivariate Behavioral Research, 14, 283-300.

Horowitz, L.M., French, R.S., Lapid, J.S., & Weckler, D.A. (1982). Symptoms and interpersonal problems: The prototype as an integrating concept. In J.C. Anchin & D.J. Kiesler. (Eds.), Handbook of interpersonal psychotherapy. New York: Pergamon Press.

Hough, L.M., Eaton, N.K., Dunnette, M.D., Kamp, J.D., & McCloy, R.A. (1990). Criterion-related validities of personality constructs and the effect of response distortion on those validities. Journal of Applied Psychology Monograph, 75, 581-595.

House, J.S. (1980). Work, stress and social support. Reading, MA: Addison-Wesley.

Houston, B.K. (1983). Psychophysiological responsivity and the Type A behavior pattern. Journal of Research in Personality, 17, 22-39.

Houston, B.K. (1986). Psychological variables and cardiovascular and neuroendocrine reactivity. In K.A. Matthews, S.M. Weiss, T.H Detre, T.M. Dembroski, B. Falkner, S.B. Manuck, R.B. Williams (Eds.), Handbook of stress, reactivity and cardiovascular disease. New York: John Wiley & Sons.

Houston, B.K., & Kelly, K.E. (1987). Type A behavior in housewives: Relation to work, marital adjustment, stress, tension, health, fear-of-failure and .self-esteem. Journal of Psychosomatic Research, 31, 55-61.

Houston, B.K. & Kelly, K.E. (1989). Hostility in employed women: Relation to work and marital experiences, social support, stress, and anger expression. Personality and Social Psychology Bulletin, 15, 175-182.

Houston, B.K., Smith, T.W., & Zurawski, R.M. (1986). Principal dimensions of the Framingham Type A Scale: Differential relationships to cardiovascular reactivity and anxiety. Journal of Human Stress, 15, 104-113.

Howard, J.H., Cunningham, D.A., & Rechnitzer, P.A. (1977). Work patterns associated with Type A behavior. Human Relations, 30, 825-836.

Howard, J.H., Cunningham, D.A., & Rechnitzer, P.A. (1986). Role ambiguity, Type A behaviour and job satisfaction: Moderating effects on cardiovascular and biochemical responses associated with coronary risk. Journal of Applied Psychology, 71, 95-101.

Howard, J.H., Cunningham, D.A., Rechnitzer, P.A. & Goode, R.C. (1976). Health patterns associated with Type A behavior: A managerial population. Journal of Human Stress, 2, 24-31.

Howarth, E. (1972). Factor analysis has only just begun to fight. Journal of Experimental Research in Personality, 6, 268-272.

Howland, E.W., & Siegman, A.W. (1982). Toward the automated measurement of the Type A behavior pattern. Journal of Behavioral Medicine, 5, 37-53.

Howse, D.A. (1987). The role of social support offered by trade union as a moderator of the stress-strain relationship. Masters Thesis, University of the Witwatersrand.

Hubbard, R., & Allen, S.J. (1987). A cautionary note on the use of principal components analysis - Supportive empirical evidence. Sociological Methods and Research, 16, 301-308.

Hughes, J.R., Jacobs, D.R., Schucker, B., Chapman, D.P., Murray, D.M., & Johnson, C.A. Nonverbal behavior of the Type A individual. Journal of Behavioral Medicine, 6, 279-289.

Hughson, A.V.M., Cooper, A.F., McArdle, C.S., & Smith, D.C. (1988). Validity of the General Health Questionnaire and its subscales in patients receiving chemotherapy for early breast cancer. Journal of Psychosomatic Research, 32, 393-402.

Hulin, C.L. (1966). Job satisfaction and turnover in a female clerical population. Journal of Applied Psychology, 50, 280-285.

Humphries, C., Carver, C.S., & Neumann, P.G. (1983). Cognitive characteristics of the Type A coronary-prone behavior pattern. Journal of Personality and Social Psychology, 44, 177-187.

Hunter, J.E., & Gerbing, D.W. (1982). Unidimensional measurement, second order factor analysis, and causal models. In B.M. Staw & L.L. Cummings (Eds.), Research in organizational behavior. Greenwich, CT: JAI Press.

Huppert, F.A., Walters, D.E., Day, N.E., & Elliott, B.J. (1989). The factor structure of the General Health Questionnaire (GHQ-30). A reliability study on 6317 community residents. British Journal of Psychiatry, 155, 178-185.

Hurrell, J.J. (1985). Machine-paces work and the Type A behaviour pattern. Journal of Occupational Psychology, 58, 15-25.

Husek, T.R. (1961). Acquiescence as a response set and as a personality characteristic. Educational and Psychological Measurement, 21, 295-307.

Hyland, M.E. (1987). Control theory interpretation of psychological mechanisms of depression: Comparison and integration of several theories. Psychological Bulletin, 102, 109-121.

Hynan, D.J., & Grush, J.E. (1986). Effects of impulsivity, depression, provocation, and time on aggressive behavior. Journal of Reseach in Personality, 20, 158-171.

Ironson, G.H., Smith, P.C., Brannick, M.T., Gibson, W.M., & Paul, K.B. (1989). Construction of a job in general scale: A comparison of global, composite, and specific measures. Journal of Applied Psychology, 74, 193-200.

Irvine, J., Lyle, R.C., & Allon, R. (1982). Type A personality as psychopathology personality correlates and an abbreviated scoring system. Journal of Psychosomatic Research, 26, 183-189.

Irwin, M., Daniels, E.T., Bloom, T.L., Smith, H., & Winer, H., (1987). Life events, depressive symptoms, and immune function. American Journal of Psychiatry, 144, 437-441.

Isaac, P.D. (1970). Linear regression, structural relations and measurement error. Psychological Bulletin, 74, 213-218.

Ivancevich, J.M. (1976). Effects of goal setting on performance and job satisfaction. Journal of Applied Psychology, 61, 605-612.

Ivancevich, J.M., & Matteson, M.T. (1980). The coronary-prone behaviour pattern: A review and appraisal. Social Science and Medicine, 14A, 337-351.

Ivancevich, J.M., & Matteson, M.T. (1984). A Type A-B person-work environment interaction model for examining occupational stress and consequences. Human Relations, 37, 491-513.

Ivancevich, J.M., & Matteson, M.T. (1988). Type A behavior and the healthy individual. British Journal of Medical Psychology, 61, 37-56.

Ivancevich, J.M., Matteson, M.T., & Preston, C. (1982). Occupational stress, Type A behavior and physical well-being. Academy of Management Journal, 25, 373-391.

Jackson, D.N., & Chan, D.W. (1980). Maximum-likelihood estimation in common factor analysis: A cautionary note. Psychological Bulletin, 88, 502-508.

Jackson, J.E. (1991). A user's guide to principle components. New York: John Wiley & Sons.

Jacobs, R., Kafry, D., & Zedeck, S. (1980). Expectations of behaviorally anchored rating scales. Personnel Psychology, 33, 595-640.

Jager, C.J. (1991). The effects of black advancement training on the stress-strain relationship. Masters dissertation, University of the Witwatersrand.

Jamal, M. (1985). Type A behavior and job performance controversy: An empirical assessment. Organizational Behavior and Human Performance, 11, 60-68.

Jamal, M. (1990). Relationship of job stress and Type A behavior to employees' job satisfaction, organizational commitment, psychosomatic health problems, and turnover motivation. Human Relations, 43, 727-738.

James, J.R. (1990). Discriminant validation of the three dimensions of burnout. Masters

Dissertation, University of the Witwatersrand.

James, L.R., Demaree, R.G., Mulaik, S.A., & Mumford, M.D. (1988). Validity generalization: Rejoinder to Schmidt, Hunter, and Raju (1988). Journal of Applied Psychology, 73, 673-678.

James, L.R., & James, L.P. (1989). Causal modelling in organizational research. In C.L. Cooper, & I. Robertson (Eds.), International Review of Industrial and Organizational Psychology. London: John Wiley & Sons.

James, S.D., & Johnson, D.W. (1987) Social interdependence, psychological adjustment, and marital satisfaction in second marriages. The Journal of Social Psychology, 128, 287-303.

James, L.R., Mulaik, S.A., & Brett, J.M. (1983). Causal analysis: Assumptions, models and data. Beverly Hills, Ca.: Sage Publications.

Janisse, M.P., & Dyck, D.G. (1989). The Type A behavior Pattern and Coronary Heart Disease: Physiological and Psychological Dimensions. In M.P. Janisse (Eds.), Individual Differences, Stress, and Health Psychology. New York: Springer-Verlag.

Janisse, M.P., Edguer, N., Dyck, D.G. 1986). Type A behaviour, anger expression, and reactions to anger imagery. Motivation and Emotion, 10, 371-386.

Jans, N.A. (1982). The nature and measurement of work involvement. Journal of Occupational Psychology, 55, 57-67.

Jans, N.A. (1989). Organizational commitment, career factors and career/life stage. Journal of Organizational Behavior, 10, 247-266.

Jarvikoski, A, & Harkapad, K. (1988). Type A behaviour and life-events. British Journal of Medical Psychology, 61, 353-363.

Jemmott, J.E., & Lock, S E. (1984). Psychosocial factors, immunologic mediation, and human susceptibility to infectious disease: How much do we know? Psychological bulletin, 95, 52-77.

Jenkins, C.D. (1971). Psychological and social precursors of coronary disease. New England Journal of Medicine, 2, 307-317.

Jenkins, C.D. (1976). Recent evidence supporting psychological and social risk factors for coronary disease I. New England Journal of Medicine, 294, 987-994.

Jenkins, C.D. (1978). Assessment of the coronary-prone behavior pattern. In T.M. Dembroski, S.M. Weiss, J.L. Shields, S, Haynes, & M. Feinleib (Eds.), Coronary-prone behaviour. New York: Springer-Verlag.

Jenkins, C.D. (1988). Epidemiology of cardiovascular disease. Journal of Consulting and Clinical Psychology, 56, 324-332.

Jenkins,C.D., Hames, C., Zyganski, S., Rosenman, R., & Friedman (1969). Psychological traits and serum lipids. Findings from the California Psychological Inventory. Psychosomatic Medicine, 31, 115-128.

Jenkins, C.D., Zyzanski, S.J., & Rosenman, R.H. (1971). Progress towards validation of a computer scored test for the Type A coronary prone behavior pattern. Psychosomatic Medicine, 33, 193-202.

Jenkins, C.D., Zyzanski, S.J., & Rosenman, R.H. (1976). Risk of new myocardial infarction in middle-aged men with manifest coronary heart disease. Circulation, 53, 342-347.

Jenkins, C.D., Zyzanski, S.J., & Rosenman, R.H. (1978). Coronary-prone behavior: One pattern or several? Psychosomatic Medicine, 40, 25-43.

Jenkins, C.D., Zyzanski, S.J., & Rosenman, R.H. (1979). The Jenkins Activity Survey for Health Prediction. New York: The Psychological Corporation.

Jenkins, S. (1987). Need for achievement and women's careers over 14 years: Evidence for occupational structure effects. Journal of Personality and Social Psychology, 53, 922-932.

Jenkins, S. (1988). Turnover: Correcting the causes. Personnel, December, 43-48.

Jenner, D.A. Reynolds, V., & Harrison, G.A. (1980). Catecholamine excretion rates and occupation. Ergonomics, 23, 237-246.

Jenni, M.A., & Wollersheim, J.P. (1979). Cognitive therapy, stress management training, and the Type A behavior pattern. Cognitive Therapy and Research, 3, 61-73.

Jennings, J.R. (1984). Cardiovascular reactions and impatience in Type A and B college Students. Psychosomatic Medicine, 46, 424-439.

Jennings, J.R., & Matthews, K.A. (1984). The impatience of youth: Phasic cardiovascular response in Type A and Type B elementary school-age boys. Psychosomatic Medicine, 46, 498-511.

Johnasson, G., & Aronsson, G. (1984). Stress reactions in computerized administrative work. Journal of Occupational Behavior, 5, 159-181.

Johnson D.W., & Johnson R.T. (1975). Learning together and alone: Co-operation, competition and individualization. Englewood Cliffs, NJ: Erlbaum.

Johnson, D.W., Maruyama, G., Johnson, R. L., Nelson, D., Skon, L. (1981). Effects of co-operative, competitive and individualistic goal structures on achievement. Meta-analysis, Psychological Bulletin, 89, 47-62.

Johnson, D.W. & Shaper, A.E. (1988). Type A Behaviour in British men: Reliability and intercorrelation of two measures. Journal of Chronic Diseases, 36, 303-307.

Johnson, E.H. (1984). Anger and anxiety as determinants of elevated blood pressure in adolescents. Unpublished doctoral dissertation, University of South Florida, Tampa.

Johnson, E.H. & Broman, C.L. (1987). The relationship of anger expression to health problems among black Americans in a national survey. Journal of Behavioral Medicine, 10, 103-116.

Johnson, P.B. (1981). Achievement motivation and success: Does the end justify the means? Journal of Personality and Social Psychology, 40, 374-375.

Johnston, M.W., & Futrell, C.M. (1989). Functional salesforce turnover: An empirical investigation into the positive effects of turnover. Journal of Business Research, 18, 141-157.

Johnston, M.W., Hair J.F., & Boles, J. (1989). Why do salespeople fail? Journal of Personal Selling and Sales Management, 9, 59-64.

Johnston, M.W., Parasuraman, A., & Futrell, C.M. (1989). Extending a model of salesperson role perceptions and work-related attitudes: Impact of job tenure. Journal of Business Research, 18, 269-290.

Jorgensen, R.S., & Houston, B.K. (1981). The Type A behavior pattern, sex differences, and cardiovascular response to and recovery from stress. Motivation and Emotion, 8, 200-213.

Joy, D.S. (1989). Development and validation of a standardized measure of employee turnover risk. Journal of Business and Psychology, 4, 87-107.

Julius, M., Harburg, E., Cottington, E.M., & Johnson, E.H. (1986). Anger coping types, blood pressure, and all-cause mortality: A follow-up in Tecumseh, Michigan (1971-1983). American Journal of Epidemiology, 124, 220-233.

Kacmar, K.M., & Ferris, G.R. (1989). Theoretical and methodological considerations in the age-job satisfaction relationship. Journal of Applied Psychology, 74, 201-207.

Kagan, A.R., & Levi, L. (1974). Health and environment-psychosocial stimuli: A review. Social Science & Medicine, 8, 225-241.

Kahn, J.P., Kornfeld, D.S., Blood, D.K., Lynn, R.B., Heller, S.S., & Frank, K.A. (1982). Type A behavior and the thallium stress test. Psychosomatic Medicine, 44, 431-437.

Kahn, R.L., Wolfe, D.M., Quinn, R.P., Snoek, J.S., & Rosenthal, R.R. (1964). Organizational stress: Studies in role conflict and ambiguity. New York: Wiley.

Kahn, S. (1986). The role of anger in managerial effectiveness. Unpublished masters thesis, University of Cape Town.

Kaiser, H.F. (1970). A second-generation little jiffy. Psychometrika, 35, 401-415.

Kaiser, H.F. (1974). Little jiffy, mark IV. Educational and Psychological Measurement, 34, 111-117.

Kalleberg, A.L. (1977). Work values and job rewards: a theory of job satisfaction. American Sociological Review, 42, 124-143.

Kamarck, T., Jennings, J.R. (1991). Biobehavioral factors in sudden cardiac death. Psychological Bulletin, 109, 42-75.

Kannel, W.B., & Eaker, E.D. (1986). Psychosocial and other features of coronary heart disease: Insights from the Framingham Study. American Heart Journal, 112, 1067-1073.

Kaplan, G. (1985). Psychosocial aspects of chronic illness: Direct and indirect associations with ischemic heart disease mortality. In R. Kaplan, & M. Cngui (Eds.)., Behavioral epidemiology and disease prevention. New York: Plenum.

Kasl, S.V. (1978). Epidemiological contributions to the study of work stress. In C. L. Cooper and R. Payne (Eds.)., Stress at work. New York: John Wiley and Sons:

Kasl. S.V. (1983). Pursuing the link between stressful life experiences and disease: A time for reappraisal. In C.L. Cooper, (Ed.)., Stress Research. New York: John Wiley & Sons.

Kasl, S.V., & Cooper, C.L., (1987). Stress and health: Issues in research methodology. New York: John Wiley & Sons:

Katz, R. (1978). Job longevity as a situational factor in job satisfaction. Administrative Science Quarterly, 23, 204-223.

Kaufman, G.M., & Beehr, T.A. (1986). Interactions between job stressors and social support; Some counter-initiative results. Journal of Applied Psychology, 71, 522-526.

Kazdin, A.E., & Rogers, T. (1978). On paradigms and recycled ideologies' Analogue research revisited. Cognitive Therapy and Research, 2, 105-117.

Keegan, D., Sinha, B.N., Merriman, J.E., & Shipley, C. (1979). Type A behavior pattern: Relationship to coronary heart disease, personality and life adjustment. Canadian Journal of Psychiatry, 24, 724-730.

Keenan, A., & McBain, G.D.M. (1979). Effects of Type A behavior, intolerance of ambiguity and locus of control on the relationship between role stress and work-related outcomes. Journal of Occupational Psychology, 52, 277-285.

Kelloway, E.K., & Barling, J. (in press). Job characteristic, role stress and mental health. Journal of Occupational Psychology.

Kelly, K.E., & Houston, B.K. (1985). Type A behavior in employed women: Relation to work, marital and leisure variables, social support, stress, tension and health. Journal of Personality and Social Psychology, 48, 1067-1079.

Kelly, K.E., & Stone, G.L. (1987). Effects of three psychological treatments and self-monitoring on the reduction of Type A behavior. Journal of Counselling Psychology, 34, 46-54.

Keltikangas-Jarvinen, L. (1987). The prevalence and construct validity of Type A behaviour in patients with duodenal ulcers. British Journal of Medical Psychology, 60, 163-167.

Keltikangas-Järvinen, L. (1989). Psychosomatic Personality. A personality constellation or an illness-related reaction. British Journal of Medical Psychology, 62, 325-331.

Keltikangas-Jarvinen, L. & Jakinen, J. (1989). Type A behaviour, coping mechanisms and cautions related to somatic risk factors of coronary heart disease in adolescents. Journal of Psychosomatic Research, 33, 17-27.

Kemple, C. (1945). Rorschach method and psychosomatic diagnosis: personality traits of patients with rheumatic disease, hypertension, cardiovascular disease, coronary occlusion, and fracture. Psychosomatic Medicine, 7, 85-89.

Keon, T.L., & McDonald, B. (1982). Job satisfaction and life satisfaction: An empirical evaluation of their inter-relationship. Human Relations, 35, 167-180.

Kerber, K.W., & Campbell, J.P. (1987). Correlates of objective performance among computer salespeople: Tenure, work activities, and turnover. Journal of Personal Selling and Sales Management, 7, 39-50.

Kerlinger, F.N. (1981). Foundations of Behavioral Research (3rd Ed.). Orlando: Holt, Rinehart & Winston.

Kernis, M.H., Grannenmann, B.D., & Barclay, L.C. (1989). Stability and level of self-esteem as predictors of anger arousal and hostility. Journal of Personality and Social Psychology, 56, 1013-1022.

Kim, J.O., & Mueller, C.W. (1978b). Factor analysis: Statistical methods and practical issues. Beverly Hills: Sage.

Kim, J.O. & Mueller, C.W. (1978a). Introduction to factor analysis: What it is and how to do it. Beverly Hills: Sage.

King, L.A., & Emmons, R.A. (1991). Psychological, physical, and interpersonal correlates of emotional expressiveness, conflict, and control. European Journal of Personality, 5, 131-150.

King, M., Murray, M.A., & Atkinson, T. (1982). Background, personality, job characteristics, and satisfaction with work in a national sample. Human Relations, 35, 119-133.

Kirmeyer, S.L. (1988). Coping with competing demands: Interruption and the Type A pattern. Journal of Applied Psychology, 73, 621-629.

Kirschenbaum. A., & Weisberg, J. (1990). Predicting worker turnover: An assessment of intent on actual separations. Human Relations, 43, 829-847.

Kish, L. (1978). Some statistical problems in research design. In J. Bynner and M Stribley (Eds.), Social research: Principles and procedures. New York: Longman.

Klenke-Hamel, K.E., & Mathieu, J.E. (1990). Role strains, tension, and job satisfaction influences on employees' propensity to leave: A multi-sample replication and extension. Human Relations, 43, 791-807.

Klinger, E. (1977). Meaning and void: Inner Experience and the Incentives in People's Lives. Minneapolis: University of Minnesota Press.

Knight, D.P., & Dubro, A.F. (1984). Co-operative, competitive and individualistic social values: An individualized regression and clustering approach. Journal of Personality and Social Psychology, 46, 98-105.

Knight, R.G., Chrisholm, B.J., Paulin, J.M., & Waal-Manning, H.J. (1988). The Spielberger Anger Expression Scale: Some psychometric data. British Journal of Clinical Psychology, 27, 279-281.

Kobasa, S.C., Maddi, S.R., & Courington, S.C. (1981). Personality and constitution as mediators in the stress-illness relationship. Journal of Health and Social Behavior, 22, 368-378.

Kohn, A. (1986). No contest: The case against competition. Boston: Houghton Miffkin.

Kopp, C.B. (1989). Regulation of distress and negative emotions: A developmental view. Developmental Psychology, 25, 343-354.

Kornhauser, A.W. (1965). Mental health of the industrial worker: A Detroit study. New York: John Wiley & Sons.

Kornitzer, M., Kittel, F., De Backer, G., & Dramaix, M. (1981). The Belgian heart disease prevention project: Type 'A' behavior pattern and the prevalence of coronary heart disease. Psychosomatic Medicine, 43, 132-145.

Koskenvuo, M., Kaprio, J., Rose, R.J., Kesäniemi, A., Sarna, S., Heikkila, K., & Langinvainio, H. (1988). Hostility as a risk factor for mortality and ischaemic heart disease in men. Psychosomatic Medicine, 50, 330-340.

Krantz, D.G., Contrada, R.J., Hill, D.R. & Friedler, E. (1988). Environmental stress and biobehavioural antecedents of Coronary Heart Disease. Journal of Consulting and Clinical Psychology, 56, 333-341.

Krantz, D.S., & Glass, D.C. (1984) Personality, behavior patterns, and physical illness: Conceptual and methodological issues. In W.D. Gentry, (Ed.), Handbook of behavioral medicine. New York: Guilford Press.

Krantz, D.S., Glass, D.C., & Snyder, M.L. (1974). Helplessness. stress level. and the coronary-prone behavior pattern. Journal of Experimental Social Psychology, 10, 284-300.

Krantz, D.S., Grunberg, N.E., & Baum, A. (1985). Health Psychology. Annual Review of Psychology, 36, 349-383.

Krantz, D.S., & Manuck, S.B. (1984). Acute psychophysiological reactivity and risk of cardiovascular disease: A review and methodological critique. Psychological Bulletin, 96, 435-464.

Kraut, A.I. (1975). Predicting turnover of employees from measured job attitudes. Organizational Behavior and Human Performance, 13, 233-243.

Kronsnick, J.A. (1989). Attitude importance and attitude accessibility. Personality and Social Psychology Bulletin, 15, 297-308.

Krug, S.E., & Sherman, J.L. (1977). Psychological trait analysis in preventative medicine. Journal of IAPM, 4, 48-56.

Kuiper, N.A. (1978). Depression and causal attributions for success and failure. Journal of Personality and Social Psychology, 36, 236-246.

Kuiper, N.A., & Olinger, L.J., (1989). Stress and cognitive vulnerability for depression: A self-worth contigency model. In R.W.J. Neufeld, (Eds.)., Advances in the investigation of psychological stress. New York: John Wiley & Sons.

Kuiper, N.A., Olinger, L.J., & Swallow, S.R. (1987). Dysfunctional attitudes, mild depression, views of self, self-consciousness, and social perceptions. Motivation and Emotion, 11, 378-401.

Kulik, C.T., Oldham, G.R., & Langer, P.H. (1988). Measurements of job characteristics, comparison of the original and the revised Job Diagnostic Survey. Journal of Applied Psychology, 73, 462-466.

Kumar, T.K. (1975). Multicollinearity in regression analysis. review of Economics and Statistics, 57, 365-366.

Kushnir, T., & Melamed, S. (1991). Work-load, perceived control and psychological distress in type A/B industrial workers. Journal of Organizational Behavior, 12, 155-168.

Kvalseth, T.O. (1985). Cautionary note about R^2. The American Statistician, 39, 279-285.

Lacroix, J.M., & Offutt, C. (1988). Type A and genital herpes. Journal of Psychosomatic Research, 32, 207-212.

Lacy, C.R., Robbins, M.L., & Kostis, J.B. (1988). Type A behavior and mortality from coronary heart disease. The New England Journal of Medicine, 319, 115.

Lamont, L.M., & Lundstrom, W.J. (1977). Identifying successful industrial salesman by

personality and personal characteristics. Journal of Marketing, 14, 517-519.

Lance, C.E. (1988). Job performance as a moderator of the satisfaction - turnover intention relation: An empirical contrast of two perspectives. Journal of Organizational Behavior, 9, 271-280.

Landmann, R.M., Muller, F.B., Perini, C., Wesp, M., Erne, P., & Buhler, F.R., (1984). Changes in immunoregulatory cells induced by psychological and physical stress: Relationship to plasma catecholamines. Clinical and Experimental Immunology, 58, 127-135.

Landy, F.J., (1985). Psychology of work behavior. Illinois: The Dorsey Press.

Landy, F.J. (1986). Stamp collecting versus science: Validation as hypothesis testing. American Psychologist, 41, 1183-1192.

Landy, F.J., & Farr, J.L. (1980). Performance rating. Psychological Bulletin, 87, 72-107.

Landy, F.J., Rastegary, H., Thayer, J., & Colvin, C. (1991). Time urgency: The construct and its measurement. Journal of Applied Psychology, 76, 644-657.

Langeluddecke, P., & Fulcher, G. (1988). Type A behavior and co[illegible]atherosclerosis. Journal of Psychosomatic Research, 32, 77-84.

Langeluddecke, P., Gailston, K., Tennant, C. (1987). Type A behaviour and other psychological factors in peptic ulcer disease. Journal of Psychosomatic Research, 31, 335-340.

Langer, E.J. (1975). The illusion of control. Journal of Personality and Social Psychology, 32, 311-328.

Lanzetta, J.T., & Englis, B.G. (1989). Expectations of cooperation and competition and their effects on observers' vicarious emotional responses. Journal of Personality and Social Psychology, 56, 543-554.

Lawler, E.E., Mohrman, A.M., Mohrman, S.A., Ledford, G.E., & Cummings, T.G. (1985). Doing research that is useful for theory and practice. San Francisco: Jossy-Bass.

Leak, G.K., & McCarthy, K. (1984). Relationship between Type A subscales and positive mental health. Journal of Clinical Psychology, 40, 1406-1408.

Leak, G., & Flotte, K. (1987). Factor structure and factorial replication of a new measure of the Type A behavior pattern. Psychological Reports, 60, 35-38.

Lee, H.B., & Comrey, A.L. (1979). Distortions in a commonly used factor analytic procedure. Multivariate Behavioral Research, 14, 301-321.

Lee, T.W. (1988a). How job dissatisfaction leads to employee turnover. Journal of Business and Psychology, 2, 263-271.

Lee, C. (1988b). The effects of goal setting and monetary incentives on self-efficacy and performance. Journal of Business and Psychology, 2, 366-372.

Lee, C., Ashford, S.J., & Bobko, P. (1990). Interactive effects of 'Type A' behavior and perceived control on worker performance, job satisfaction, and somatic complaints. Academy of Management Journal, 33, 870-881.

Lee, C., Earley, P.C., & Hanson, L.A. (1988). Are Type A's better performers? Journal of Organizational Behavior, 9, 263-269.

Lee, C., & Gillen,. J. (1989). Relationship of Type A behavior pattern, self-efficacy perceptions on sales performance. Journal of Organizational Behaviour, 10, 75-81.

Lee, D.J., King, D.W., & King, L.A. (1987). Measurement of the Type A behavior pattern by self-report questionnaires: Several perspectives on validity. Educational and Psychological Measurement, 47, 409-423.

Lee, D.J., Niemcryk, S.J., Jenkins, C.D., & Rose, R.M. (1989). Type A, amicability and injury: A prospective study of air traffic controllers. Journal of Psychosomatic Research, 33, 177-186.

Lee, T.W., & Mowday, R.T. (1987). Voluntarily leaving an organization. An empirical investigation of Steers and Mowday's model of turnover. Academy of Management Journal, 30, 721-743.

Leigh, T.W., & McGraw, P.F. (1989). Mapping the procedural knowledge of industrial sales personnel: A script-theoretic investigation. Journal of Marketing, 53, 16-34.

Leiken, L. (1990). Type A behaviour . ' health locus of control: Another view on Perloff et al. (1988). British Journal of Medical Psychology, 63, 81-84.

Leiken, L., Firestone, P., & McGrath, P. (1988). Physical symptom reportir . in Type A and B children. Journal of Consulting and Clinical Psychology, 56, 721-726.

Leiker, M., & Hailey, B.J. (1988). A link between hostility and disease: Poor health habits? Behavioral Medicine, 130-133.

Lemaire, T.L., & Clopton, J.R. (1981). Expressions of hostility in mild depression. Psychological Reports, 48, 259-262.

Lester, D. (1989). Type A behavior, depression and suicidal ideation. Psychological Reports, 65, 1234.

Levenkron, J.C., Cohen, J.D., Mueller, H.S., Fisher, E.B. (1983). Modifying the Type A coronary-prone behavior pattern. Journal of Consulting and Clinical Psychology, 51, 192-204.

Levenson, R.W., & Gottman, J.M. (1985). Psychological and affective predictors of change in relationship satisfaction. Journal of Personality and Social Psychology, 49, 85-94.

Leventhal, H., & Tomarken, A. (1987). Stress and Illness: Perspectives from Health Psychology. In S.V. Kasl & C.L. Cooper (Eds.), Stress and health: Issues in research methodology. New York: John Wiley & Sons.

Levin, I., & Stokes, J.P. (1989). Dispositional approach to job satisfaction: Role of negative affectivity. Journal of Applied Psychology, 74, 752-758.

Lewinsohn, P.M., Mischel, W., Chaplin, W., & Barton, R. (1980). Social competence and depression: The role of illusory self-perceptions. Journal of Abnormal Psychology, 89, 203-212.

Lewis-Beck, M.S. (1980). Applied regression: An introduction. London: Sage.

Lichtenstein, P., Perdersen, N.L., Plomin, R., De Faire, U., & McClearn, G.E. (1989). Type A Behavior Pattern, related Personality Traits and Self-reported Coronary Heart Disease. Personality and Individual Differences, 10, 419-426.

Lilljefors, I., & Rahe, R.H. (1970). An identical twin study of psychosocial factors in coronary heart disease in Sweden. Psychosomatic Medicine, 32, 523-542.

Linn, B.S., & Linn, M.W. (1980). Objective and self-assessed health in the old and very old. Social Science & Medicine, 14, 311-315.

Linville, P.W. (1987). Self-complexity as a cognitive buffer against stress-related illness and depression. Journal of Personality and Social Psychology, 52, 663-676.

Little, R.J.A. (1979). Maximum likelihood influence for multiple regression with missing values: A simulation study. Journal of the Royal Statistical Society, 41, 76-87.

Lobel, T.E. (1988). Personality correlates of Type A coronary-prone behavior. Journal of Personality Assessment, 52, 434-440.

Lobel, T.E., & Gilat, I. (1987). Type A behavior pattern, ego, identity, and gender. Journal of Research in Personality, 21, 389-394.

Locke, E. (1976). The nature and causes of job satisfaction. Handbook of Industrial and Organisation Psychology. In M.D. Dunnette, (Ed.), Handbook of Industrial and Organizational Psychology. Chicago: Rand McNally, College Publishing Company.

Locke, E.A., Smith, P.C., Kendall, M., Hulin, C.L., & Miller, A.M. (1964). Convergent and discriminant validity for areas and methods of rating job satisfaction. Journal of Applied Psychology, 48, 313-319.

Lohr, J.M Hamberger, L.K., & Bonge, D. (1988). The relationship of factorially validated measures of anger-proneness and irrational beliefs. Motivation and Emotion, 12, 171-183.

Lopez, F.G. & Thurman, C.W. (1986). A cognitive behavioral investigation of anger among college students. Cognitive Therapy and Research, 10, 245-256.

Lorr, M., & More, W.W. (1980). Four dimensions of assertiveness. Multivariate Behavioral Research, 2, 127-138.

Lovallo, W.R., Pincomb, G.A., Edwards, G.L., Brackett, D.J., & Wilson, M.F. (1986). Work pressure and the Type A behavior pattern exam stress in male medical students. Psychosomatic Medicine, 48, 125-133.

Lovallo, W.R., & Pishkin, V. (1980). Type A behavior, self-involvement, autonomic activity and the traits of neuroticism and extraversion. Psychosomatic Medicine, 42, 329-334.

Lowman, R.L., & Williams, R.E. (1987). Validity of self-ratings of abilities and competencies. Journal of Vocational Behavior, 31, 1-13.

Lucas, G., Parasuraman, A., Davis, R.A., & Enis, B.M. (1987). An empirical study of salesforce turnover. Journal of Marketing, 51, 34-59.

Lulofs, R., van Diest, R., & van der Molen, G.M. (1986). Differential reactions of Type A and Type B males to negative feedback about performance. Journal of Psychosomatic Research, 30, 35-40.

Lundberg, U., Hedman, M., & Bomelin, M.S.G. (1989). Type A Behavior in healthy males and females as related to physiological reactivity and blood lipids. Psychosomatic Medicine, 51, 113-122.

Lundberg, P.K. & Paludi, M.A. (1983). Type A/B behavior patterns and the reporting of lifetime symptomatology A-B. Perception and Motor Skills, 52, 473-474.

Lyketsos, G., Arapakis, G., Psaras, M., Photiou, I., & Blackburn, I.M. (1982). Psychological characteristics of hypertensive and ulcer patients. Journal of Psychosomatic Research, 26, 255-262.

Lyons, T. (1971). Role clarity, need for clarity, satisfaction, tension and withdrawal. Organizational behavior and human performance, 6, 99-110.

MacDougall, J.M., Dembroski, T.M., Dimsdale, J.E., & Hackett, T.P. (1985). Components of Type A, hostility, and anger-in: Further relationships to angiographic findings. Health Psychology, 4, 137-152.

MacDougall, J.M., Dembroski, T.M., & Krantz, D.S. (1981). Effects of types of challenge on pressor and heart rate responses in Type A and B women. Psychophysiology, 18, 1-9.

MacEvoy, B., Lambert, W.W., Karlberg, P., Karlberg, J., Klackenberg-Larsson, & Klackenberg, G. (1988). Early affective antecedents of adult Type A behavior. Journal of Personality and Social Psychology, 54, 108-116.

Macmillan, N.A., & Creelman, C.D. (1990). Response bias: Characteristics of detection theory, threshold theory, and "nonparametric" indexes. Psychological Bulletin, 107, 401-413.

Maes, S., Vingerhoets, A., & Van Heck, G. (1987). The study of stress and disease: Some developments and requirements. Social Science Medicine, 25, 567-578.

Maiuro, R.D., Cahn, T.S., Vitaliano, P.P., Wagner, B.C., & Zegree, J.B. (1988). Anger, hostility, and depression in domestically violent versus generally assaultive men and nonviolent control subjects. Journal of Consulting and Clinical Psychology, 56, 17-23.

Malan, L. (1989). The joint moderating effect of the AHA! syndrome and physical exercise on the work stress-strain relationship. Unpublished Honours dissertation, University of the Witwatersrand, Johannesburg.

Malcolm, A.T., Janisse, M.P., & Dyck, D.G. (1984). Type A behaviour, heart rate and papillary response: Effects of cold pressor and ego threat. Journal of Psychosomatic Research, 28, 27-34.

Males, S., Vingerhoets. A., & Von Heck, G. (1987). The study of stress and disease: Some developments and requirements. Social Science and Medical Journal, 25, 567-578.

Manuck, S.B., Corse, C.D., & Winkelman, P.A. (1979). Behavioral correlates of individual differences in blood pressure reactivity. Journal of Psychosomatic Research, 23, 281-288.

Manuck, S.B., Craft, S., & Gold, K.J. (1978). Coronary-prone behaviour pattern and cardiovascular response. Psychophysiology, 15, 403-411.

Manuck, S.B., & Garland, F.N. (1979). Coronary-prone behavior, task incentive, and cardiovascular response. Psychophysiology, 16, 136-142.

Manuck, S.B., & Krantz, D. (1986). Psychophysiologic reactivity in coronary heart disease and essential hypertension. In K.A. Matthews, S. Weiss, & T. Detre (Eds.), Handbook of stress, reactivity, and cardiovascular disease. New York: John Wiley.

Manuck, S.B., Morrison, R.L., Bellack, A.S., & Polefrone, J.M. (1985). Behavioral factors in hypertension: Cardiovascular responsivity, anger, and social competence. In Chesney, M.A., & Rosenman, R.H. (Eds.), Anger and Hostility in Cardiovascular and Behavioral Disorders. New York: McGraw-Hill.

Manuck, S.B., Proietti, J.M., Rader, S.J., & Polefrone, J.M., (1985). Parental hypertension, affect and cardiovascular response to cognitive challenge. Psychosomatic Medicine, 47, 189-200.

Margolis, L.H., McLeroy, K.R., Runyan, C.W., & Kaplan, B.H. (1983). Type A behavior: An ecological approach. Journal of Behavioral Medicine, 6, 245-257.

Marmot, M.G., & Madge, N. (1987). An epidemiological perspective on stress and health.

In S.V. Kasl & C.L. Cooper (Eds.), Stress and health: Issues in research methodology. New York: John Wiley & Sons.

Marsh, H.W. (1990). Confirmatory factor analysis of multitrait-multimethod data: The construct validation of multidimensional self-concept responses. Journal of Personality, 58, 667-699.

Marsh, H.W., & Richards, G.E. (1987). The multidimensionality of the Rotter I-E scale and its higher-order structure: An application of confirmatory factor analysis. Multivariate Behavioral Research, 22, 39-69.

Martin, R.A., Kuiper, N.A., & Westra, H.A. (1989). Cognitive and affective components of the Type A behavior pattern: preliminary evidence for a self-worth contingency model. Personality and Individual Differences, 10, 771-784.

Martin, M.J., (1966). Tension headache, a psychi[illegible] Headache, 6, 47-54.

Martin, T. (1981). A path analytic model [illegible]man [illegible]tal and organizational job characteristics on female job satisfaction. Hum[illegible] [illegible]ations, 34, 975-988.

Maruyama, G., Rubin, R.A., & Kingsbury, G.G. (1981) Self-esteem and educational achievement: Independent constructs with a common cause? Journal of Personality and Social Psychology, 40, 962-975.

Mason, C.H. & Perreault, W.D. (1991). Collinearity, power and the interpretation of multiple regression analysis. Journal of Marketing Research, 28, 268-280.

Mason, J.W. (1975). Emotion as reflected in patterns of endocrine integration. In L. Levi (Ed.), Emotions: Their parameters and measurement. New York: Raven Press.

Mason, R.L., Gunst R.F., & Webster, J.T. (1975). Regression analysis and problems of multicollinearity. Community Statistician, 4, 277-292.

Matteson, M.T., & Ivancevich, J.M. (1980). The coronary-prone behaviour pattern: A review and appraisal. Social Science and Medicine, 14, 337-351.

Matteson,M.T., & Ivancevich, J.M. (1982). Type A and B behavior patterns and self-reported health symptoms and stress: Examining individual and organizational fit. Journal of Occupational Medicine, 24, 585-589.

Matteson, M.T., Ivancevich, J.M., & Gamble, G.O. (1987). A test of the cognitive social learning model of Type A behaviour. Journal of Human Stress, 13, 23-31.

Matteson, M.T., Ivancevich, J.M., & Smith, S.V. (1984). Relation of Type A behavior to performance and satisfaction among sales personnel. Journal of Vocational Behavior, 25, 203-214.

Matthews, K., & Angulo, J. (1980). Measurement of the Type A behaviour pattern in

children: Assessment of children's competitiveness, impatience-anger and aggression. Child Development, 51, 466-475.

Matthews, K.A. (1982). Psychological perspectives on the Type A behavior pattern. Psychological Bulletin, 91, 293-323.

Matthews, K.A. (1985). Assessments of Type A behavior, anger, and hostility in epidemiological studies of cardiovascular disease. In Ostfeld, A.M., & Eaker, E.D. (Eds). Measuring psychosocial variables in epidemiological studies of cardiovascular disease. Bethseda: National Institutes of Health.

Matthews, K.A. (1988). Coronary Heart Disease and Type A Behaviours: Update on and alternative to the Booth-Kewley and Friedman (1987) quantitative review. Psychological Bulletin, 104, 373-380.

Matthews, K.A., Beane, W.E., Helmreich, R.L., & Lucker, G.W. (1980). Pattern A, achievement striving, and scientific merit: Does Pattern A help or hinder? Journal of Personality and Social Psychology, 5, 962-967.

Matthews, K.A., & Brunson, B.I. (1979). Allocation of attention and the Type A coronary-prone behavior pattern. Journal of Personality and Social Psychology, 37, 2081-2090.

Matthews, K.A., & Carra, J. (1982). Suppression of menstrual distress syndrome: A study of Type A behavior. Personality and Social Psychology Bulletin, 8, 146-151.

Matthews, K.A. Glass, D., Rosenman, R., & Bortner, R.W. (1977). Competitive drive, pattern A and coronary heart disease: A further analysis of some data from the Western Collaborative Group Study. Journal of Chronic Disorders, 30, 489-498.

Matthews, K.A., & Haynes, S.G. (1986). Type A behavior pattern and coronary disease risk: Update and critical evaluation. American Journal of Epidemiology, 123, 923-960.

Matthews, K.A., Helmreich, R.L., Beane, W.E., & Lucker, G.W. (1980). Pattern A, achievement striving, and scientific merit: Does pattern A help or hinder? Journal of Personality and Social Psychology, 39, 962-967.

Matthews, K.A., & Jennings, J.R. (1984). Cardiovascular responses of boys exhibiting the Type A behavior pattern. Psychosomatic Medicine, 46, 484-497.

Matthews, K.A., Krantz, L.D., Dembroski, T.M. & MacDougall, J.M. (1982). Unique and common variance in Structured Interview and Jenkins Activity Survey measures of the Type A behavior pattern. Journal of Personality and Social Psychology, 42, 303-313.

Matthews, K.A., & Saal, E. (1978). The relationship of Type A coronary-prone behavior pattern to achievement, power and affiliation motives. Psychosomatic Medicine, 40, 631-636.

Matthews, K.A., Siegel, J., Kuller, L. Thompson, M., & Varat, M. (1983). Determinants of decisions to seek medical treatment by patients with acute mycocardial infarction symptoms. Journal of Personality and Social Psychology, 6, 1144-1156.

Matthews, K.A., Volkin, J. (1987). Efforts to excel and the Type A behavior pattern in children. Child Development, 52, 1283-1289.

Mathieu, J.E., & Zajac, D.M. (1990). A review and meta-analysis of the antecedents, corr.. ates, and consequences of organisational commitment. Psychological Bulletin, 108, 171-194.

Maxwell, S.E., & Delaney, H.D. (1985). Measurement and statistics: An examination of construct validity. Psychological Bulletin, 97, 85-93.

Mayes, B.T., Sime, W.E., & Ganster, D.C. (1984). Convergent validity of the Type A behavior pattern scales and their ability to predict psychological responsiveness in a sample of female public employees. Journal of Behavioral Medicine, 7, 83-108.

McCann, B.S., & Matthews, K.A. (1988). Influences of potential for hostility, Type A behavior, and parental history of hypertension on adolescents' cardiovascular responses during stress. Psychophysiology, 25, 503-511.

McCranie, E.W., Watkins, L., Brandsma, J., & Sisson, B. (1986). Hostility, coronary heart disease (CHD) incidence, and total mortality: Lack of association in a 25-year follow-up study of 478 physicians. Journal of Behavioral Medicine, 9, 119-125.

McDonald, R.P. (1981). The dimensionality of tests and items. British Journal of Mathematical and Statistical Psychology, 34, 100-117.

McDougall, C., Venables, P., & Roger, D., (1991). Aggression, anger control and emotion control. Personality and Individual Differences, 12, 625-629.

McEvoy, G.M., & Cascio, W.F. (1987). Do good or poor performers leave? A meta-analysis of the relationship between performance and turnover. Academy of Management Journal, 30, 744-762.

McFarlin, D.B., & Rice, R.W. (1992). The role of facet importance as a moderator in job satisfaction processes. Journal of Organizational Behavior, 13, 41-54.

McIntire, S.A., & Levine, E.L. (1991). Combining personality variables and goals to predict performance. Journal of Vocational Behavior, 38, 288-301.

McIntyre, S.H., Montgomery, D.B., Srinivasan, V., & Berton, A.W. (1983). Journal of Marketing Research, 20, 1-11.

Mechanic, D. (1980). The experience and reporting of common physical symptoms. Journal of Health and Social Behavior, 21, 146-155.

Meeker, B.F. (1990). Co-operation, competition and self-esteem: Aspects of winning and losing. Human Relations, 43, 205-219.

Megargee, E.I. (1985). The dynamics of aggression and their application to cardiovascular disorders. In M. A. Chesney and R. H. Rosenman (Eds), Anger and hostility in cardiovascular and behavioral disorders. New York: Hemisphere.

Meglino, B.M., DeNisi, A.S., Youngblood, S.A., & Williams, K.J. (1988). Effects of realistic job previews. Journal of Applied Psychology, 73, 259-266.

Meininger, J.C. (1985). The validity of Type A behaviour scales for employed women. Journal of Chronic Diseases, 38, 375-383.

Mendelsohn, G.A. (1962). The competition of affective responses in human subjects. Journal of Abnormal and Social Psychology, 65, 26-31.

Menninger, K. (1938). Man against himself. New York: Harcourt, Brace & World.

Messick, S. (1980). Test validity and ethics of assessment. American Psychologist, 35, 1012-1027.

Mettlin, C. (1976). Occupational careers and the prevention of coronary-prone behavior. Social Sciences and Medicine, 10, 367-372.

Michaels, J. (1977). Classroom reward structures and academic performance. Review of Education Research, 47, 87-99.

Michaels, C.E., & Spector, P.E. (1982). Causes of employee turnover: A test of the Mobley, Giffeth, Hand & Meglino model. Journal of Applied Psychology, 67, 53-59.

Miller, I.W., & Norman, W.H. (1981). Effects of attributions for success on the evaluation of learned helplessness and depression. Journal of Abnormal Psychology, 90, 113-124.

Miller, L.E., Powell,G.N. & Seltzer, J. (1990). Determinants of turnover among volunteers. Human Relations, 43, 901-917.

Miller, S.M., Lack, E.R., & Asroff, S. (1985). Preference for control and the coronary-prone behavior pattern: "I'd rather do it myself". Journal of Personality and Social Psychology, 49, 492-499.

Mills, P.J., Schneider, R.H., & Dimsdale, J.E. (1988). Anger assessment and reactivity to stress. Journal of Psychosomatic Research, 33, 379-382.

Mirvis, P.H., & Lawler, E.E. (1977). Measuring the financial impact of employee attitudes. Journal of Applied Psychology, 62, 1-8.

Mitchell, T.R. (1985). An evaluation of the validity of correlational research conducted in organizations. Academy of Management Review, 10, 192-205.

Mobley, W.H. (1977). Intermediate linkages in the relationship between job satisfaction and employee turnover. Journal of Applied Psychology, 62, 237-240.

Mobley, W.H., Griffeth, R.W., Hand, H., & Meglino, B.M. (1979). Review and conceptual analysis of the employee turnover process. Psychological Bulletin, 86, 493-522.

Mobley, W.H., Horner, S., & Hollingsworth, A. (1978). An evaluation of precursors of hospital employee turnover. Journal of Applied Psychology, 63, 408-414.

Moncrief, W.C. (1986). Selling activity and sales position taxonomies for industrial salesforces. Journal of Marketing Research, 23, 261-270.

Monroe, S.M., Imhoff, D.F., Wise, B.D., & Harris, J.E. (1983). Prediction of psychological symptoms under high risk psychosocial circumstances: Life events, social support and symptom specificity. Journal of Abnormal Psychology, 92, 338-350.

Montgomery, D.C. & Peck, E.A. (1982). Introduction to linear regression analysis. New York: John Wiley & Sons.

Moschides, V.M. (1991). Medical check-ups as a stress coping strategy. Masters Dissertation, University of the Witwatersrand.

Moser, C.G., & Dyck, D.G. (1989). Type A behavior, uncontrollability, and the activation of hostile self-schema responding. 23, 248-267.

Mossholder, K.W., Bedeian, A.G., & Armenakis, A.A., (1982). Group process-work outcome relationships: A note on the moderating impact of self-esteem. Academy of Management Journal, 25, 575-585.

Mowday, R.T. (1981). Viewing turnover from the perspective of those who remain: The relationship of job attitudes to attribution of the causes of turnover. Journal of Applied Psychology, 66, 120-123.

Mowday, R.T., Porter, L.T., & Steers, R.M., (1982). Employee- organization linkages: The psychology of commitment, absenteeism and turnover. New York: Academic Press.

Mowday, R.T., Steers, R.M., & Porter, L.W. (1979). The measurement of organizational commitment. Journal of Vocational Behaviour, 14, 43-77.

Muchinsky, P.M., & Morrow, P.C. (1980). A multidisciplinary model of voluntary employee turnover. Journal of Vocational Behavior, 17, 263-290.

Mulaik, S.A. (1987). A brief history of the philosophical foundations of exploratory factor analysis. Multivariate Behavioral Research, 22, 267-305.

Mulaik, S.A. (1990). Blurring the distinctions between component analysis and common factor analysis. Multivariate Behavioral Research, 25, 53-59.

Musante, L., MacDougall, J.M., & Dembroski, T.M. (1984). The Type A benavior pattern and attributions for success and failure. Personality and Social Psychology Bulletin, 10, 544-553.

Musante, L., MacDougall, J.M., Dembroski, T.M., & Costa, P.T. (1989). Potential for hostility and dimensions of anger. Health Psychology, 8, 343-354.

Musante, L., MacDougall, J.M., Dembroski, T.M., & Van Horn, A.E. (1983). Component analysis of the Type A coronary-prone behaviour pattern in male and female college students. Journal of Personality and Social Psychology, 45, 1104-1117.

Musikanth, S., & Fourie, D.P. (1983). Depression: A broader perspective. South African Journal of Psychology, 13, 119-127.

Myrtek, M., & Greenlee, M.W. (1984). Psychophysiology of Type A behavior pattern: A critical analysis. Journal of Psychosomatic Research, 28, 455-466.

Nakano, K. (1990a). Hardiness, Type A behavior, and physical symptoms in a Japanese sample. Journal of Nervous and Mental Disease, 178, 52-56.

Nakano, K. (1990b). Effects of two self-control procedures on modifying Type A behavior. Journal of Clinical Psychology, 46, 653-657.

Neff, J.A. (1984). The-stress buffering role of alcohol consumption: The importance of symptom dimension. Journal of Human Stress, 10, 35-42.

Nelson, R.E., & Craighead, W.E. (1977). Selective recall of positive and negative feedback, self-control behaviors, and depression. Journal of Abnormal Psychology, 36, 379-388.

Nelson, W.R., & Dobson, K.S. (1980). The coronary-prone behaviour pattern and trait anxiety evidence for discriminant validity. Journal of Consulting and Clinical Psychology, 48, 546-547.

Netemeyer, R.G., Johnston, M.W., & Burton, S. (1990). Analysis of role conflict and role ambiguity on a structured equations framework. Journal of Applied Psychology, 75, 148-157.

Neter, J., Wasserman, W., & Kutner, M.H. (1985). Applied linear statistical models: Regression, analysis of variance and experimental designs. Irwin: Homewood Publishers.

Nicholls, J.G. (1984a). Achievement motivation: Conceptions of ability, subjective experience, task choice, and performance. Psychological Review, 91, 328-346.

Nicholls, J.G. (1984b). Conceptions of ability and achievement motivation. In R. Ames & C. Ames (Eds.), Research on motivation in education: Student motivation (Vol.1). New York.

Nicholls, J.G., Licht, B.G., & Pearl, R.A. (1982). Some dangers of using personality

questionnaires to study personality. Psychological Bulletin, 92, 572-580.

Niemcryk, S.J., Jenkins, C.D., Rose, R.M. & Hurst, M.W. (1987).The prospective impact of psychosocial variables on rates of illness and the injury in professional employees. Journal of occupational Medicine, 29, 645-652.

Nix, J., & Lohr, J.M. (1981). Relationships between sex, sex-role characteristics and coronary-prone behavior in college students. Psychological Reports, 48, 739-744.

Nordby, H., & Svebak, S. (1989). Components of Type A behaviour and task-induced cardiovascular activation. Psychophysiology, 26, 80-86.

Norden, B. (1992). II. AS and perceived control as predictors of job satisfaction, work performance and perceived control. Honours dissertation, University of the Witwatersrand.

Novaco, R.W. (1976). The functions and regulation of the arousal of anger. American Journal of Psychiatry, 133, 1124-1128.

Novaco, R.W. (1977). Stress inoculation: A cognitive therapy for anger and its application to a case of depression. Journal of Consulting and Clinical Psychology, 45, 600-608.

Novaco, R.W. (1985). Anger and its therapeutic regulation. In M.A. Chesney & R.H. Rosenman (Eds.), Anger and hostility in cardiovascular and behavioral disorders. New York: McGraw-Hill.

Nowack, K.M. (1986). Type A, hardiness and psychological distress. Journal of Behavioral Medicine, 9, 537-548.

Nowack, K.M. (1987). Health habits, Type A behaviour and job burnout. Work and Stress, 1, 135-142.

Nunnally, J. (1967). Psychometric Methods. New York: McGraw-Hill.

Nunnally, J.C. (1978). Psychometric theory. New York: McGraw-Hill.

Nunns, C.G. (1986). The development and implementation of a behavioral measure of interpersonal conflict in industry. Masters Dissertation, University of the Witwatersrand, Johannesburg.

O'Grady, K.E. (1982). Measures of explained variance: Cautions and limitations. Psychological Bulletin, 92, 766-777.

O'Hagan, J & McCabe, B. (1975). Tests for the severity of multicollinearity in regression

analysis: A comment. Review of Economics and Statistics, 57, 369-370.

O'Looney, B.A. (1984). The assessment of Type A behavior and the prediction of coronary heart disease: A review. Current Psychological Research & Reviews, Winter, 62-85.

O'Looney, B.A., & Harding C.M. (1985). A psychometric investigation of two measures of Type A behaviour in a British sample. Journal of Chronic Disease, 38, 841-848.

Offutt, C. & Lacroix, J.M. (1988). Type A Behavior Pattern and Symptom Reports: A Prospective Investigation. Journal of Behavioral Medicine, 11, 227-237.

Ohman, A., Nordby, H., & Svebak, S. (1989). Components of Type A behaviour and task induced cardiovascular activation. Psychophysiology, 26, 81-87.

Oldham, G.R., & Brass, D.J. (1979). Employee reactions to an open-plan office: A naturally occurring field experiment. Administrative Science Quarterly, 24, 267-284.

Oldham, G.R., & Hackman, J.R. (1981). Relationships between organizational structure and employee reactions. Comparing alternative frameworks. Administrative Science Quarterly, 26, 66-83.

Oldham, G.R., Hackman, J.R., & Pearce, J.L. (1976). Conditions under which employees respond positively to enriched work. Journal of Applied Psychology, 61, 395-403.

O'Rourke, D.F., Houston, B.K., Harris, J.K., & Snyder, C.R. (1988). The Type A behavior pattern: Summary, conclusions and implications. In B.K. Houston & C.R. Snyder (Eds.), Type A behavior pattern: Research, theory and intervention. New York: Wiley.

Orford, J. (1986). The rules of interpersonal complementarity: Does hostility beget hostility and dominance, submission? Psychological Review, 93, 365-377.

Ortega, D.F., & Pipal, J.E. (1984). Challenge seeking and the Type A coronary-prone behavior pattern. Journal of Personality and Social Psychology, 46, 1328-1334.

Orth-Gomer, K., Hamstein, A, Perski, A, Theorell, T., & Ulf de Faire. (1986). Type A behaviour, education and psychosocial work chr- stics in relation to ischemic heart disease - a case control study of young survivo. nyocardial infarction. Journal of Psychosomatic Research, 30, 633-642

Orth-Gomér, K., & Undén, A.L. (1990). Type A Behavior, social support, and coronary risk: Interaction and significance for mortality in cardiac patients. Psychosomatic Medicine, 52, 59-72.

Osler, W. (1910). The Lumleian Lectures on angina pectoris. Lancet, 1, 839-844.

Ovcharchyn, C.A., Johnson, H.H., & Pelzel, T.P. (1980). Type A behavior academic aspirations, and a demic success. Unpublished manuscript cited in Lee et al. (1988).

Pace, L.A., Suojanen, W.W. (1988). Addictive Type A behavior undermines employee involvement. Personnel Journal, 36-42.

Papacostas, C.S., & Synodinos, N.E. (1988). Dimensions of driving behaviour and driver characteristics. Applied Psychology: An International Review, 37, 3-13.

Pape, N. (1986). Emotional reactions and anger coping strategies of anger suppressors and expressors. Unpublished doctoral dissertation. Iniversity of South Florida, Tampa.

Parasuraman, S. (1982). Predicting turnover intentions and turnover behaviour: A multivariate analysis. Journal of Vocational Behavior. 11, 111-121.

Parkes, K.R. (1990). Coping, negative affectivity and the work environment: Additive and interactive predictors of mental health. Journal of Applied Psychology, 75, 399-409.

Patterson, G.R. (1985). A microsocial analysis of anger and irritable behavior. In M.A. Chesney & R.H. Rosenman (Eds.), Anger and hostility in cardiovascular disorders. Washington, DC: Hemisphere.

Patton, W.E., & King, R.H. (1985) The use of human judgement models in evaluating sales force performance. Journal of Personal Selling and Sales Management, 5, 1-13.

Paykel, E.S., Weissman, M.M., Prusoff, B.A. (1971). Dimensions of social adjustment in depressed women. Journal of Nervous Mental Diseases, 152, 158-172.

Pedhazur, E.J. (1980). Multiple regression in behavioral research: Explanation and prediction. New York: Holt, Renehart & Winston.

Pennebaker, J. (1982). The psychology of physical symptoms. New York: Springer Verlag.

Pereg, R.C. (1973). The effect of experimentally induced failure, self-esteem, and sex on cognitive differentiation. Journal of Abnormal Psychology, 81, 74-79.

Perloff, K.S., Yarnold, P.R., & Fetzer, B.K. (1988). Control theory and Type A behaviour. British Journal of Medical Psychology, 61, 365-368.

Perrewe, P.L., Nelson, J.M., & Maroney, P.F. (1990). The impact of Type A behavior and personal control on perceptions of anxiety, conflict and satisfaction among members of a decision making group. Journal of Social Behavior and Personality, 5, 123-135.

Perry, A.R., Kane, K.M., Bernesser, K.J., & Spicker, P.T. (1990). Type A behavior, con etitive achievement-striving, and cheating among college students. Psychological Re orts, 66, 459-465.

Pervin, L.A. (1989). Persons, situations, interactions: The history of a controversy and a discussion of theoretical models. Academy of Management Review, 14, 350-360.

Phillips. J.S., Freedman, S.M., Ivancevich, J.M., & Matteson, M.T. (1990). Type A behavior,

self-appraisals, and goal setting: A framework for future research. Journal of Social Behavior and Personality, 5, 59-76.

Pillow, D.R., West, S.G., & Reich, J.W. (1991). Attributional style in relation to self-esteem and depression: Mediational and interactive models. Journal of Research in Personality, 25, 57-69.

Pittner, M.S., & Houston, B.K. (1980). Response to stress, cognitive coping strategies, and the Type A behavior pattern. Journal of Personality and Social Psychology, 39, 147-157.

Pittner, M.S., Houston, B.K., & Spiridigliozzi, G. (1983). Control over stress, Type A behavior patterns, and response to stress. Journal of Personality and Social Psychology, 44, 627-637.

Plante, T.G., & Rodin, J., (1990). Physical fitness and enhanced psychological health. Current Psychology: Research & Reviews, 9, 3-24.

Platt, C.W. (1988). Effects of causal attributions for success on first-term college performance: A covariance structure model. Journal of Educational Psychology, 80, 569-578.

Plomin, R., Deires, J.C., & McClean, G.E. (1980). Behavioral genetics: A primer. San Francisco: Freeman.

Porter, L.W., & Steers, R.M. (1973). Organizational, work and personal factors in employee turnover and absenteeism. Psychological Bulletin, 80, 151-176.

Porter, L.W., Steers, R.M., & Mowday,. R.T. (1974). Organizational commitment, job satisfaction and turnover among psychiatric technicians. Journal of Applied Psychology, 59, 603-609.

Powell, L.H., Dennis, C.A., & Thoresen, C.E. (1988). Type A behavior and mortality from coronary heart disease. The New England Journal of Medicine, 319, 115.

Pred, R.S., Spence, J. T., & Helmreich, R.L. (1986). The development of new scales for the Jenkins Activity Survey measure of the Type A construct. Social and Behavioral Science Documents, 16(Ms. 2769), 51-52.

Price, V.A. (1982a). Type A behavior pattern: A model for research and practice. New York.

Price, V.A. (1982b). What is Type A? A cognitive social learning model. Journal of Occupational Behaviour, 3, 109-129.

Price, V.A. (1988). Research and clinical issues in treating Type A behavior. In B.K. Houston & C.R. Snyder (Eds.), Type A behavior pattern: Research, theory and intervention. New York: John Wiley & Sons.

Price, K.P., & Clarke, L.K. (1978). Behavioral and psychophysiological correlates of the

coronary-prone personality: New data and unanswered questions. Journal of Psychosomatic Research, 22, 409-417.

Pryor, R.G.L. (1983). Sex differences in the level of generability of values/preferences related to work. Journal of Vocational Behaviour, 23, 233-241.

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.

Raetzlaff, P.D. (1982). Coronary prone behaviour pattern and motor skill performance. Perceptual and Motor Skills, 55, 1234.

Ragland, D.R. & Brand, R.J. (1988a). Coronary heart disease mortality in the Western Collaborative Group Study. Follow-up of 22 years. The American Journal of Epidemiology, 127, 462-475.

Ragland, D.R. & Brand, R.J. (1988b). Type A Behavior and mortality from coronary heart disease. The New England Journal of Medicine, 318, 65-70.

Rahe, R.H., Hervig, L., Romo, M., Siltanen, P., Punsar, S., Karvonen, M.J., & Rissanen, V. (1978). Coronary behavior in three regions of Finland. Journal of Psychosomatic Research, 22, 455-460.

Raikkonen, K., & Keltikangas-Jarvinen, L. (1983). Prevalence and socio-demographic variance of Type A behavior in finnish pre-adolescents, adolescents, and young adults. Journal of General Psychology, 116, 271-283.

Rain J.S., Lane, I.M., & Steiner, D.D. (1991). A current look at the job satisfaction/life satisfaction relationship: Review and future considerations. Human Relations, 44, 287-307.

Rappaport, N.B., McAnulty, D.P. & Brantley, P.J. (1988). Exploration of the Type A behaviour pattern in chronic headache sufferers. Journal of Consulting and Clinical Psychology, 56, 621-623.

Rawlings, J.O. (1988). Applied regression analysis: A research tool. Pacific Grove: Wadsworth & Brooks.

Ray, J.J. (1991). If "A-B" does not predict heart disease, why bother with it? A comment on Ivancevich & Matteson. British Journal of Medical Psychology, 64, 85-90.

Ray, J.J., & Pratt, G.J. (1979). Is the influence of acquiesence on "catchphrase" type attitude scale items not so mythical after all? Australian Journal of Psychology, 31, 73-78.

Ray, J.J., & Simons, L.A. (1982). Is authoritarianism the main element of the coronary prone personality? British Journal of Medical Psychology, 55, 215-218.

Raymond, M.R., & Roberts, D.M. (1987). A comparison of methods for treating incomplete

data in selection research. Educational and Psychological Measurement, 47, 13-26.

Reuman, D.A., Alwin, D.F., & Veroff, J. (1984). Assessing the validity of the achievement motive in the presence of random measurement error. Journal of Personality and Social Psychology, 47, 1347-1362.

Rhodes, S.R. (1983). Age-related differences in work attitudes and behaviour: A review and conceptual analysis. Psychological Bulletin, 93, 328-367.

Rhodewalt, F. (1984). Self-involvement, self-attribution, and the Type A coronary-prone behavior pattern. Journal of Personality and Social Psychology, 47, 662-670.

Rhodewalt, F., Hays, R.B., Chemers, M.M., & Wysocki, J. (1984). Type A behavior, perceived stress, and illness: A person-situation analysis. Personality and Social Psychology Bulletin, 10, 149-159.

Rhodewalt, F., & Marcroft, M. (1988). Type A behaviour and diabetic control: Implications of psychological reactance for health outcomes Journal of Applied Social Psychology, 18, 139-159.

Rhodewalt, F., & Strube, M.J. (1985). A self-attribution-reactance model of recovery from injury in Type A individuals. Journal of Applied Social Psychology, 15, 330-344.

Rice, R.W., McFarlin, D.B., & Bennett, D.E. (1989). Standards of comparison and job satisfaction. Journal of Applied Psychology, 74, 591-598.

Riley, W.T., & Treiber, F.A. (1989). The validity of multidimensional self-report anger and hostility measures. Journal of Clinical Psychology, 45, 397-404.

Rime, B., Ucros, C.G., Bestgen, Y., & Jeanjean, M. (1989). Type A behaviour pattern. Specific coronary risk factor or general disease prone condition? British Journal of Medical Psychology, 62, 229-240.

Riskind, J.H., & Wilson, D.W. (1982). Interpersonal attraction for the competitive person: Unscrambling the competitive paradox. Journal of Applied Social Psychology, 12, 444-452.

Ritson, R. (1971). Personality and progress in alcoholics. British Journal of Psychiatrics, 118, 79-82.

Roberson, L. (1990). Prediction of job satisfaction from characteristics of personal work goals. Journal of Organizational Behavior, 11, 29-41.

Roberson, M.T., & Sundstrom, E. (1990). Questionnaire design, return rates, and response favourableness in an employee attitude questionnaire. Journal of Applied Psychology, 75, 354-357.

Robinson, L.A., Berman, J.S., & Neimeyer, R.A. (1990). Psychotherapy for the treatment of depression. A comprehensive review of controlled outcome research. Psychological Bulletin,

108, 30-49.

Rodin, J., & Salovey, P. (1989). Health psychology. Annual Review of Psychology, 40, 533-565.

Rogers, M.P., Dubey, D., & Reich, P. (1979). The influence of the psyche and the brain on immunity and susceptibility to disease: A critical review. Psychosomatic Medicine, 41, 147-167.

Romer, D. (1981). A person-situation causal analysis of self-reports of attitudes. Journal of Personality and Social Psychology, 41, 562-576.

Rosenberger, L.M., & Strube, M.J. (1986). The influence of Type A and B behaviour patterns on the perceived quality of dating relationships. Journal of Applied Social Psychology, 16, 277-286.

Rosenblatt, A., & Greenberg, J. (1991). Examining the world of the depressed: Do depressed people prefer others who are depressed? Journal of Personality and Social Psychology, 60, 620-629.

Rosenman, R.H. (1978). The interview method of assessment of the coronary-prone behavior pattern. In T.M. Dembroski, S.M. Weiss, J.L. Shields, S.G. Heynes, & M. Feinleib (Eds.), Coronary-prone behavior. New York: Springer-Verlag.

Rosenman, R.H. (1985). Health consequences of anger and implications for treatment. In M.A. Chesney & R.H. Rosenman (Eds.), Anger and hostility in cardiovascular and behavioral disorders. Washington: Hemisphere Publishing Corporation.

Rosenman, R.H. (1986a). Current and past history of Type A behaviour pattern. In T. Schmidt, T.M., Dembroski. & G. Blumchen (Eds.), Biological and psychological factors in cardiovascular disease. New York: Springer-Verlag.

Rosenman, R.H. (1986b). Health consequences of anger and implications for treatment. Activas Nervosa Superior, 28, 1-23.

Rosenman, R.H. (1989). The Impact of Certain Emotions on Cardiovascular Disorders. In M.P. Janisse (Ed.), Individual Differences, Stress, and Health Psychology. New York: Springer-Verlag.

Rosenman, R.H. (1990). Type A behavior pattern: A personal overview. Journal of Social Behavior and Personality, 5, 1-24.

Rosenman, R.H., Brand, R.J., Jenkins, C.D., Friedman, M., Strauss, R., & Wurm, M. (1975). Coronary heart disease in the Western Collaborative Group Study: Final follow-up experience of 8½ years. Journal of the American Medical Association, 233, 872-877.

Rosenman, R.H., Brand, R.J., Sholtz, R.I., & Friedman, M. (1976). Multivariate prediction of coronary heart disease during 8.5 year follow-up in the Western collaborative group study.

The American Journal of Cardiology, 37, 903-909.

Rosenman, R.H., & Chesney, M.A. (1982). Stress, Type A behavior, and coronary disease. In L. Goldberger, and S. Breznitz (Eds.), Handbook of stress. New York: The Free Press.

Rosenman, R.H., & Friedman, M. (1974). Neurogenic factors in pathogenesis of coronary heart disease. Medical Clinician of North America, 58, 269-279.

Rosenman, R.H., & Friedman, M. (1977). Modifying Type A behaviour pattern. Journal of Psychosomatic Research, 21, 323-331.

Rosenman, R.H., Friedman, M., Straus, R., Jenkins, C., Zyganski, S., & Wurm, M. (1970). Coronary heart disease in the Western Collaborative Group Study. A follow-up experience of four and-a-half years. Journal of Chronic Disease, 23, 173 190.

Rosenman, R.H., Friedman, M., Straus, R., Wurm, M., Jenkins, C., & Messinger, H. (1966). Coronary heart disease in the Western Collaborative Group Study: A follow-up experience of two years. Journal of the American Medical Association, 195, 130-136.

Rosenman, R.H., Friedman, M., Straus, R., Wurm, M., Kositcheck, R., Hahn, W., Werthessen, N.T., & Tex, S.A. (1964). A Predictive Study of Coronary Heart Disease. The Western Collaborative Group Study. Journal of the American Medical Association, 189, 15-22.

Rosenman, R.H., Rahe, R.H., Borhani, N.O., & Feinleib, M. (1975) Heritability of personality and behavior pattern A. Paper presented at the American Psychosomatic Society. New Orleans.

Rosin, H.M., & Korabik, K. (1991). Workplace variables, affective responses, and intention to leave among women managers. Journal of Occupational Psychology, 64, 317-330.

Roskies, E., (1987). Stress management for the healthy Type A. New York: Guilford.

Roskies, E., Kearney, H., Spevack, M., Surkis, A., Cohen, C., & Gilman, S. (1979). Generalizability and durability of treatment effects in an intervention program for coronary-prone (Type A) managers. Journal of Behavioral Medicine, 2, 195-207.

Roskies,, E., Spevack, M., Surkis, A., Cohen, C., & Gilman, S. (1978). Changing the coronary-prone (Type A) behavior pattern in a non-clinical population. Journal of Behavioral Medicine, 1, 201-216.

Rossi, J.S. (1990). Statistical power of psychological research: What have we gained in 20 years. Journal of Consulting and Clinical Psychology, 58, 646-656.

Rothbaum, F. M., Weiaz, J. R., & Snyder, S. S. (1982). Changing the world and changing the self: A two process model of perceived control. Journal of Personality and Social Psychology, 42, 5-37.

Ruehlman, L.S., & Wolchik, S.A. (1988). Personal goals and interpersonal support and hindrance as factors in psychological distress and well-being. Journal of Personality and Social Psychology, 55, 293-301.

Ruscher, J.B., & Fiske, S.T. (1990). Interpersonal competition can cause individuating processes. Journal of Personality and Social Psychology, 58, 832-843.

Sager, J.K. (1991). Type A behavior pattern (TABP) among salespeople and its relationship to job stress. Journ of Personal Selling & Sales Management, 11, 1-14.

Sager, J.K., Varadarajan, P.R., & Futrell, C.M. (1988). Understanding sales person turnover: A partial evaluation of Mobley's turnover process model. Journal of Personal Selling and Sales Management, 8, 20-35.

Sailer, H.R., Schlacter, J., & Edwards, M.R. (1982). Stress: Causes, consequences, and coping strategies. Personnel, 26, 35-48.

Salancik, G.R., & Pfeffer, J.C. (1977). An examination of need-satisfaction models of job attitudes. Administrative Science Quarterly, 2, 427-456.

Salancik, G.R., & Pfeffer, J.C. (1978). A social information processing approach to job attitudes and task design. Administrative Science Quarterly, 23, 224-253.

Sallis, J.F., Johnson, C.C., Trevorrow, T.R., Kaplan, R.M., & Hovell, M.F., (1987). The relationship between cynical hostility and blood pressure reactivity. Journal of Psychosomatic Research, 31, 111-116.

Sanders, C.S., & Malkis, F.S. (1982). Type A behavior, need for control, and reactions to group participation. Organizational Behaviour and Human Performance, 30, 71-86.

Sanders, J.D., Smith, T.W., & Alexander, J.F. (1991). Type A behavior and marital interaction: Hostile-dominant responses during conflict. Journal of Behavioral Medicine, 14, 567-579.

Sarafino, E.P. (1991). Health Psychology: Biopsychosocial interaction. New York: John Wiley & Sons.

Sassen, G. (1980). Success anxiety in women: A constructivist interpretation of its source and significance. Harvard Educational Review, 50, 13-24.

Scarpello, V., & Campbell, J.P. (1983). Job satisfaction and fit between individual needs and organizational rewards. Journal of Occupational Psychology, 56, 315-328.

Scarpello, V., & Vandenberg, R.G. (1992). Generalizing the importance of occupational and career views to job satisfaction attitudes. Journal of Organizational Behavior, 13, 125-140.

Scarr, S. (1988). Race and gender as psychological variables. American Psychologist, 43, 56-59.

Schaefer, C., Coyne, J.C., & Lazarus, R.S. (1981). The health-related functions of social support. Journal of Behavioral Science, 4, 281-406.

Schafer, J., & Fals-Stewart, W. (1991). Issues of methodology, design and analytic procedure in psychological research on stress. British Journal of Medical Psychology, 64, 375-383.

Schaubroeck, J. (1990). Investigating reciprocal causation in organizational behavior research. Journal of Organizational Behaviour, 11, 17-28.

Scheider, R.H., Julius, S., & Karunas, R. (1989). Ambulatory blood pressure monitoring and laboratory reactivity in Type A behavior and components. Psychosomatic Medicine, 51, 290-305.

Schell, B.H., Cachon, J.C., Ganjavi, O., & Porporino, F. (1986). A pilot study assessing Type A behavior in violence-prone inmates. Psychological Reports, 59, 371-382.

Scherwitz, L. (1988). Type A behavior assessment in the Structured Interview: Review, critique, and recommendations. In A. Siegman (Ed.), In search of coronary-prone behavior. Hillsdale, NJ: Erlbaum Press.

Scherwitz, L., Berton, K., & Leventhal, H. (1978). Type A behavior, self involvement, and cardiovascular response. Psychosomatic Medicine, 40, 593-609.

Scherwitz, L., Graham, L.E., Grandits, G., & Billings, J. (1987). Speech characteristics and behavior-type assessment in the Multiple Risk Factor Intervention Trial (MRFIT) Structured Interviews. Journal of behavioral Medicine, 10, 173-195.

Scherwitz, L., McKelvain, R., Laman, C., Patterson, J., Dutton, L., Yusim, S., Lester, J., Kraft, I., Rochelle, D., & Leachman, R. (1983). Type A behavior, self-involvement, and coronary atherosclerosis. Psychosomatic Medicine, 45, 47-56.

Schill, T., & Thomsen, D. (1987). Anger, hostility, and the barron ego strength scale. Psychological Reports, 60, 113-114.

Schlegel, R.P., Wellwood, J.K., Copps, B.E., Gruchow, W.H., & Sharratt, M.T. (1980). The relationship between perceived challenge and daily symptom reporting in Type A vs Type B postinfarct subjects. Journal of Behavioral Medicine, 3, 191-204.

Schless, A.P., Mendles, J., Kipperman, A., & Cochrane, C. (1974). Depression and hostility. Journal of Nervous and Mental Disease, 159, 91-100.

Schmidt, C.R., Ollendick, T.H., & Stanowicz, L.B. (1988). Developmental changes in the influence of assigned goals on cooperation and competition. Developmental Psychology, 24, 574-579.

Schmied, L.A. & Lawler, K.A. (1986). Hardiness, Type A behavior, and the stress-illness relation in working women. Journal of Personality and Social Psychology, 31, 1218-1223.

Schmied, L.A. & Lawler, K.A. (1989). Control, Type A behavior and cardiovascular responsivity in adult women workers employed as clerical workers. Journal of Psychosomatic Research, 33, 429-440.

Schmitt, D.R. (1981). Performance under co-operation or competition. American Behavioral Scientist, 24, 649-679.

Schmitt, D.R. (1986). Competition: Some behavioral issues. The Behavior Analyst, 9, 27-34.

Schmitt, D.R. (1984). Interpersonal relations: Co-operation and competition. Journal of the Experimental Analysis of Bahavior, 42, 377-383.

Schmitt, N. (1989). Editorial. Journal of Applied Psychology, 74, 843-845.

Schneider, B., & Dachler, H.P. (1978). A note on the stability of the Job Descriptive Index. Journal of Applied Psychology, 63, 650-653.

Schneider, F.W., & Green, J.E. (1977). Need for affiliation and sex as moderators of the relationship between need for achievement and academic performance. Journal of School Psychology, 15, 269-277.

Schneider, R.H., Egan, B.M., Johnson, E.H., Drobny, H. & Julius, S. (1986). Anger and anxiety in borderline hypertension. Psychosomatic Medicine, 48, 242-248.

Schneider, R.H., Julius, S., & Karunas, R. (1989). Ambulatory blood pressure monitoring and laboratory reactivity in Type A behaviour and components. Psychosomatic Medicine, 51, 290-305.

Schorr, D., & Rodin, J. (1984). Motivation to control one's environment in individuals with obsessive-compulsive, depressive, and normal personality traits. Journal of Personality and Social Psychology, 46, 1148-1161.

Schriesheim, C.A. (1981). The effect of grouping or randomizing items on leniency response bias. Educational and Psychological Measurement, 41, 401-411.

Schriesheim, C.A., Kinicki, A.J., & Schriesheim, J.F. (1979). The effect of leniency on leader behaviour descriptions. Organizational Behavior and Human Performance, 23, 1-29.

Schutz, A. (1978). Concept and theory formation in the social sciences. In J. Byne" and M. Stribley (Eds.), Social research: Principles and procedures. New York: Longman.

Schwartz, D.P., Burish, T.G., O'Rouke, D.F. & Holmes, D.S. (1986). Influence of personal and universal failure on the subsequent performance of persons with Type A and Type B behavior patterns. Journal of Personality and Social Psychology, 51, 459-462.

Schwartz, G.E., Weinberger, D.A., & Singer, J.A. (1981). Cardiovasc ar differentiation of happiness, sadness, anger and fear following imagery and exercise. Psychosomatic Medicine,

43, 343-364.

Seddon G.M., & Moore, R.G. (1987). The validity of the linear model as a basis for extracting principal components from psychological variables. British Journal of Mathematical and Statistical Psychology, 40, 169-176.

Seeman, J. (1989). Toward a model of positive health. American Psychologist, 44, 1099-1109.

Seligman, M.E.P. (1975). Helplessness: On depression development and death. San Francisco: Freeman.

Seligman, M.E.P., Abramson, L.Y., Semmel, A., & von Baeyer, C. (1979). Depressive attributional style. Journal of Abnormal Psychology, 88, 242-247.

Seligman, M.E.P., & Schulman, P. (1986). Explanatory style as a predictor of productivity and quitting among life insurance sales agents. Journal of Personality and Social Psychology, 50, 832-838.

Sensky, T. (1987). Refining thinking on Type A behaviour and Coronary Heart Disease. British Journal of Medical Psychology, 295, 69-70.

Sergay, J. (1990). The moderator effects of hardiness and social support on the person-environment fit-strain relationship. Masters dissertation, University of the Witwatersrand, Johannesburg.

Serlin, R.C. (1987). Hypothesis testing, theory building, and the philosophy of science. Journal of Counselling Psychology, 34, 365-371.

Shalon, C.L. (1968). Effect of self-esteem upon performance following failure stress. Journal of Consulting and Clinical Psychology, 32, 497.

Shalon, M., & Strube, M.J. (1988). Type A behaviour and emotional responses to uncertainty: A test of the self-appraisal model. Motivation and Emotion, 12, 385-397.

Shekelle, R.B., Gale, M., & Norusis, M. (1985). Type A score (Jenkins Activity Survey) and risk of recurrent coronary heart disease in the Aspirin Myocardial Infarction Study. American Journal of Cardiology, 56, 221-225.

Shekelle, R.B., Gale, M., Ostfeld, A.M., & Paul, O. (1983). Hostility, risk of coronary heart disease, and mor[illegible] Psychosomatic Medicine, 45, 109-114.

Shekelle, R.B., Hulley, S.B., Neaton, J.D., Billings, J.H., Borhani, N.O., Gerace, T.A., Jacobs, D.R., Lasser, N.L., Mittlemark, M.B., & Stamler, J. (1985). The MRFIT Behavior Pattern Study. Type A Behavior and Incidence of Coronary Heart Disease. American Journal of Epidemiology, 122, 559-570.

Shekelle, R.B., Schoenberger, J.A., & Stamler. J. (1976). Correlates of the JAS Type A behaviour pattern score. Journal of Chronic Disorder, 29, 381-394.

Shore, L., Newton, L.A., Thornton III, G.C. (1990). Job and organizational attitudes in relation to employee behavioral intentions. Journal of Organizational Behavior, 11, 57-67.

Shye, S. (1978). Achievement motive: A faceted definition and structural analysis. Multivariate Behavioral Research, 13, 327-346.

Siegel, J.M. (1984). Anger and cardiovascular risk in adolescents. Health Psychology, 3, 293-313.

Siegel, J.M., & Leitch, C.J. (1981). Assessment of the Type A behavior pattern in adolescents. Psychosomatic Medicine, 43, 45-56.

Siegel, J.M., Matthews, K.A., & Leitch, C.J. (1983). Blood pressure variability and the Type A behaviour pattern in adolescence. Journal of Psychosomatic Research, 27, 265-272.

Siegel, S.I., & Alloy, L.B. (1990). Interpersonal perceptions and consequences of depressive-significant other relationships: A naturalistic study of college roommates. Journal of Abnormal Psychology, 99, 361-373.

Siegert, R.J., McCormick, I.A., Taylor, A.J., & Walkey, F.H. (1988). An examination of reported factor structure of the General Health Questionnaire and the identification of a stable, replicable structure. Australian Journal of Psychology, 39, 89-100.

Siegman, A.W., & Anderson, R. (1990). Dimensions of hostility and cardiovascular reactivity: The role of challenge. Psychosomatic Medicine, 52, 235-236.

Siegman, A.W., Anderson, R.A., & Berger, T. (1990). The angry voice: Its effects on the experience of anger and cardiovascular reactivity. Psychosomatic Medicine, 52, 624-630.

Siegman, A.W., Dembroski, T.M., & Ringel, N. (1987). Components of hostility and the severity of coronary artery disease. Psychosomatic Medicine, 48, 127-135.

Siegman, A.W., Feldstein, S., Tomasso, C.T., Ringel, N., & Lating, J. (1987). Expressive vocal behaviour and the severity of coronary artery disease. Psychosomatic Medicine, 49, 545-561.

Silvey, S.D. (1969). Multicollinearity and imprecise estimation. Journal of the Royal Statistical Society, 31, 539-552.

Simmons, C.H., Wehner, E.Z., Tucker, S.S., & King, C.S. (1987). The cooperative/competitive strategy scale: A measure of motivation to use cooperative or competitive strategies for success. Journal of Social Psychology, 128, 199-205.

Skaalvik, E.M. & Hagtvet, K.A. (1990). Academic achievement and self-concept: An analysis of causal predominance in a developmental perspective. Journal of Personality and Social Psychology, 58, 292-307.

Smith, J.C., & Sheridan, M. (1983). Type A (coronary-prone) behavior and self-reported physical and cognitive reactions to actual life stressors. Perceptual and Motor Skills, 56, 545-546.

Smith, P.C. (1976). The problem of criteria. In M.D. Dunnette (Ed.), Handbook of Industrial and Organizational Psychology. Chicago, Rand McNally.

Smith, P.C., Budzeika, K.A., Edwards, N.A., Johnson, S.M., & Bearse, L.N. (1986). Guidelines for clean data: Detection of common mistakes. Journal of Applied Psychology, 71, 457-460.

Smith, P.C., Kendall, L.M., & Hulin, C.L. (1969). The measurement of satisfaction in work and retirement: A strategy for the study of attitudes. Chicago: Rand-McNally.

Smith, P.C., & Gold, R.A. (1956). Prediction of success from examination of performance during the training period. Journal of Applied Psychology, 40, 83-86.

Smith, T.W. (1984). Type A behaviour, anger and neuroticism: The discriminant validity of self-reports in a patient sample. British Journal of Clinical Psychology, 23, 147-148.

Smith, T.W. (1989). Interactions, transactions and the Type A pattern: Additional avenues in the search for coronary-prone behavior. In A.W. Siegman & T.M. Dembroski (Eds.), In search of coronary-prone behavior. Hillsdale, NJ: Lawrence Erlbaum.

Smith, T.W., & Anderson, N.B. (1986). Models of personality and disease: An interactional approach to Type A behavior and cardiovascular risk. Journal of Personality and Social Psychology, 50, 1166-1173.

Smith, T.W., Allred, K.D., Morrison, C.A., & Carlson, S.D. (1989). Cardiovascular reactivity and interpersonal influence: Active coping in a social context. Journal of Personality and Social Psychology, 56, 209-218.

Smith, T.W., & Brehm, S.S. (1981). Cognitive correlates of the Type A coronary-prone behavior pattern. Motivation and Emotion, 5, 215-223.

Smith, T.W., Follick, M.J., & Korr, K.S. (1984). Anger, neuroticism, Type A behaviour and the experience of angina. British Journal of Medical Psychology, 57, 249-252.

Smith, T.W., & Frohm, K.D. (1985). What's so unhealthy about hostility? Construct validity and psychosocial correlates of the Cook and Medley Ho scale. Health Psychology, 4, 503-520.

Smith, A.M., & Houston, B.K. (1987). Hostility, anger expression, cardiovascular

responsivity and social support. Biological Psychology, 24, 39-48.

Smith, T.W., Houston, B.K., & Stucky, R.J. (1984). Type A behavior, irritability, and cardiovascular response. Motivation and Emotion, 8, 221-229.

Smith, T.W., Houston, B.K., & Zurawski, R.M. (1983). The Framingham Type A scale and anxiety, irrational beliefs, and self control. Journal of Human Stress, 9, 32-37.

Smith, T.W., Houston, B.K., & Zurawski, R.M. (1985). The Framingham Type A scale: Cardiovascular and cognitive-behavioral responses to interpersonal challenge. Motivation and Emotion, 9, 123-134.

Smith, T.W., & O'Keefe, J.L. (1985). The inequivalence of self-reports of Type A behavior. Differential relationships of the Jenkins Activity Survey and the Framingham Scale with affect, stress and control. Motivation and Emotion, 9, 299-311.

Smith, T.W., & Pope, M.K. (1990). Cynical hostility as a health risk: Current status and future directions. Journal of Social Behavior and Personality, 5, 77-88.

Smith, T.W., Pope, M.K., Sanders, J.D., Allred, K.D., & O'Keefe, J.L. (1988). Cynical hostility at home and work: Psychosocial vulnerability across domains. Journal of Research in Personality, 22, 525-548.

Smith, T.W., & Rhodewalt, F. (1986). On traits, states, and processes: A transactional alternative to the individual difference assumptions in Type A behavior and physiological reactivity. Journal of Research in Personality, 20, 229-251.

Smith, T.W., & Sanders, J.D. (1986). Type A behavior, marriage and the heart: Person by situation interactions and the risk of coronary disease. Behavioral Medicine Abstracts, 7, 59-62.

Smith, T.W., Sanders, J.D., & Alexander, J.F. (1990). What does the Cook and Medley hostility scale measure? Affect, behavior, and attributions in the marital context. Journal of Personality and Social Psychology, 58, 699-708.

Smith, T.W., & Williams, P.G. (1992). Personality and health: Advantages and limitations of the five factor model. Journal of Personality, 60, 395-423.

Snell, W.E., Hawkins, R.C., & Belk, S.S. (1987). The attributional model of depression: A path analysis test in a naturalistic setting. Journal of Clinical Psychology, 43, 355-360.

Snell, W.E., McDonald, K., & Koch, W.R. (1991). Anger provoking experiences: A multidimensional scaling analysis. Personality and Individual Differences, 10, 1095-1104.

Snook, S.C., & Gorsuch, R.L. (1989). Component analysis versus common factor analysis: A Monte Carlo study. Psychological Bulletin, 106, 148-154.

Snow, B. (1978). Level of aspiration in coronary prone and noncoronary prone adults.

Personality and Social Psychology Bulletin, 4, 416-419.

Snyder, M. (1974). Self-monitoring of expressive behavior. Journal of Personality and Social Psychology, 30, 526-537.

Snyder, M. (1979). Self-monitoring processes. In L. Berkowitz (Ed.), Advances in experimental social psychology (vol.12). New York: Academic Press.

Snyder, M. (1987). Public appearances, private realities: The psychology of self-monitoring. New York: Freeman.

Solomon, G., (1985), The emerging field of psychoneuroimmunology. Advances, 2, 6-19.

Somes, G.W., Garrity, T.F., Marx, M.B. (1981). The relationship of coronary-prone behaviour pattern to the health of college students at varying levels of recent life change. Journal of Psychosomatic Research, 25, 565-572.

Sorensen, G., Jacobs, D.R., Pirie, P., Folsom, A., Luepker, R., & Gillum, R. (1987). Relationships among Type A behavior, employment experiences, and gender: The Minnesota Heart Survey. Journal of Behavioral Medicine, 10, 323-336.

Soutar, G.N., & Weaver, J.R. (1982). The measurement of shop-floor job satisfaction: The convergent and discriminant validity of the worker opinion survey. Journal of Occupational Psychology, 55, 27-33.

Sutherland, V.J., & Cooper, C.L. (1991). Personality, stress and accident involvement in the offshore oil and gas industry. Personality and Individual Differences, 12, 195-204.

Sparacino, J. (1979). The Type A behavior pattern: A critical assessment. Journal of Human Stress, 13, 36-51.

Spector, P.E. (1986). Perceived control by employees: A meta-analysis of studies concerning autonomy and participation at work. Human Relations, 39, 1005-1016.

Spector, P.E. (1987). Method variance as an artifact in self reported affect and perceptions at work: Myth or significant problem? Journal of Applied Psychology, 72, 438-443.

Spector, P.E., Dwyer, D.J., & Jex, S.M. (1988). Relation of job stressors to affective, health and performance outcomes: A comparison of multiple data sources. Journal of Applied Psychology, 73, 11-19.

Spence, J.T., & Helmreich, R.L. (1983). Achievement related motives and behaviour. In J.T. Spence (Ed.), Achievement and achievement motives: Psychological and sociological approaches. San Francisco: Freeman.

Spence, J.T., Helmreich, R.L., & Pred, R.S. (1987). Impatience versus achievement striving in the Type A pattern: Differential effects on students' health and academic achievement. Journal of Applied Psychology, 72, 522-528.

Spence, J.T., Pred, R.S., & Helmreich, R.L. (1989). Achievement strivings, scholastic aptitude, and academic performance: A follow up to "Impatience versus achievement strivings in the Type A pattern". Journal of Applied Psychology, 74, 176-178.

Spenner, K.I. & Featherman, D.L. (1978). Achievement ambitions. Annual Review of Psychology, 4. 373-420.

Spielberger, C.D. (1980). Preliminary Manual for the State-Trait Anger Scale (STAS). Tampa: Center for Research in Community Psychology.

Spielberger, C.D., Jacobs, G., Russell, S. & Crane, R.S. (1983). Assessment of anger: The state-trait anger scale. In Butcher, J.N. & C.D. Spielberger (Eds.), Advances in personality assessment. (Vol.2). Hillsdale, N.J. Lawrence Erlbaum.

Spielberger, C.D., Johnson, E.H., Russell, S.F., Crane, R., Jacobs, G.A., & Worden, T.J. (1985). The experience and expression of anger: Construction and validation of an anger expression scale. In Chesney, M.A., & Rosenman, R.H. (Eds.), Anger and Hostility in Cardiovascular and Behavioral Disorders. New York: McGraw-Hill.

Spielberger, C.D., Krasner, S.S., & Solomon, E.P (1988). The Experience, expression, and control of anger. In M.P. Janisse (Ed.), Health psychology: Individual differences and stress. New York: Springer-Verlag.

Stanton, W.J., & Buskirk, R.H. (1978). Management of the salesforce. Homewood, I.L: Irwin.

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.

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.

Steel, R.P. (1990). Psychometric theory and the problem of relating prior and subsequent absences. Journal of Organizational Behavior, 11, 407-411.

Steel, R.P., & Ovalle, N.K. (1984). A review and meta-analysis of research on the relationship between behavioral intentions and employee turnover. Journal of Applied Psychology, 69, 673-686.

Steel, R.S., Hendrix, W.H., & Balough, S.P. (1990). Confounding effects of the turnover base rate on relations between time lag and turnover study outcomes: An extension of meta-analysis findings and conclusions. Journal of Organizational Behavior, 11, 237-242.

Steers, R.M. (1977). Antecendents and outcomes of organizational commitment. Administrative Science Quarterly, 22, 46-56.

Steigleder, M.K., Weiss, R.F., Balling, S.S., Wenninger, V.L., & Lombardo, J.P. (1980). Drive-like motivational properties of competitive behavior. Journal of Personality and Social Psychology, 38, 93-104.

Steigleder, M.K., Weiss, R.F., Cramer, R.E., & Feinberg, R.A. (1978). Motivating and reinforcing functions of competitive behavior. Journal of Personality and Social Psychology, 36, 1291-1301.

Steptoe, A., Melville, D., & Ross, A. (1984). Behavioral response demands, cardiovascular reactivity and essential hypertension. Psychosomatic Medicine, 56, 33-48.

Steptoe, A., & Ross, A. (1981). Psychophysiological reactivity and the prediction of cardiovascular disorders. Journal of Psychosomatic Research, 25, 23-31.

Stewart, G.W. (1987). Collinearity and least squares regression. Statistical Science, 2, 68-100.

Stockdale, D.F., Galejs, I., & Wolins, L. (1983). Co-operative-competitive preferences and behavioral correlates as a function of sex and age of school-age children. Psychological Reports, 53, 739-750.

Stone, E.F. (1986). Research methods in industrial and organizational psychology: selected issues and trends. In C.L. Cooper & I. Robertson (Eds.), International Review of Industrial and Organisational Psychology. New York: John Wiley.

Stone, E.F., & Hollenbeck, J.R. (1989). Clarifying some controversial issues surrounding statistical procedures for detecting moderator variables: Empirical evidence and related matters. Journal of Applied Psychology, 74, 3-10.

Storms, P.L., & Spector, P.E. (1987). Relationships of organizational frustration with reported behavioral reactions: The moderating effect of locus of control. Journal of Occupational Psychology, 60, 227-234.

Storr, A. (1968). Human aggression. New York: Bantam.

Stout, W.C., & Bloom, L.J. (1982). Type A behavior and upper respiratory tract infections. Journal of Human Stress, 8, 4-7.

Strahan, R.F. (1981). Time urgency, Type A behavior, and effect strength. Journal of Consulting and Clinical Psychology, 49, 134.

Streufert, S., Streufert, S.C., & Gorson, D.M. (1981). Time urgency and coronary-prone behavior: The effectiveness of a behavior pattern. Basic and Applied Social Psychology, 2, 161-174.

Strube, M.J. (1985). Attributional style and the Type A coronary-prone behavior pattern. Journal of Personality and Social Psychology, 49, 500-50[illegible]

Strube, M.J. (1987). A self-appraisal model of the Type A behavior pattern. In R. Hogan & W. Jones (Eds.), Perspectives in personality theory (Vol.2). Greenwich, CT: JAI Press.

Strube, M.J. (1989). Evidence of the type in Type A behavior: A Taxometric Analysis.

Journal of Personality and Social Psychology, 56, 972-987.

Strube, M.J., Berry, J.M., Lott, L., Fogelman, R., & Steinhart, G., Moergen, S., & Davison, L. (1986). Self-schematic representation of the Type A and B behavior patterns. Journal of Personality and Social Psychology, 51, 170-180.

Strube, M.J., Berry, J.M., & Moergen, S. (1985). Relinquishment of control and the Type A behavior pattern: The role of performance evaluation. Journal of Personality and Social Psychology, 49, 831-842.

Strube, M.J., & Boland, S.M. (1986). Postperformance attributions and task persistence among type A and B individuals: A clarification. Journal of Personality and Social Psychology, 50, 413-420.

Strube, M.J., Boland, S.M., Manfredo, P.A., & Al-Falaij, A. (1987). Type A behavior pattern and the self-evaluation of abilities: Empirical tests of the self-appraisal model. Journal of Personality and Social Psychology, 52, 956-974.

Strube, M.J., Leeanne, L.C., Heilizer, R., (1986). Type A behaviour pattern and the judgement of control. Journal of Personality and Social Psychology, 50, 403-412.

Strube, M.J., Turner, C.W., Cerro, D, Stevens, J., & Hinchey, F. (1984). Interpersonal aggression and the Type A coronary-prone behavior pattern: A theoretical distinction and practical implications. Journal of Personality and Social Psychology, 47, 839-847.

Strube, M.J., & Werner, C. (1985). Relinquishment of control and the Type A behavior pattern. Journal of Personality and Social Psychology, 48, 688-701.

Strumpfer, D.J.W. (1986). Executive stress. In J. Barling, C. Fullagar, & S. Bluen, (Eds.), Behaviour in organisations: South African perspectives (2nd ed.). Johannesburg: McGraw-Hill.

Suarez, E.C. (1986). The relationship among components of the Type A behavior pattern. Unpublished Doctoral Thesis, University of Tampa.

Suarez, E.C., & Williams, R.B. (1989). Situational determinants of cardiovascular and emotional reactivity in high and low hostile men. Psychosomatic Medicine, 51, 404-418.

Suarez, E.C., & Williams, R.B. (1990). The relationships between dimensions of hostility and cardiovascular reactivity as a function of task characteristics. Psychosomatic Medicine, 52, 558-570.

Suinn, R.M. (1982). Intervention with Type A behaviors. Journal of Consulting and Clinical

Psychology, 50, 933-949.

Sullaway, M.E., & Morell, M.A. (1990). Marital relationships and Type A-B behavior assessed using the Structured Interview, Jenkins Activity Survey, and Framingham Type A scale. Journal of Behavioral Medicine, 13, 419-436.

Suls, J., Becker, M.A., & Mullen, B. (1981). Coronary-prone behavior, social insecurity and stress among college-aged adults. Journal of Human Stress, 7, 27-34.

Suls, J., Gastorf, J.W., & Witenberg, S.H. (1979). Life events, psychological distress and the type A coronary-prone behavior pattern. Journal of Psychosomatic Research, 23, 315-319.

Suls, J., & Marco, C.A. (1990). Relationships between JAS-and FTAS-Type A behavior and non-CHD illness: A prospective study controlling for negative affectivity. Health Psychology, 9, 479-492.

Suls, J., & Mullen, B. (1981). Life events, perceived control and illness: The role of uncertainty. Journal of Human Stress, 7, 30-34.

Suls, J., & Sanders, G.S. (1988). Type A behavior as a general risk factor. Journal of Behavioral Medicine, 11, 201-226.

Sussman, M., & Robertson, D.U. (1986). The validity of validity: An analysis of validation study designs. Journal of Applied Psychology, 71, 461-468.

Suszko, M.K., & Breaugh, J.A. (1986). The effects of realistic job reviews on applicant self-selection and employee turnover, satisfaction and coping ability. Journal of Management, 12, 513-523.

Sutcliffe, J.P. (1980). On the relationship of reliability to statistical power. Psychological Bulletin, 88, 509-515.

Sutherland, V.J., & Cooper, C.L., (1991). Personality, stress and accident involvement in the offshore oil and gas industry. Personality and Individual Differences, 12, 195-204.

Sutton, R.I., & Rousseau, D.M. (1979). Structure, technology, and dependence on a parent organization: Organizational and environmental correlates of individual responses. Journal of Applied Psychology, 64, 675-687.

Swan, G.E., Chesney, M.A., Black, G.W., Ward, M.M., & Rosenman, R.H. (1986). Self-reported somatic symptoms in Type A and Type B middle-aged males. Stress Medical, 2, 63-68.

Swaney, J., & Prediger, D. (1985). The relationship between interest-occupation congruence and job satisfaction. Journal of Vocational Behavior, 26, 13-24.

Sweda, M.G., Sines, J.O., Lauer, R.M., & Clarke, W.R. (1986). Familial aggregation of Type A behavior. Journal of Behavioral Medicine, 9, 23-32.

Syme, S.L. (1987). Coronary artery disease: A socio-cultural perspective. Circulation, 76, 112-123.

Tait, M., Padgett, M.Y., & Baldwin, T.T. (1989). Job and life satisfaction: A reevaluation 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.

Tang, T.L. (1988). Effects of Type A personality and leisure ethic on Chinese college students' leisure activities and academic performance. Journal of Social Psychology, 128, 153-164.

Tang, T.L. (1992). The meaning of money revisited. Journal of Organizational Behavior, 13, 197-202.

Taylor, J. (1989). The effects of personal and competitive self-efficacy and differential outcome feedback on subsequent self-efficacy and performance. Cognitive Therapy and Research, 13, 57-69.

Taylor, H., & Cooper, C.L. (1989). The stress-prone personality: A review of the research in the context of occupational stress. Stress Medicine, 5, 17-27.

Taylor, M.S., Locke, E.A., Lee, C., & Gist, M.E. (1984). Type A behavior and faculty research productivity. What are the mechanisms? Organizational Behavior and Human Performance, 34, 402-418.

Teasdale, J.D., Taylor, R., & Fogarty, S. (1980). Effects of inducted elation-depression on the accessibility of memories of happy and unhappy experiences. Behavior Research and Therapy, 18, 339-346.

ten Berge, J.M.F. (1984). A joint treatment of varimax rotation and the problem of diagonalizing symmetric matrices simultaneously in the least-squares sense. Psychometrika, 49, 347-358.

ten Berge, J.M.F. (1986) Some relationships between descriptive comparisons of components from different studies. Multivariate Behavioral Research, 21, 29-40.

Tennant, C.C., Langeluddecke, P.M., Fulcher, G., & Wilby, J. (1987). Anger and other psychological factors in coronary atherosclerosis. Psychological Medicine, 17, 425-431.

Tenopyr, M.L. (1977). Content-construct confusion. Personnel Psychology, 30, 47-54.

Tetrick, L.E., & LaRocco, J.M. (1987). Understanding prediction and control as moderators of the relationship between perceived stress, satisfaction and psychological well-being. Journal of Applied Psychology, 72, 538-543.

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.

The MRFIT Group. (1982). The Multiple Risk Factor Intervention Trial: Risk factor changes and mortality results. Journal of the American Medical association, 248, 1465-1477.

Thompson, S.C. (1981). Will it hurt less if I can control it? A complex answer to a simple question. Psychological Bulletin, 90, 89-101.

Thoreson, C.E., Friedman, M., Powell, L.H., Gill, J.J., & Ulmer, D. (1985). Altering the Type A behaviour pattern in postinfarction patients. Journal of Cardiopulmonary Rehabilitation, 5, 258-266.

Thoresen, C.E., Telch, M., & Eagleston, J. (1981). Approaches to altering the Type A behavior pattern. Psychosomatics, 22, 472-482.

Tjosvold, D. (1985). Implications of controversy research for management. Journal of Management, 11, 21-37.

Tjosvold, D., & Chia, L.C. (1989). Conflict between managers and workers: The role of co-operation and competition. The Journal of Social Psychology, 129, 235-247.

Tjosvold, D., & Deemer, D.K. (1980). Effects of controversy within a cooperative or competitive context on organizational decision making. Journal of Applied Psychology, 65, 590-595.

Toda, M., Shinotsuka, H., McClintock, C.G., & Stech, F.J. (1978). Development of competitive behavior as a function of culture, age, and social comparison. Journal of Personality and Social Psychology, 36, 825-839.

Tortora, G.J., & Anagnostakos, N.P. (1990). Principles of anatomy and physiology, (6th Ed.) New York: Harper & Row Publishers.

Truax, S.R. (1984). Determinants of emotion attributions: A unifying view. Motivation and Emotion, 8, 33-54.

Tziner, A., & Falbe, C.M. (1990). Actual and preferred climates of achievement orientation and their congruency: An investigation of their relationships to work attitudes and performance in two occupational strata. Journal of Organizational Behavior, 11, 159-167.

Van Egeren, L.F. (1990). A 'success trap' theory of Type A behavior: Historical background. Journal of Social Behavior and Personality, 5, 45-58.

Van Egeren, L.F., Abelson, J.L., & Thornton, D.W. (1978), Cardiovascular consequences of expressing anger in a mutually dependent relationship. Journal of Psychosomatic Research, 22, 537-548.

Van Egeren, L.F., Sniderman, L.D., Roggelin, M.S. (1982). Competitive two-person

interactions of Type A and Type B individuals. Journal of Behavioral Medicine, 5, 55-66.

Van Egeren, L.F., & Sparrow, A.W. (1990). Ambulatory monitoring to assess real-life cardiovascular reactivity in Type A and Type B subjects. Psychosomatic Medicine, 52, 297-306.

Van Zwam, C. (1986). Consequences of trade union membership. Masters Dissertation, University of the Witwatersrand, Johannesburg.

Van Schijndal, M., De May, H., & Naring, G. (1984). Effects of behavioral control and Type A behavior on cardiovascular responses. Psychophysiology, 21,501-509.

Van Egeren, L.F. (1979a). Cardiovascular changes during social competition in a mixed motive game. Journal of Personality and Social Psychology, 37, 858-864.

Van Egeren, L.F. (1979b). Social interactions, communications, and the coronary-prone behavior pattern: A psychophysiological study. Psychosomatic Medicine, 22, 2-18.

Van Egeren, L.F., Abelson, J.L., & Sniderman, L.D. (1983). Interpersonal and electrocardiographic responses of Type A's and Type B's in competitive socio-economic games. Journal of Psychosomatic Research, 27, 53-59.

Van Doornen, L.J.P. (1980). The coronary risk personality: Psychological and psychophysiological aspects. Psychotherapy, Psychosomatics, 34, 204-215.

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.

Vaughan, T.R. (1989). Theoretical observations on applied behavioral science. The Journal of Applied Behavioral Science, 25, 291-305.

Velicer, W.F., & Jackson, D.N. (1990). Component analysis versus common factor analysis: Some further observations. Multivariate Behavioral Research, 25, 97-114.

Vingerhoets, J.J.M. & Flohr, P.J.M. (1984). Type A behaviour and self reports of coping preferences. British Journal of Medical Psychology, 57, 15-21.

Vinod, H.D. & Ullah, A. (1981). Recent advances in regression methods. New York: Marcel Dekker.

Vitaliano, P.P., DeWolfe, D.J., Maiuro, R.D., Russo, J., & Katon, W. (1990). Appraised changeability of a stressor as a modifier of the relationship between coping and depression: A test of the hypothesis of fit. Journal of Personality and Social Psychology, 59, 582-592.

Volkmer, R.E., & Feather, N.T. (1991). Relations between Type A scores, internal locus of control and test anxiety. Personality and Individual Differences, 12, 205-209.

Wadden, T.A., Anderton, C.H., Foster, G.D. et al. (1983). The Jenkins Activity Survey: Does it measure psychopathology? Journal of Psychosomatic Research, 27, 321-325.

Waldron, I. (1978). Type A behaviour pattern and Coronary Heart Disease in men and women. Social Science and Medicine, 12, 167-170.

Waldron, I., Hickey, A., McPherson, C., Butensky, A., Gruss, L., Overall, K., Schnader, A., Wohlmuth, D. (1980). Type A behavior pattern: Relationship to variation in blood pressure, parental characteristics, and academic and social activities of students. Journal of Human Stress, 6, 16-27.

Waldron, I., Zyganski, S.J., Shekelle, R.B., . kins, C.D., & Tannenbaum, S. (1977). The coronary-prone behavior pattern in employed men and women. Journal of Human Stress, 3, 2-19.

Walkey, F.H., & McCormick, I.A. (1985). Multiple replication of factor structure: A logical solution for a number of factors problem. Multivariate Behavioral Research, 20, 57-67.

Wall, T.D., Clegg, C.W., & Jackson, P.R. (1978). An evaluation of the job characteristics model. Journal of Occupational Psychology, 51, 183-196.

Wallace, M., Levens, M., & Singer, G. (1988). Blue-collar stress. In C.L. Cooper and R. Payne. Causes, coping and consequences of stress at work. New York: John Wiley and Sons.

Wallace, J.F., Newman, J.P., & Bachorc , J. (1991). Failures of response modulation: Impulsive behavior in anxious and impulsive individuals. Journal of Research in Personality, 25, 23-44.

Wanous, J.P. A causal-correlational analysis of the job satisfaction and performance relationship. Journal of Applied Psychology, 59, 139-144.

Ward, M.M., Chesney, M.A., Swan, G.E. Black, G.W., Parker, S.D., & Rosenman, R.H. (1986). Cardiovascular responses in Type A and Type B men to a series of stressors. Journal of Behavioral Medicine, 9, 43-48.

Ward, C.H., & Eisler, R.M. (1987). Type A behavior, achievement striving and a dysfunctional self-evaluation system. Journal of Personality and Social Psychology, 53, 318-326.

Ware, H.J. (1985). Linear models for the analysis of longitudinal studies. American Statistical Association, 39, 94-103.

Warr, P., Cook, J., & Wall, T. (1979). Scales for the measurement of some work attitudes and aspects of psychological well-being. Journal of Occupational Psychology, 52, 129-148.

Waters, L.K., Roach, D., & Waters, C.W. (1976). Estimates of future tenure, satisfaction and biographical variables as predictors of termination. Personnel Psychology, 29, 57-60.

Watkins, P.L., Fisher, E.B., Southard, D.R., Ward, C.H., & Schechtman, K.B (1989). Assessing the relationship of Type A beliefs to cardiovascular disease risk and psychosocial distress. Journal of Psychopathology and Behavioral Assessment, 11, 113-125.

Watkins, P.L., Ward, C.H., & Southard, D.R. (1987). Empirical support for a Type A belief system. Journal of Psychopathology and Behavioral Assessment, 9, 119-134.

Watson, D., & Pennebaker, J.W. (1989). Health complaints, stress, and distress: Exploring the central role of negative affectivity. Psychological Review, 96, 234-254.

Weary, G., Elbin, S., & Hill, M.G. (1987). Attributional and social comparison processes in depression. Journal of Personality and Social Psychology, 52, 605-610.

Weaver, C.N. (1980). Job satisfaction in the United States in the 1970's. Journal of Applied Psychology, 65, 364-367.

Weekes, B.S., & Waterhouse, I.K. (1991). Hostile attitudes and the coronary prone personality. Australian Psychologist, 26, 33-36.

Weerts, T.C., & Roberts, R. (1976). The physiological effects of imagining anger-provoking and fear-provoking scenes. Psychophysiology, 13, 174.

Weidner, G., & Andrews, J. (1983). Attributions for undesirable life events, Type A behavior and depression. Psychological Reports, 53, 167-170.

Weidner, G., Friend, R., Ficarrotto, T.J., & Mendell, N.R. (1989). Hostility and cardiovascular reactivity to stress in women and men. Psychosomatic Medicine, 51, 36-45.

Weidner, G., & Matthews, K.A. (1978). Reported physical symptoms elicited by unpredictable events and the Type A coronary-prone behavior pattern. Journal of Personality and Social Psychology, 36, 1213-1220.

Weidner, G., Sexton, G., McLellan, R., Conner, S., & Matarazzo, J.D. (1987). The role of Type A behavior and hostility in an elevation of plasma lipids in adult women and men. Psychosomatic Medicine, 49, 136-145.

Weilbaker, D.C. (1990). The identification of selling abilities needed for missionary-type sales. Journal of Personal Selling & Sales Management, 10, 45-58.

Weiner, M.S. (1978). Achievement strivings. In H. London & J.E. Exner (Eds.), Dimensions of personality. New York: John Wiley & Sons.

Weiss, D.J. (1971). Further considerations in applications of factor analysis. Journal of Counselling Psychology, 18, 85-92.

Weiss, H.M., & Adler, J. (1984). Personality and organizational behavior. In B.M. Staw & L.L. Cummings (Eds.), Research in organizational behavior. Greenwich, CT: JAI Press.

Weisse, C.S. (1992). Depression and immunocompetence: A review of the literature. Psychological Bulletin, 111, 475-489.

Weissman, M.M. (1987). Advances in psychiatric epidemiology: Rates and risks for major depression. Advances in Psychiatric Epidemiology, 77, 445-451.

Weissman, M.M., Klerman, G.L., & Paykel, E.S. (1971). Clinical evaluation of hostility in depression. American Journal of Psychiatry, 128, 41-46.

Weissman, M.M., & Klerman, G.L. (1977). The chronic depressive in the community: Unrecognised and poorly treated. Comprehensive Psychiatry, 18, 523-531.

Weisz, J.R., Weiss, B., Wasserman, A.A., & Rintoul, B. (1987). Control-related beliefs and depression among clinic-referred children and adolescents. Journal of Abnormal Psychology, 96, 58-63.

Werbel, J.D., & Bedeian, A.G. (1989). Intended turnover as a Function of age and job performance. Journal of Organizational Behavior, 10, 275-281.

Wesolowski, M.A., Mossholder, K.W., Feild, H.S., & Giles, W.F. (1989). The role of perceptions of political tactics in predicting turnover from behavioral intentions. Journal of Business and Psychology, 3, 413-422.

Wetherill, G.B. (1986). Regression analysis with applications. London: Chapman & Hall.

Wherry, R., & Bartlett, C. (1982). The control of bias in ratings: A theory of rating. Personal Psychology, 35, 521-552.

Whitehead, W.E., Blackswell, B., De Silva, H., & Robinson, A., (1972). Anxiety and anger in hypertension. Journal of Psychosomatic Research, 21, 383-389.

Wickstrom, G., Entti, J., Hytianen, K., & Utela, A. (1989). Type A behavior and back pain. Work and Stress, 3, 203-207.

Wiener, B. (1966). The role of success and failure in the learning of easy and complex tasks. Journal of Personality and Social Psychology, 3, 339-343.

Wiener, B. (1980). Human motivation. New York: Holt, Reinhart & Winston.

Wiener, B. (1985). An attributional theory of achievement motivation. Psychological Review, 92, 548-573.

Wilder, D.A., & Shapiro, P.N. (1989). Role of competition-induced anxiety in limiting the beneficial impact of positive behavior by an out-group member. Journal of Personality and Social Psychology, 56, 60-69.

Williams, D.A., & Jenkins, J.D. (1986). Anger, assertiveness, and the Type A behavior pattern. Manuscript submitted for publication.

Williams, J.L., Cote, J.A., & Buckley, M.R. (1989). Lack of method variance in self-reported affect and perceptions: Reality or artifact? Journal of Applied Psychology, 74, 462-468.

Williams, R.B. (1984). Type A behaviour and Coronary Heart Disease: Something old, something new. Behavioral Medicine Update, 6, 29-33.

Williams. R.B. (1985). Disease as a reflection of the psyche. The New England Journal of Medicine, 313, 1357-1358.

Williams, R.B. (1989). Biological mechanisms mediating the relationship between behavior and coronary heart disease. In A.W. Siegman & T.M. Dembroski (Eds.), In search of coronary-prone behavior: Beyond Type A. London: Lawrence Erlbaum & Associates.

Williams, R.B., Barefoot, J.C., & Shekelle, R.B. (1985). The health consequences of hostility. In M.A. Chesney & R.H. Rosenman (Eds.), Anger and Hostility in Cardiovascular and Behavioral Disorders. Washington: Hemisphere.

Williams, R.B., Haney, T.L., Lee, K.L., Kong, Y.H., Blumenthal, J.A., & Whalen, R.F. (1980). Type A behavior, hostility, and coronary atherosclerosis. Psychosomatic Medicine, 42, 539-549.

Williams, R.B., Lane, J.D., Kuhn, R.M., Melosh, W., White, A.D., & Schonberg, S.M. (1982). Type A behavior and elevated physiological and neuroendocrine responses to cognitive tasks. Science, 218, 483-485.

Wilson, G.D., Gray, J.A., Barrett, P.T. (1990). A factor analysis of the Gray-Wilson personality questionnaire. Personality and Individual Differences, 11, 1037-1045.

Wilson, G.T. (1978). The importance of being theoretical: A commentary on Bandura's self efficacy: Towards a unifying theory of behavioral change. Advances in Behavior Research and Therapy, 1, 217-230.

Winefield, A.H., & Jardine, E. (1982). Effects of differences in achievement motivation and amount of exposure on responses to uncontrollable rewards. Motivation and Emotion, 5, 245-257.

Winkler, J.D., Kanouse, D.E., & Ware, J.E. (1982). Controlling for acquiescence response set in scale development. Journal of Applied Psychology, 67, 555-561.

Winkler, J.D., Kanouse, D.E., & Ware, J.E. (1984). Does acquiescence distort attitude scale structure: Round and round with Ray. Journal of Applied Psychology, 69, 356-358.

Winokur, G. (1981). Depression: The facts. Oxford: Oxford University Press.

Wistow, D.J., Wakefield, J.A., Goldsmith. W.M. (1990). The relationship between personality, health symptoms and disease. Personality and Individual Differences, 11, 717-723.

Wolff, H.H. (1969). The role of aggression in the psychopathology of illness. Journal of Psychosomatic Research, 13, 315-320.

Wolff, H.H. (1973). Aggression in relation to health and illness. Journal of Medical Psychology, 46, 23-27.

Woods, P.J. & Burns, J. (1984). Type A behaviour and illness in general. Journal of Behavioral Medicine, 7, 411-415.

Woods, P.J., Morgan, B.T., Day, B.W., Jefferson, T., & Harris, C. (1984). Findings on a relationship between Type A behavior and Headaches. Journal of Behavioral Medicine, 7, 277-285.

Wortman, C.B., & Brehm, J.W. (1975). Responses to uncontrollable outcomes: An integration of reactance theory and the learned helplessness model. Advances in Experimental and Social Psychology, 8, 277-287.

Wright, R.A., Contrada, R.F., Glass, D.C. (1986). Psychophysiologic correlates of Type a behavior. In Katkin, E.S., Manuck, S.B (Eds). Advances in Behavioral Medicine, Greenwich, CT; JAI.

Wright, J.D., & Hamilton, R.F. (1978). Work satisfaction and age: Some evidence for the 'job change' hypothesis. Social Forces, 56, 1140-1158.

Wright, L. (1988). The Type A behavior pattern and coronary heart disease. American Psychologist, 43, 2-14.

Wrigley, C.S., & Neumaus, J.O. (1955) The matching of two sets of factors. American Psychologist, 10, 418-419.

Wrzesniewski, K., Forgays, D.G., & Bonaiuto, P. (1990). Measurement of the Type A behavior pattern in adolescents and young adults: Cross-cultural development of AATAB. Journal of Behavioral Medicine, 13, 111-135.

Wrzesniewski, K., Wonicki, J., & Turlejski, J. (1988). Type A behaviour pattern and illness other than Coronary Heart Disease. Social Science and Medical Journal, 27, 623-626.

Wyner, G.A. (1980). Response errors in self-reported number of arrests. Sociological Methods and Research, 9, 161-177.

Yarnold, P.R., & Bryant, F.B. (1988). A note on measurement issues in Type A research: Let's not throw the baby with the bath water. Journal of Personality Assessment, 52, 410-419.

Yarnold, P.R., Bryant, F.B., & Grimm, L.G. (1987). Comparing the long and short forms of the student form of the Jenkins Activity Survey. Journal of Behavioral Medicine, 10,

75-90.

Yarnold, P.R., & Grimm, L.G. (1982). Time urgency among coronary-prone individuals. Journal of Abnormal Psychology, 91, 175-177.

Yarnold, P.R., & Grimm, L.G. (1988). Interpersonal dominance of Type A's and B's during involved group discussions. Journal of Applied Social Psychology, 18, 787-795.

Yarnold, P.R., & Mueser, K.T. (1984). Time urgency of Type A individuals: Two replications. Perceptual and Motor Skills, 59, 334.

Yarnold, P.R., Mueser, K.T., Grau, B.W., & Grimm, L.G. (1986). The reliability of the student version of the Jenkins Activity Survey. Journal of Behavioral Medicine, 9, 401-414.

Young, L.D., Barboriak, J.J., Anderson, A.A., & Hoffman, R.G. (1980). Attitudinal and behavioral correlates of coronary heart disease. Journal of Psychosomatic Research, 24, 311-318.

Young, L.D., Barboriak, J.J., Hoffman, R.G & Anderson, A.J. (1984). Coronary-prone behaviour attitudes in moderate to severe coronary artery occlusion. Journal of Behavioral Medicine, 7, 205-215.

Yuen, S.A., & Kuiper, N.A., (1991). Cognitive and affective components of the type A hostility dimension. Personality and Individual differences, 12. 173-182.

Yuen, S.A., & Kuiper, N.A. (1992). Type A and self-evaluations: A social comparison perspective. Personality and Individual Differences, 13, 549-562.

Yukobovich, I.S., Ragland, D.R., Brand, R.J., & Syme, S.L. (1988). Type A behavior pattern and health status after 22 years of follow-up in the Western Collaborative Group Study. American Journal of Epidemiology, 128, 579-588.

Zahrly, J., & Tosi, H. (1989). The differential effect of organizational induction process on early work role adjustment. Journal of Organizational Behavior, 10, 59-74.

Zurawski R.M., & Houston, B.K. (1983). The Jenkins Activity Survey measure of Type A and frustration-induced anger. Motivation and Emotion, 7, 301-312.

Zwick, W.R., & Velicer, W.F. (1986). Comparison of five rules for determining the number of components to retain. Psychological Bulletin, 99, 432-442.

Zyganski, S.J., & Jenkins, D. (1970). Basic dimensions within the coronary-prone behaviour pattern. Journal of Behavioral Medicine, 22, 781-795.

APPENDIX A

Covering letter, demograhic Checklist, and Instruments used in the First Study

UNIVERSITY OF THE WITWATERSRAND, JOHANNESBURG

1 Jan Smuts Avenue, Johannesburg

P O WITS
2050, SOUTH AFRICA

"Unifolk"
telex 4-27125 SA
telefax (011) 716-1111

Referent:

Enquiries:

(011) 403-2327

Date 16 July 1990

Dear Sir/Madam

At present, the Division of Industrial Psychology, University of the Witwatersrand is conducting research on the attitudes, health and behaviour of employed people. Please could you assist us by participating in this study. Participation will involve completing the questionnaire as comprehensively as possible.

Please answer all questions as honestly and openly as possible. There are no right or wrong answers. Instead, for each question, we ask you to choose the answer that is most appropriate for you. You will notice that, to ensure anonymity and confidentiality, you are not required to provide your name. All responses will be treated in strict confidence as the answers will be used for research purposes only. No person, outside of the university research team will have access to your answers.

Once you have completed the questionnaire, please seal it in the envelope provided and place it in the box provided at reception. In support of your time, we will be willing to offer feedback on our results.

Thank you for your co-operation.

Yours sincerely

STEPHEN BLUEN Ph.D.
Professor and Head
Industrial Psychology Division

Warren Burns B.Sc (Hons)
Post-Graduate Student
Industrial Psychology Division

372

SECTION A:

BIOGRAPHICAL DETAILS

Please answer the following questions about yourself. Your responses will be treated with STRICT CONFIDENCE. (Where relevant, please place an 'X' in the appropriate place.)

1. Age: _____ years.
2. Sex: M_____F_____
3. What is your race? White_____Asian_____Coloured_____Black_____
4. What is your highest level of education attained?_____
5. How long have you been working for this organisation?_____
6. How much do you earn in your present job? R_____per annum
7. What is your job title?_____
8. Marital status_____
9. Have you ever had a heart attack? Yes_____No_____

SECTION B:

For each question, choose the answer that is true for you and circle the appropriate number.

1. Does your job "stir you into action"?

1	2	3	4	5
much less than others	little less than others	about the same as others	a little more than others	much more than others

2. Nowadays, do you consider yourself to be hard-driving and competitive?

1	2	3	4	5
very hard-driving and competitive	fairly hard-driving and competitive	neutral	comparatively relaxed and easy going	very relaxed and easy going

3. How would your spouse (or closest friend) rate your general level of activity?

1	2	3	4	5
too slow, should become more active	fairly slow, should become a little more	neither too slow nor too active	fairly active, should slow down a little	very active, should slow down

20. If you tell your spouse or a friend that you will meet somewhere at a definite time, how often do you arrive late?

1	2	3
Once in a while	Rarely	I am never late

21. When you were younger, did most people consider you to be:

1	2	3	4
definitely hard-driving and competitive?	probably hard-driving and competitive?	probably more relaxed and easygoing?	definitely more relaxed and easygoing?

22. Would you spouse (or closest friend) rate you as:

1	2	3	4
definitely hard-driving and competitive?	probably hard-driving and competitive?	probably relaxed and easygoing?	definitely relaxed and easygoing?

23. Would people who know you well agree that you have less energy than most people?

1	2	3	4
Definitely yes	Probably yes	Probably no	Definitely no

24. How was your temper when you were younger?

1	2	3	4
Fiery and hard to control	Strong but controllable	No problem	I almost never got angry

25. How often are there deadlines on your job?

1	2	3	4
Daily or more often	Weekly	Monthly or less often	Never

26. At work, do you ever keep two jobs moving forward at the same time by shifting back and forth rapidly from one to another?

1	2	3
No, never	Yes, but only in emergencies	Yes, regularly

27. In the past three years, have you ever taken less than your allotted number of vacation days?

1	2	3
Yes	No	My type of job does not provide regular vacations

28. How often do you bring your work home with you at night, or study materials related to your job?

1	2	3
Rarely or never	Once a week or less	More than once a week

29. When you are in a group, how often do the other people look to you for leadership?

1	2	3
Rarely	About as often as they look to others	More often than they look to others

30. In sense of responsibility, I am:

1	2	3	4
much more responsible	a little more responsible	a little less responsible	much less responsible

The following questions concern how you interact with your peers. Please resort to the "?" option only if you are very unsure.

	No	?	Yes
1. I try harder when I'm in competition with other people.			
2. It annoys me when other people perform better than I do.			
3. I judge my performance on whether I do better than others rather than on getting a good result.			
4. If I get a good result, it doesn't matter if others do better.			
5. I would never allow others to get the credit for what I have done.			
6. To be a real success I feel I have to do better than everyone I come up against.			
7. It is important to me to perform better than others on a task.			

A number of statements which people have used to describe themselves are given below. Read each statement and then mark with which indicates how you generally feel.

	Almost Never	Some-times	Often	Almost Always
1. I get angry when slowed down by others' mistakes	1	2	3	4
2. I feel annoyed who I am not given recognition for doing good work	1	2	3	4
3. I feel infuriated when I do a good job and get a poor evaluation	1	2	3	4
4. It makes me furious when I am criticised in front of others	1	2	3	4

Everyone feels angry or furious from time to time, but people differ in the ways that they react when they are angry. A number of statements are listed below which people use to describe their reactions when they feel angry or furious. Read each statement and then mark with a cross (X) the space on the answer sheet which describes how often you generally react or behave in the manner described when you are angry.

	Almost Never	Some-times	Often	Almost Always
1. I control my temper	1	2	3	4
2. I am patient with others	1	2	3	4
3. I keep my cool	1	2	3	4
4. I control my behaviour	1	2	3	
5. I can stop myself from losing my temper	1	2	3	4
6. I calm down faster than most other people	1	2	3	4
7. I try to be tolerant and understanding	1	2	3	4
8. I control my angry feelings	1	2	3	4

The following statements may be true or false. Please place a 'X' in the box which reflects the answer that is right for you.

	True	False
1. I sometimes spread gossip about people I don't like.		
2. I never get mad enough to throw things.		
3. When I am mad, I sometimes slam doors.		
4. I never play practical jokes.		
5. When I am angry, I sometimes sulk.		
6. I sometimes pout when I don't get my own way.		
7. Since the age of ten, I have never had a temper tantrum.		
8. I can remember being so angry that I picked up the nearest thing and broke it.		
9. I sometimes show my anger by banging on the table.		
10. When I disapprove of my friends' behaviour, I let them know it.		
11. I often find myself disagreeing with people.		
12. I can't help getting into arguments when people disagree with me.		
13. I demand that people respect my rights.		
14. Even when my anger is aroused, I don't use "strong language".		
15. If somebody annoys me, I am apt to tell him what I think of him.		
16. When people yell at me, I yell back.		
17. When I get mad, I say nasty things.		
18. I could not put someone in his place, even if he needed it.		

	True	False
19. I often make threats I don't really mean to carry out.		
20. When arguing, I tend to raise my voice.		
21. I generally cover up my poor opinion of others.		
22. I would rather concede a point than get into an argument about it.		

The following 7 items focus on how you have been feeling recently. Circle the alternative that best describes...

1. Been thinking of yourself as a worthless person?

1	2	3	4
Not at all	No more than usual	Rather more than usual	Much more than usual

2. Felt that life is entirely hopeless?

1	2	3	4
Not at all	No more than usual	Rather more than usual	Much more than usual

3. Felt that life is not worth living?

1	2	3	4
Not at all	No more than usual	Rather more than usual	Much more than usual

4. Thought of the possibility that you might take your own life?

1	2	3	4
Definitely not	I don't think so	Has crossed my mind	Definitely has

5. Found at times that you could not do anything because your nerves were too bad?

1	2	3	4
Not at all	No more than usual	Rather more than usual	Much more than usual

6. Found yourself wishing you were not alive?

1	2	3	4
Not at all	No more than usual	Rather more than usual	Much more than usual

7. Found that the idea of taking your own life kept coming into your mind?

1	2	3	4
Definitely not	I don't think so	Has crossed my mind	Definitely has

Please answer the following questions based on your health in the last year. Please circle the alternative that best describes your response (A, B, C, D, E).

SLEEP HABITS

1. How frequently do you have difficulty getting to sleep at night?

A----------B----------C----------D----------E

Almost always — Sometimes — Almost never

2. How often do you typically wake up during the night?

A----------B----------C----------D----------E

0 time — 1 time — 2 times — 3 times — 4 or more

3. How often do you have nightmares or disturbing dreams?

A----------B----------C----------D----------E

Almost always — Sometimes — Almost never

4. How rested do you usually feel when you wake up in the morning?

A----------B----------C----------D----------E

Fully rested — Fairly rested — As tired as when I went to bed

5. How often is your sleep peaceful and undisturbed?

A----------B----------C----------D----------E

Almost always — Sometimes — Almost never

6. Overall, what kind of a sleeper are you?

A----------B----------C----------D----------E

Very good — Very poor

HEADACHES

1. How often have you experienced headaches?

A----------B----------C----------D----------E

A	B	C	D	E
Several times a week	About once a week	Several times a month	Several times a year	Almost never

2. How often have you experienced migraine or other severe headaches?

A----------B----------C----------D----------E

A	B	C	D	E
Several times a week	About once a week	Several times a month	Several times a year	Almost never

3. During the winter term, did you seem to be fighting some sort of cold symptom, such as congestion, sneezing of coughing?

A----------B----------C----------D----------E

Almost always | Sometimes | Almost never

4. Did you frequently get a headache when there was a lot of pressure on you to get things done?

A----------B----------C----------D----------E

Almost always | Sometimes | Almost never

5. Did you frequently get a headache when you were annoyed at someone or frustrated because things weren't going the way they should have?

A----------B----------C----------D----------E

Almost always | Sometimes | Almost never

RESPIRATORY

1. How many times have you caught minor "colds" (that is, made you uncomfortable but didn't keep you sick in bed or make you miss work)?

A----------B----------C----------D----------E

0 time | 1 time | 2 times | 3 times | 4 or more

2. How many times have you had respiratory infections more severe than minor colds that "lay you low" (such as bronchitis, sinusitis, etc.)?

A----------B----------C----------D----------E

0 time | 1 time | 2 times | 3 times | 4 or more

3. When you have a bad cold or flu, how long does it typically last?

A----------B----------C----------D----------E

24 hours | 1-3 days | 3-5 days | 5-7 days | over 1 week

DIGESTION/ELIMINATION

1. How frequently did you suffer from an upset stomach (indigestion)?

A----------B----------C----------D----------E

Almost always | Sometimes | Almost never

2. How frequently did you have to watch what you ate pretty carefully to avoid stomach upsets?

A----------B----------C----------D----------E

Almost always | Sometimes | Almost never

3. Were you often constipated or have suffered from diarrhoea?

A----------B----------C----------D----------E

Almost always | Sometimes | Almost never

4. Did you frequently feel nauseous ("sick to your stomach")?

A----------B----------C----------D----------E

Almost always | Sometimes | Almost never

5. Did you seem to have stomach flu more often than your friends?

A----------B----------C----------D----------E

Strongly agree | Strongly disagree

OTHERS

1. Did you seem to be allergic to just about everything that was in the air?

A----------B----------C----------D----------E

Almost always | Sometimes | Almost never

2. Did you develop asthma, or asthma-like symptoms (sneezing, shortness of breath) when you were really under pressure or stressed?

A----------B----------C----------D----------E

Almost always | Almost never

3. In the last year, how many days were you "sick in bed", unable to attend work because of your health?

A----------B----------C----------D----------E

0 day | 1 to 2 | 3 to 4 | 5 to 6 | 7 or more

The following set of questions assesses your involvement in your job. For each item, please indicate which alternative is true for you.

Strongly disagree = 1 | Agree = 4
Disagree = 2 | Strongly agree = 5
Neither agree nor disagree = 3

1. My performance in my present job is a good test of my skill and ability.	1 2 3 4 5
2. Other kinds of work in this organisation are more important to me than the kind I do in the present job.	1 2 3 4 5
3. I am able to utilise abilities I value in the performance of my present job.	1 2 3 4 5
4. I am very much involved personally in the kind of work I do in my present job.	1 2 3 4 5

Each of us displays certain behaviours or personal characteristics from time to time. For the following set of questions, choose the answer that you feel applies to you and mark that answer with a cross (X).

A. Traits and qualities that describe you:

	Very Well	Fairly Well	Some-What	Not at all
1. Being hard-driving and competitive				
2. Usually pressed for time				
3. Being bossy or dominating				
4. Having a strong need to excel in most things				
5. Eating too quickly				

B. Feeling at the end of an average day of work:

	Yes	No
1. Often felt very pressed for time		
2. Work stayed with you so you were thinking about it after working hours		
3. Work often stretched you to the very limits of your energy and capacity		
4. Often fely uncertain, uncomfortable or dissatisfied with how well you were doing		

	Yes	No
C. Do you get upset when you have to wait for anything ?		

377

Listed below are a series of statements that represent the feelings that different individuals might have about the company or organisation for which they work. With respect to your own feelings about the organisation for which you are now working, please indicate the degree of your agreement or disagreem nt with each statement by checking one of the alternatives presented.

Strongly disagree = 1
Moderately disagree = 2
Slightly disagree = 3
Neither agree nor disagree = 4
Slightly agree = 5
Moderately agree = 6
Strongly agree = 7

1. I am willing to put in a great deal of effort beyond that normally expected to help this organisation be successful. 1 2 3 4 5 6 7
2. I talk about this organisation to my friends as a great organisation to work for. 1 2 3 4 5 6 7
3. I would accept almost any type of job assignment to keep working for this organisation. 1 2 3 4 5 6 7
4. I find that my values and the c nisation's values are very similar 1 2 3 4 5 6 7
5. I am proud to tell others that I work for this organisation. 1 2 3 4 5 6 7
6. This organisation really inspires the very best in me in the way of job performance. 1 2 3 4 5 6 7
7. I am extremely glad that I chose this organisation to work for over others that I was considering at the time I joined. 1 2 3 4 5 6 7
8. I really care about the fate of this organisation. 1 2 3 4 5 6 7
9. For me this is the best of all possible organisations for which to work. 1 2 3 4 5 6 7

This set of items deals with various aspects of your job. Please indicate how satisfied or dissatisfied you feel with each of these features of your present job by indicating one of the following:

I am extremely dissatisfied = 1
I am very dissatisfied = 2
I am moderately dissatisfied = 3
I am not sure = 4
I am moderately satisfied = 5
I am very satisfied = 6
I am extremely satisfied = 7

1. The physical working conditions.	1	2	3	4	5	6	7
2. The freedom to choose your own method of working.	1	2	3	4	5	6	7
3. Your fellow workers.	1	2	3	4	5	6	7
4. The recognition you get for good work.	1	2	3	4	5	6	7
5. Your immediate boss.	1	2	3	4	5	6	7
6. The amount of responsibility you are given.	1	2	3	4	5	6	7
7. Your rate of pay.	1	2	3	4	5	6	7
8. Your opportunity to use your abilities.	1	2	3	4	5	6	7
9. Industrial relations between managers and workers in your company.	1	2	3	4	5	6	7
10. The way your company is managed.	1	2	3	4	5	6	7
11. Your chance of promotion.	1	2	3	4	5	6	7
12. The attention paid to suggestions you make.	1	2	3	4	5	6	7
13. Your hours of work.	1	2	3	4	5	6	7
14. The amount of variety in your job.	1	2	3	4	5	6	7
15. Your job security.	1	2	3	4	5	6	7
16. Now, taking everything into account, how do you feel about your job as a whole?	1	2	3	4	5	6	7

A number of statements which people have used to describe their behaviour when they feel angry are given below. Read each statement and then mark with an X if you generally react or behave in the manner described when you feel angry or furious.

	Almost Never	Some-times	Often	Almost Always
1. I slam doors.	1	2	3	4
2. I make sarcastic remarks.	1	2	3	4
3. I say nasty things.	1	2	3	4
4. I tell someone how I feel if they annoy me.	1	2	3	4
5. I express my anger.	1	2	3	4
6. I lose my temper.	1	2	3	4
7. I strike out at whatever infuriates me.	1	2	3	4
8. I argue with others.	1	2	3	4

Appendix B

Covering letter, Demographic Checklists, and Instuments used in the Main Study

UNIVERSITY OF THE WITWATERSRAND, JOHANNESBURG

1 Jan Smuts Avenue, Johannesburg

P O WITS
2050, SOUTH AFRICA

'Uniwits'
4-27125 SA
(011) 716-1111
Fax (011) 403-1926

Reference:

Enquiries:

(011) 403-2327

Date: 21 May 1991

Dear Sir/Madam

At present, the University's Psychology Department is conducting research on work attitudes and performance of insurance salespeople. Please could you assist us by participating in this study. Participation will involve completing the attached questionnaire and a second questionnaire which we will send you in six months time. Also, if you agree to participate, we would like to include your sales figures in the study.

We do ask you to supply your name. However, this is so that we can match your responses in the two questionnaires. All responses will be treated in strict confidence. Your answers will be used for research purposes only. No person, outside of the University research team will have access to your answers. Results will be presented in the form of group trends, and not individual responses.

Please answer all questions as honestly and openly as possible. There are no right or wrong answers. Instead, for each question, we ask you to choose the answer that is most appropriate for you. The questionnaire will take about thirty minutes to complete. Once you have completed the questionnaire, please seal it in the envelope provided and hand it to your branch manager.

In return for your participation, we will be willing to offer personal feedback. Also, a copy of the findings of the study will be available on request.

Thank you for your co-operation.

Yours sincerely

STEPHEN BLUEN Ph.D.
Professor and Head:
Psychology Department

Warren Burns B.Sc.(Hons)
Doctoral Student
Psychology Department

The University of the Witwatersrand rejects racism and racial segregation. It is committed to non-discrimination particularly in the constitution of its student body, in the selection and promotion of its staff, and in its administration.

380

Date: _____

Branch: _____

BIOGRAPHICAL DETAILS

1. What is your name? _____

(UNDER NO CIRCUMSTANCE WILL INFORMATION FROM YOUR QUESTIONNAIRE BE GIVEN TO ANYONE OTHER THAN THE RESEARCH TEAM).

2. Age: _____ years. 3. Sex: (M/F) _____

4. Marital status: _____

5. Race: _____

6. Highest level of education attained? _____

7. How long have you been working for this company? _____ Years _____

8. How long have you been selling life insurance? _____ Years _____

9. What sports do you play?

	Frequency
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

10. Do you smoke cigarettes/pipe/cigars? _____ (yes/no)

If yes: How many per day? _____

11. Have you had any form of Coronary Heart Disease? _____ (yes/no)

If yes, please explain: _____

12. Do you suffer with hypertension? _____ (yes/no)

13. Are you a diabetic patient? _____ (yes/no)

For each question, choose the answer that is true for you and circle the appropriate number.

1. Does your job "stir you into action"?

1	2	3	4	5
much less than others	little less than others	about the same as others	a little more than others	much more than others

2. Nowadays, do you consider yourself to be hard-driving and competitive?

1	2	3	4	5
very hard-driving and competitive	fairly hard-driving and competitive	neutral	comparatively relaxed and easy going	very relaxed and easy going

3. How would your spouse (or closest friend) rate your general level of activity?

1	2	3	4	5
too slow, should become more active	fairly slow should become a little more active	neither too slow nor too active	fairly active, should slow down a little	very active, should slow down

4. Would people who know you well, agree that you take your work too seriously?

1	2	3	4	5
strongly agree	agree	undecided	disagree	strongly disagree

5. Do you ever set deadlines or quotas for yourself at work or home?

1	2	3	4	5
very often	fairly often	sometimes	seldom	almost never

6. In amount of effort put forth, I give:

1	2	3	4	5
much more than others	a little more than others	about the same as others	a little less than others	much less than others

7. I approach life in general:

1	2	3	4	5
much more seriously than others	a little more seriously than others	about the same as others	a little less seriously than others	much less seriously than others

8. Some people live a calm, predictable life. Others find themselves often facing unexpected changes, frequent interruptions, inconveniences – or "things go wrong". How often are you faced with those minor (or major) annoyances or frustrations?

1	2	3	4	5
very often	fairly often	occasionally	seldom	almost never

9. Listen to someone talking, and this person takes too long to come to the point, do you feel like hurrying along?

1	2	3	4	5
very often	fairly often	occasionally	seldom	almost never

10. Do you find yourself hurrying to get to places even when there is plenty of time?

1	2	3	4	5
definitely true	moderately true	occasionally true	seldom true	not at all true

11. When you have to "wait in line", such as at a restaurant, a store, or the post office etc., what do you do?

1	2	3	4	5
accept calmly	accept fairly calmly	undecided	occasionally refuse to wait	refuse to wait in a line

12. Would people who know you well agree that you tend to get irritated easily?

1	2	3	4	5
strongly agree	agree	undecided	disagree	strongly disagree

13. Would people who know you well, agree that you tend to do most things in a hurry?

1	2	3	4	5
strongly agree	agree	undecided	disagree	strongly disagree

14. How is your temper nowadays?

1	2	3	4	5
very hard to control	fairly hard to control	occasionally get angry	seldom get angry	almost never get angry

A number of statements which people have used to describe themselves are given below. Read each statement and then mark with an X the number which indicates how you generally feel. There are no right or wrong answers. Do not spend too much time on any one statement but give the answer which seems to describe how you generally feel.

		Almost Never	Some-times	Often	Almost Always
1.	I get angry when slowed down by others' mistakes	1	2	3	4
2.	I feel annoyed when I am not given recognition for doing good work	1	2	3	4
3.	I feel infuriated when I do a good job and get a poor evaluation	1	2	3	4
4.	It makes me furious when I am criticised in front of others	1	2	3	4

		Almost Never	Some-times	Often	Almost Always
1.	I tell someone how I feel if they annoy me.	1	2	3	4
2.	I express my anger.	1	2	3	4
3.	I lose my temper.	1	2	3	4
4.	I strike out at whatever infuriates me.	1	2	3	4
5.	I argue with others.	1	2	3	4

The following 7 items focus on how you have been feeling recently. Please respond to each of the items as follows:

0 = Not at all
1 = No more than usual
2 = Rather more than usual
3 = Much more than usual

Recently, have you...

		Rating
1.	been thinking of yourself as a worthless person?	
2.	felt that life is entirely hopeless?	
3.	felt that life isn't worth living?	
4.	thought of the possibility of taking your own life?	
5.	found at times you couldn't do anything because your nerves were too bad?	
6.	found yourself wishing you were dead and away from it all?	
7.	found that the idea of taking your own life kept coming into your mind?	

The following questions concern how you interact with your peers. Please resort to the "?" option only if you are very unsure.

		No	?	Yes
1.	It annoys me when other people perform better than I do.			
2.	I judge my performance on whether I do better than others rather than on getting a good result			
3.	To be a real success I feel I have to do better than everyone I come up against.			
4.	It is important to me to perform better than others on a			

Please answer the following questions based on your health in the last year. Please circle the alternative that best describes your response (A, B, C, D, E).

SLEEP HABITS

1. How frequently do you have difficulty getting to sleep at night?

A Almost always — B — C Sometimes — D — E Almost never

2. How often do you typically wake up during the night?

A 0 time — B 1 time — C 2 times — D 3 times — E 4 or more

3. How often do you have nightmares or disturbing dreams?

A Almost always — B — C Sometimes — D — E Almost never

4. How rested do you usually feel when you wake up in the morning?

A Fully rested — B — C Fairly rested — D — E As tired as when I went to bed

5. How often is your sleep peaceful and undisturbed?

A Almost always — B — C Sometimes — D — E Almost never

6. Overall, what kind of a sleeper are you?

A Very good — B — C — D — E Very poor

HEADACHES

1. How often have you experienced headaches?

A Several times a week — B About once a week — C Several times a month — D Several times a year — E Almost never

2. How often have you experienced migraine or other severe headaches?

A Several times a week — B About once a week — C Several times a month — D Several times a year — E Almost never

3. During the winter term, did you seem to be fighting some sort of cold symptom, such as congestion, sneezing of coughing?

A----------B----------C----------D----------E

Almost always Sometimes Almost never

4. Did you frequently get a headache when there was a lot of pressure on you to get things done?

A----------B----------C----------D----------E

Almost always Sometimes Almost never

5. Did you frequently get a headache when you were annoyed at someone or frustrated because things weren't going the way they should have?

A---------- B----------C----------D----------E

Almost always Sometimes Almost never

RESPIRATORY

1. How many times have you caught minor "colds" (that is, made you uncomfortable but didn't keep you sick in bed or make you miss work)?

A----------B----------C----------D----------E

0 time 1 time 2 times 3 times 4 or more

2. How many times have you had respiratory infections more severe than minor colds that "lay you low" (such as bronchitis, sinusitis, etc.)?

A----------B----------C----------D----------E

0 time 1 time 2 times 3 times 4 or more

3. When you have a bad cold flu, how long does it typically last?

A----------B---------- ----------D----------E

24 hours 1-3 days 3-5 days 5-7 days over 1 week

DIGESTION/ELIMINATION

1. How frequently did you suffer from an upset stomach (indigestion)?

A----------B----------C----------D----------E

Almost always Sometimes Almost never

2. How frequently did you have to watch what you ate pretty carefully to avoid stomach upsets?

A----------B----------C----------D----------E

Almost always Sometimes Almost never

3. Were you often constipated or have suffered from diarrhoea?

A----------B----------C----------D----------E

Almost always Sometimes Almost never

4. Did you frequently feel nauseous ("sick to your stomach")?

A----------B----------C----------D----------E

Almost always Sometimes Almost never

5. Did you seem to have stomach flu more often than your friends?

A----------B----------C----------D----------E

Strongly agree Strongly disagree

This set of items deals with various aspects of your job. Please indicate how satisfied or dissatisfied you feel with each of these features of your present job by indicating one of the following:

I am extremely dissatisfied = 1	I am moderately satisfied = 5
I am very dissatisfied = 2	I am very satisfied = 6
I am moderately dissatisfied = 3	I am extremely satisfied = 7
I am not sure = 4	

1. The amount of job security I have	1	2	3	4	5	6	7
2. The amount of pay and fringe benefits I receive	1	2	3	4	5	6	7
3. The amount of personal growth and development I get from my job	1	2	3	4	5	6	7
4. The people I work with and talk to on my job	1	2	3	4	5	6	7
5. The degree of respect and fair treatment I receive from my boss	1	2	3	4	5	6	7
6. The feeling of worthwhile accomplishment I get from doing my job	1	2	3	4	5	6	7
7. The chance to get to know other people while on the job	1	2	3	4	5	6	7
8. The amount of support and guidance I receive from my supervisor	1	2	3	4	5	6	7
9. The degree to which I am fairly paid for what I contribute to this organisation	1	2	3	4	5	6	7
10. The amount of independent thought and action I can exercise in my job	1	2	3	4	5	6	7
11. How secure things look for me in the future in this organisation	1	2	3	4	5	6	7
12. The chance to help other people while at work	1	2	3	4	5	6	7
13. The amount of challenge in my job	1	2	3	4	5	6	7
14. The overall quality of the supervision I receive in my work	1	2	3	4	5	6	7

1 How long would you like to continue working in your present job?

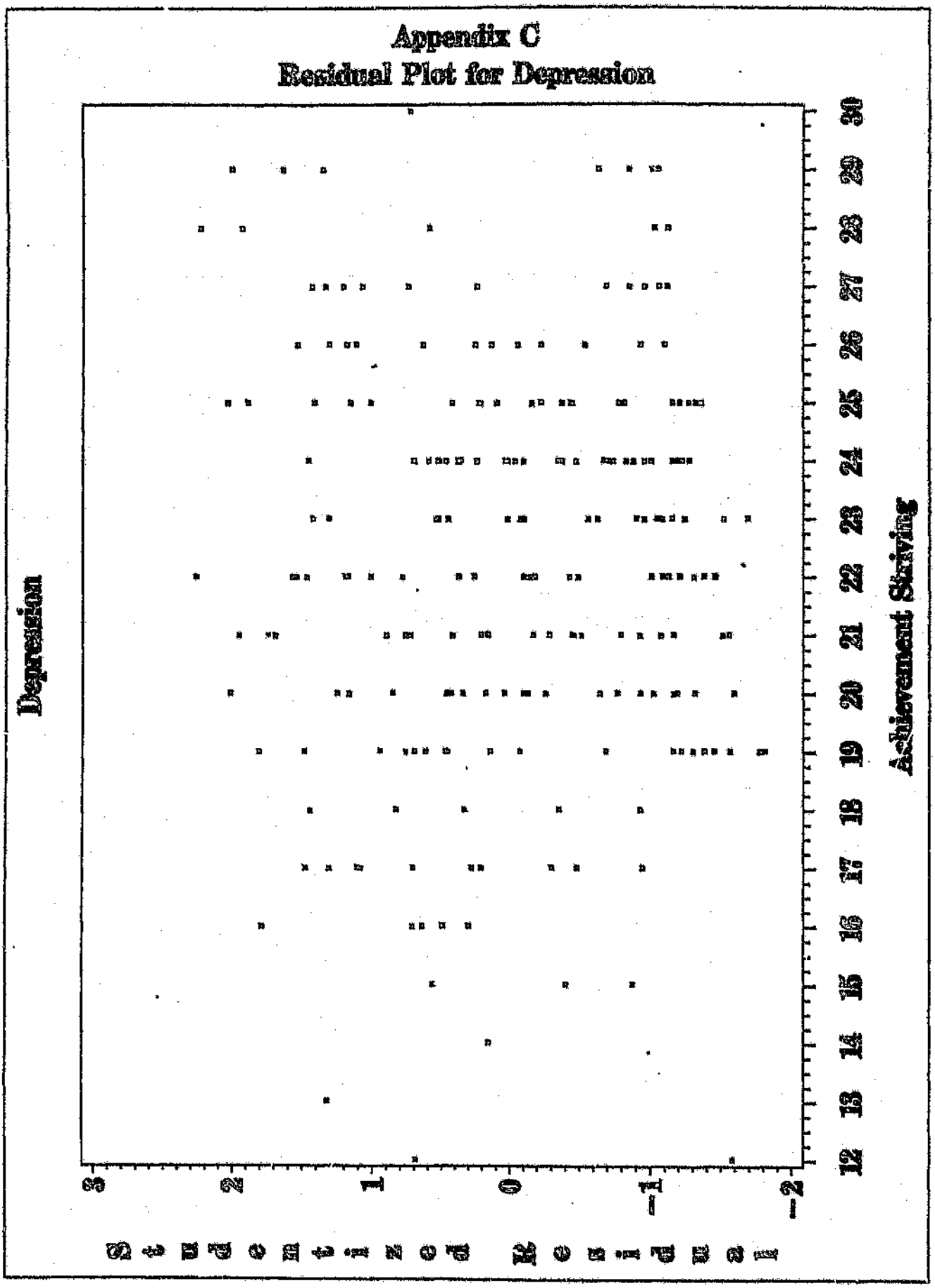
1 year	2 years	3 years	5 years	10 years	more than 10 years

	no	not sure	yes
2. If you were completely free to choose, would you prefer to continue working in your present job?			
3. If you had to quit work for a while (e.g., because of illness) would you return to your present job?			

Appendix C

Residual Plots Employed to Test the Assumptions of Linearity and Homoskedasticity

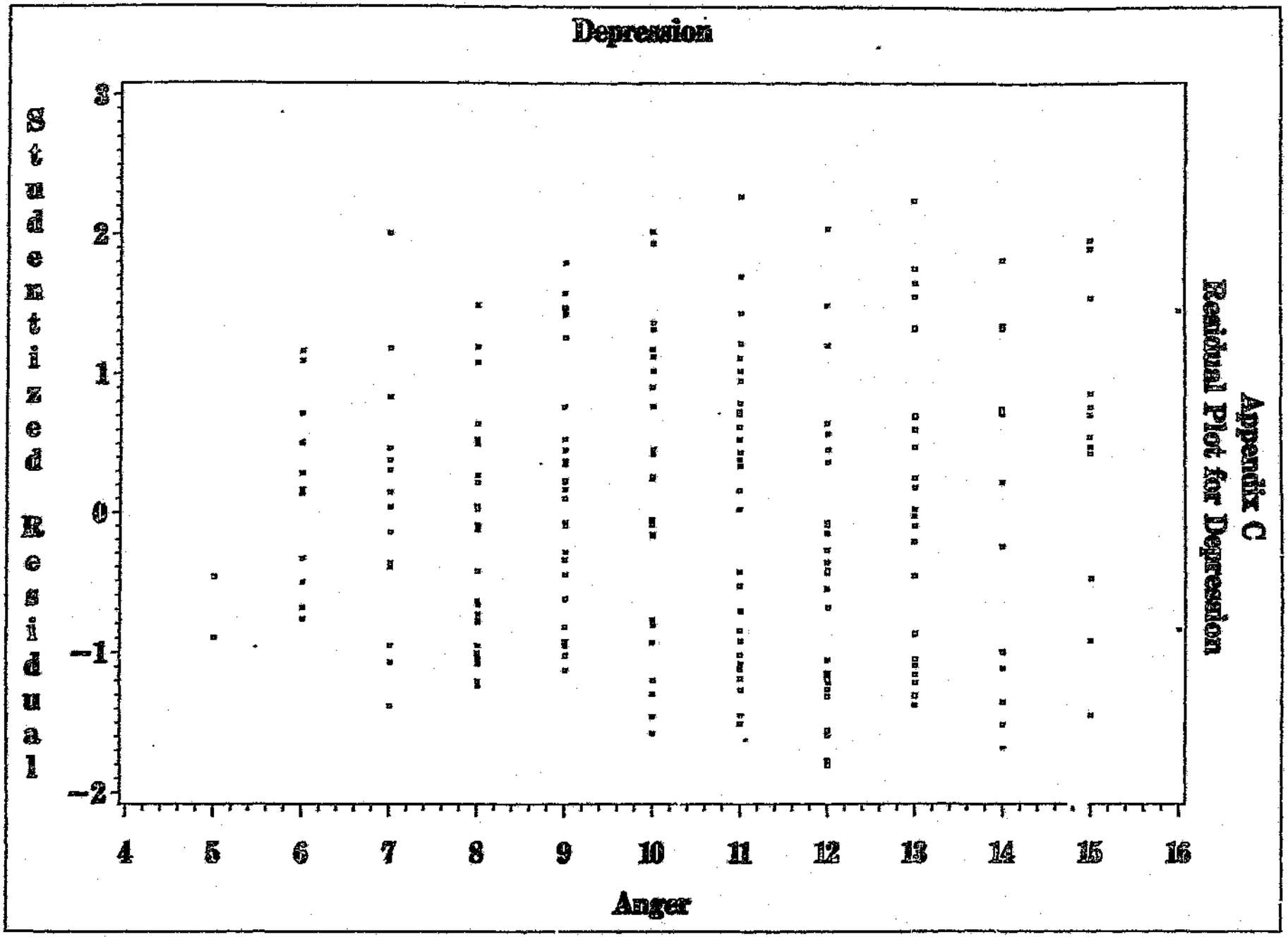
Appendix C
Residual Plot for Depression



SAS 6.06 19/10/92 17:26:02 144WMBP MIKE 064

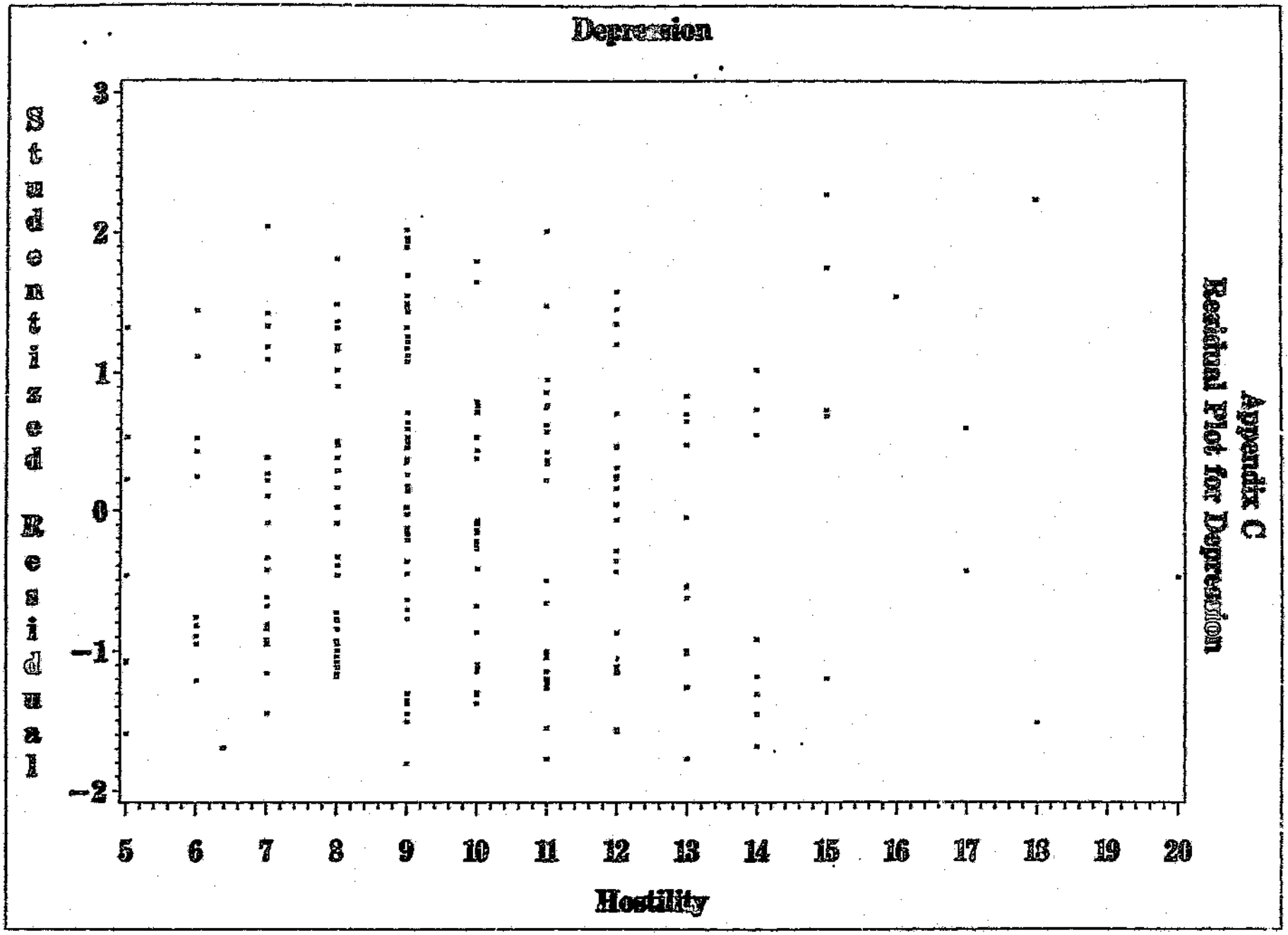
Appendix C
Residual Plot for Depression

SAS 6.06 19/10/92 17:27:04 144WWBP MIKE 064



Appendix C
Residual Plot for Depression

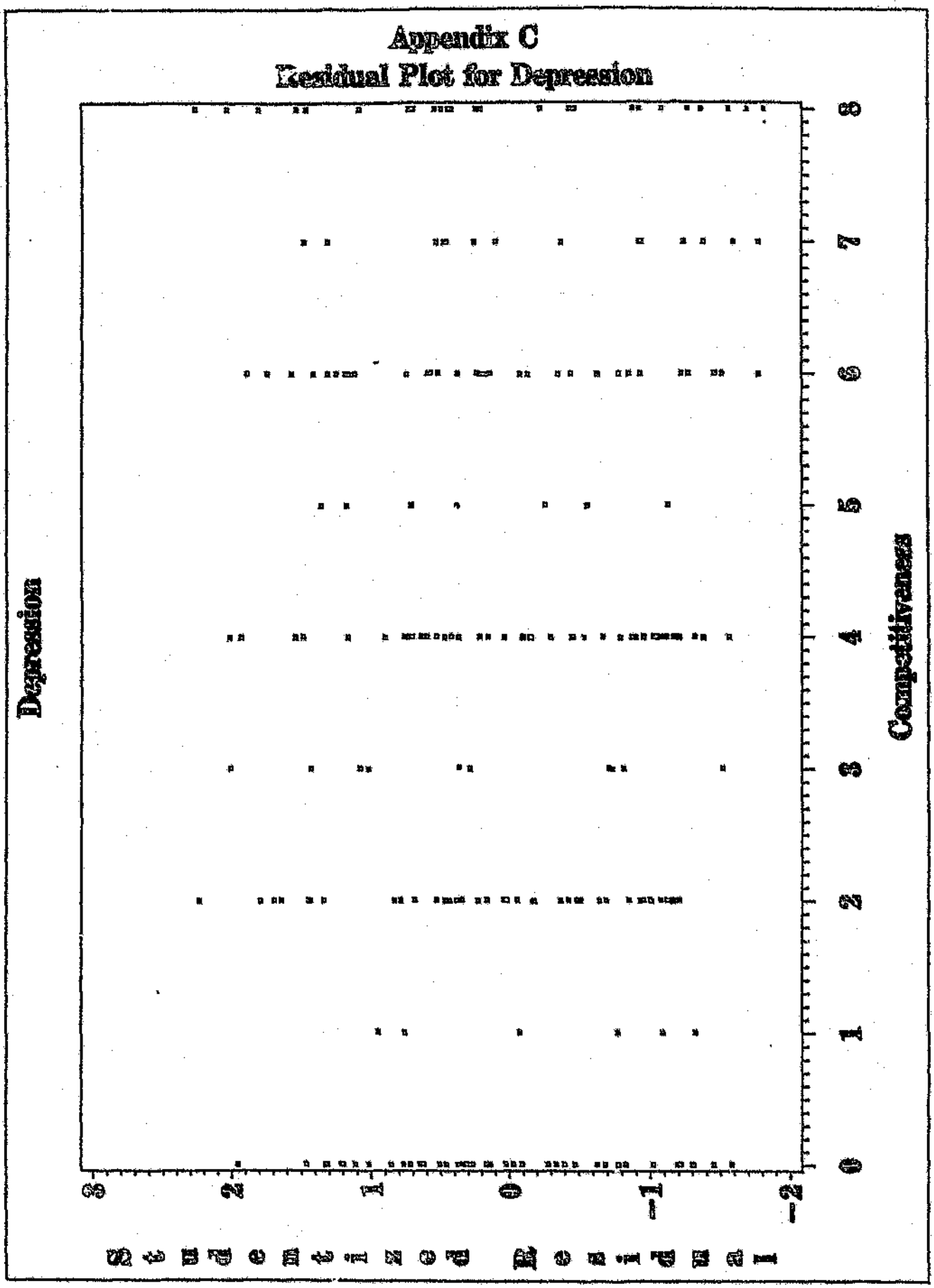
SAS 6.06 19/10/92 17:27:50 144WWBP MIKE 064



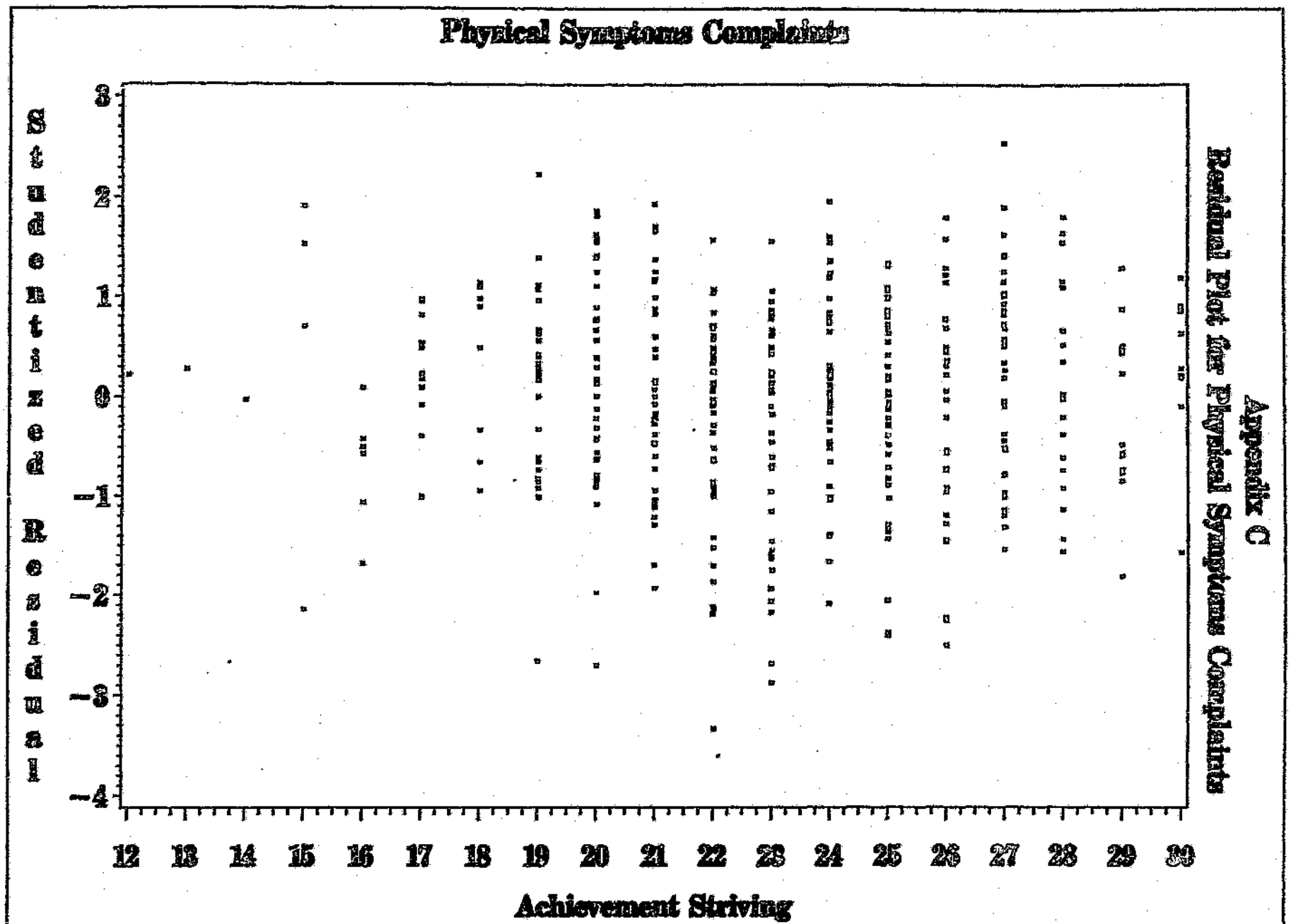
Appendix C
Residual Plot for Depression

Appendix C

Residual Plot for Depression



SAS 6.06 19/10/92 17:28:34 144WWBP MIKE 064

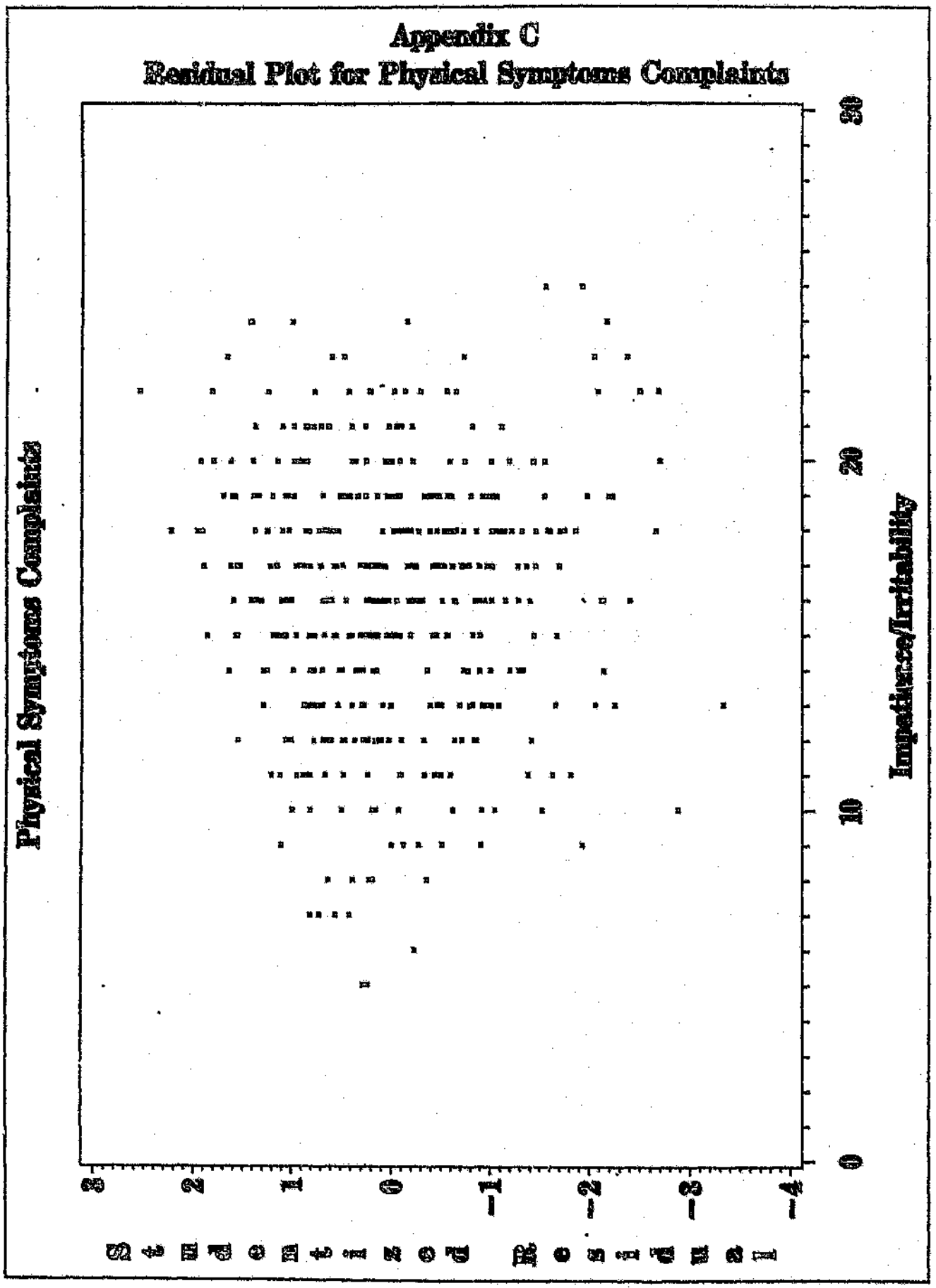


Appendix C
Residual Plot for Physical Symptoms Complaints

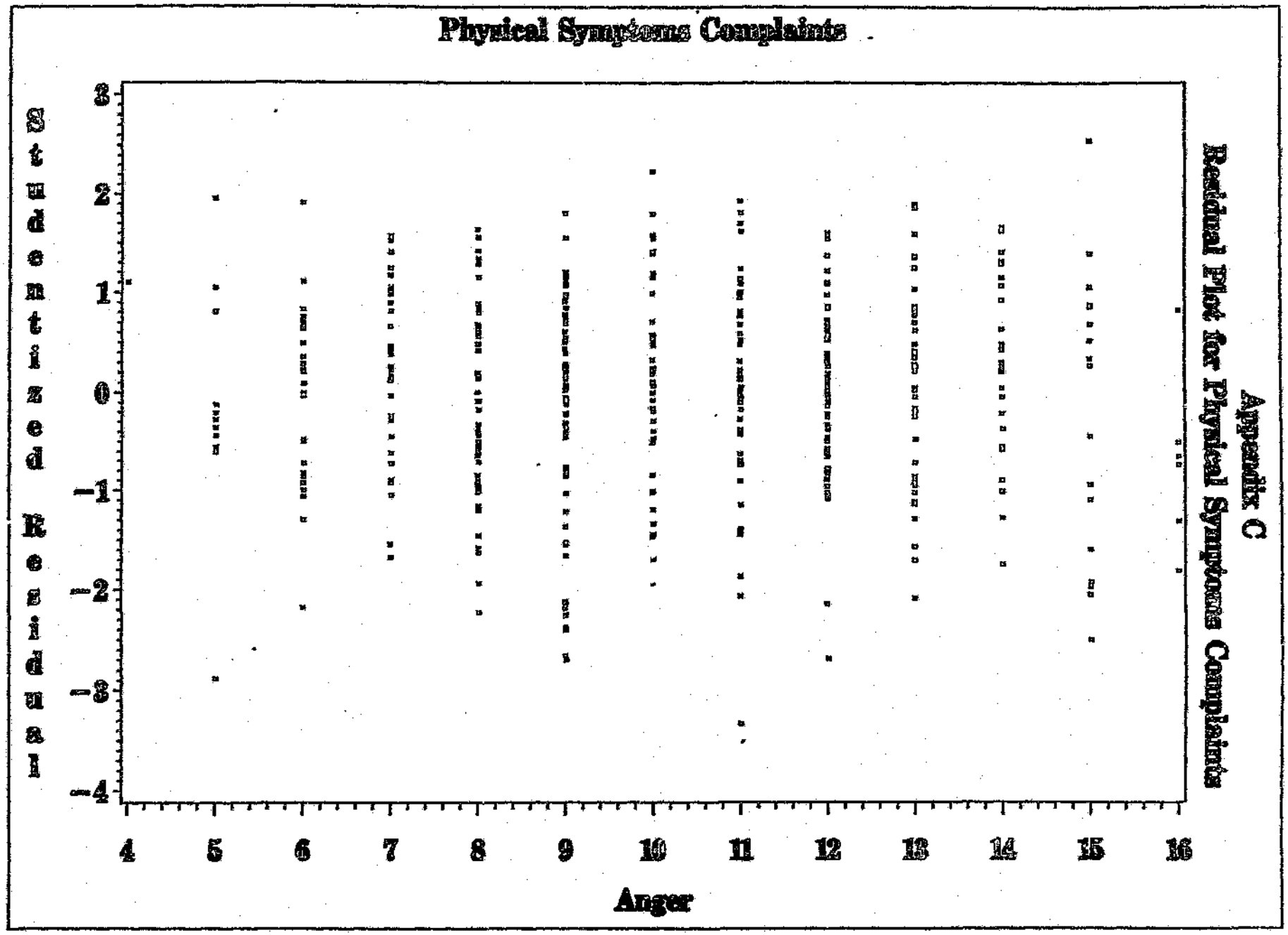
SAS 6.06 20/10/92 14:54:29 144WWBP MIKE 064

Appendix C

Residual Plot for Physical Symptoms Complaints

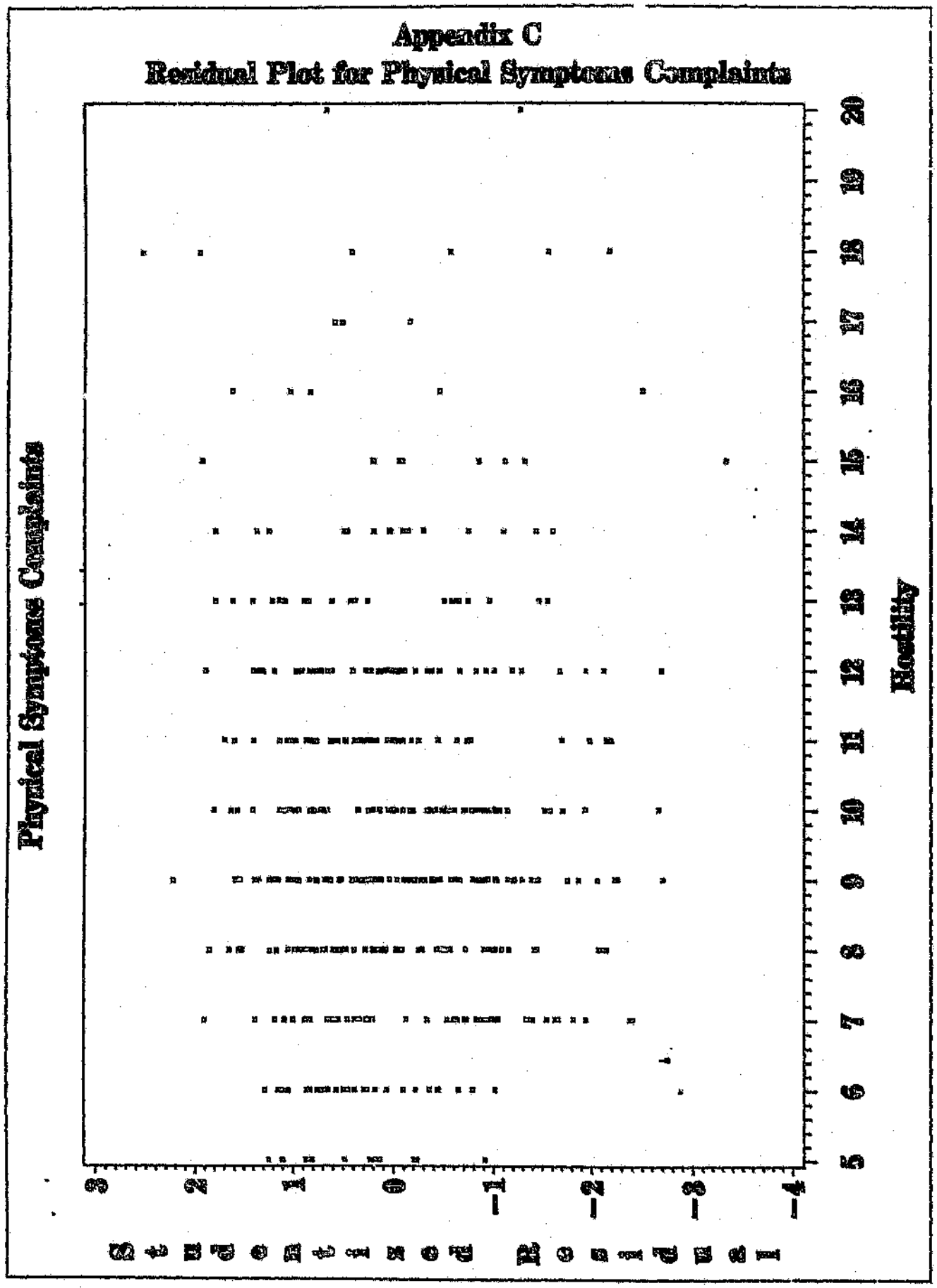


SAS 6.06 20/10/92 14:54:51 144WWBP MIKE 064



Appendix C
Residual Plot for Physical Symptoms Complaints

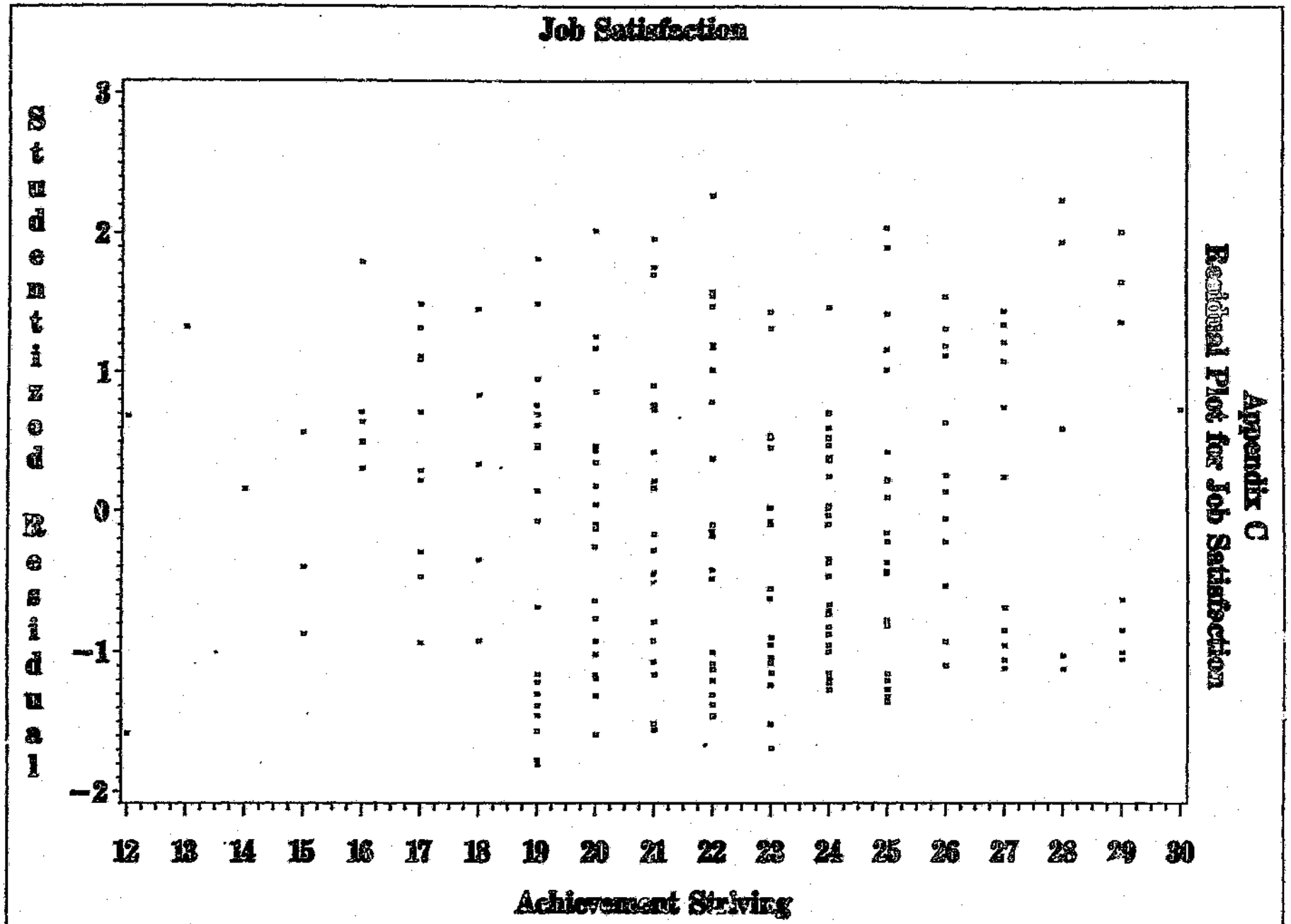
Appendix C
Residual Plot for Physical Symptoms Complaints



SAS 6.06 20/10/92 14:55:52 144WWBP MIKE 064

Appendix C

Residual Plot for Physical Symptoms Complaints

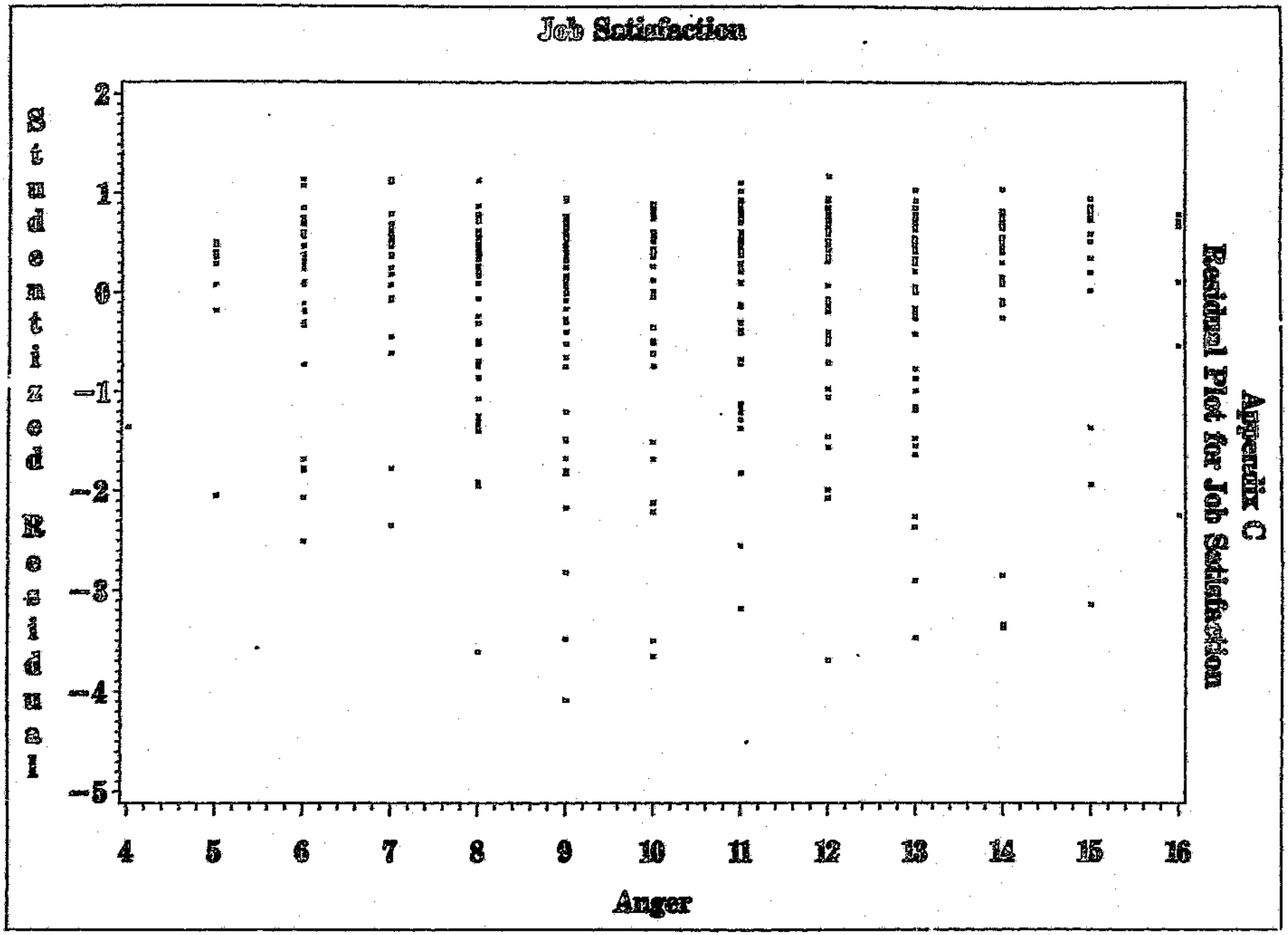


Appendix C
Residual Plot for Job Satisfaction

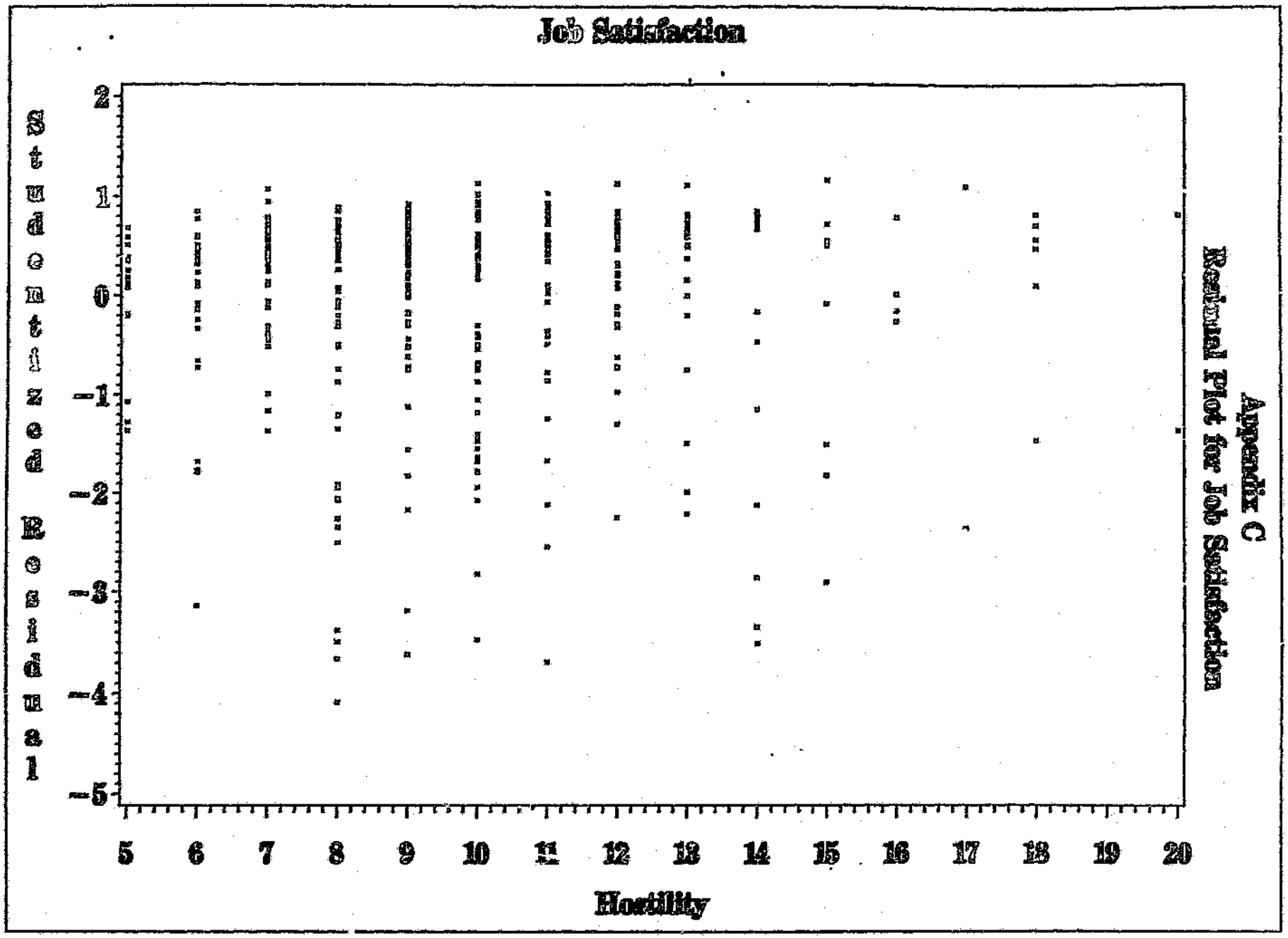
Appendix C

Residual Plot for Job Satisfaction

SAS 6.06 20/10/92 14: 49: 42 144WKBP MIKE 064



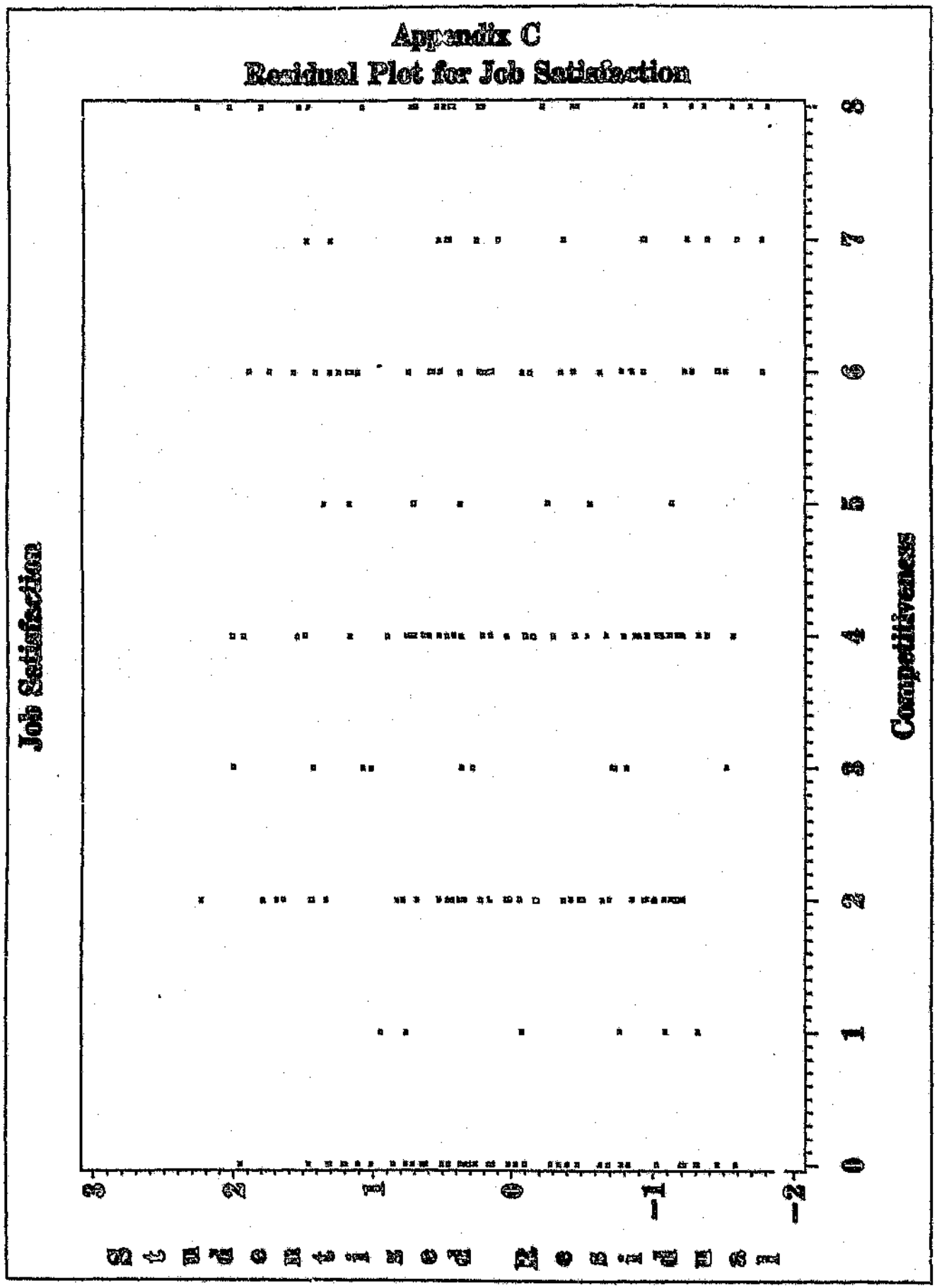
Appendix C
Residual Plot for Job Satisfaction



Appendix C
Residual Plot for Job Satisfaction

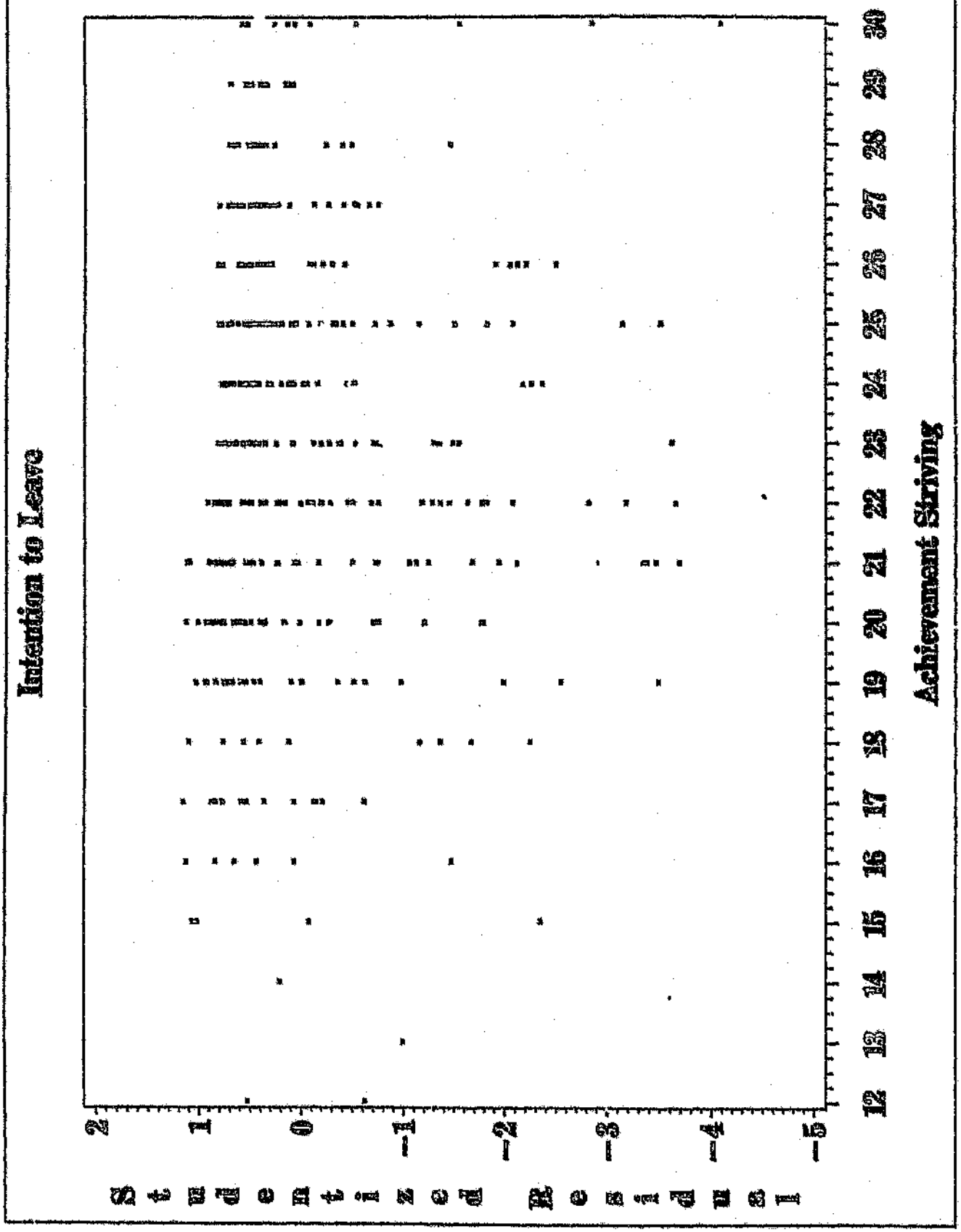
SAS 6.06 19/10/92 17:41:05 144WWBP MIKE 064

Appendix C
Residual Plot for Job Satisfaction



Appendix C

Residual Plot for Intention to Leave

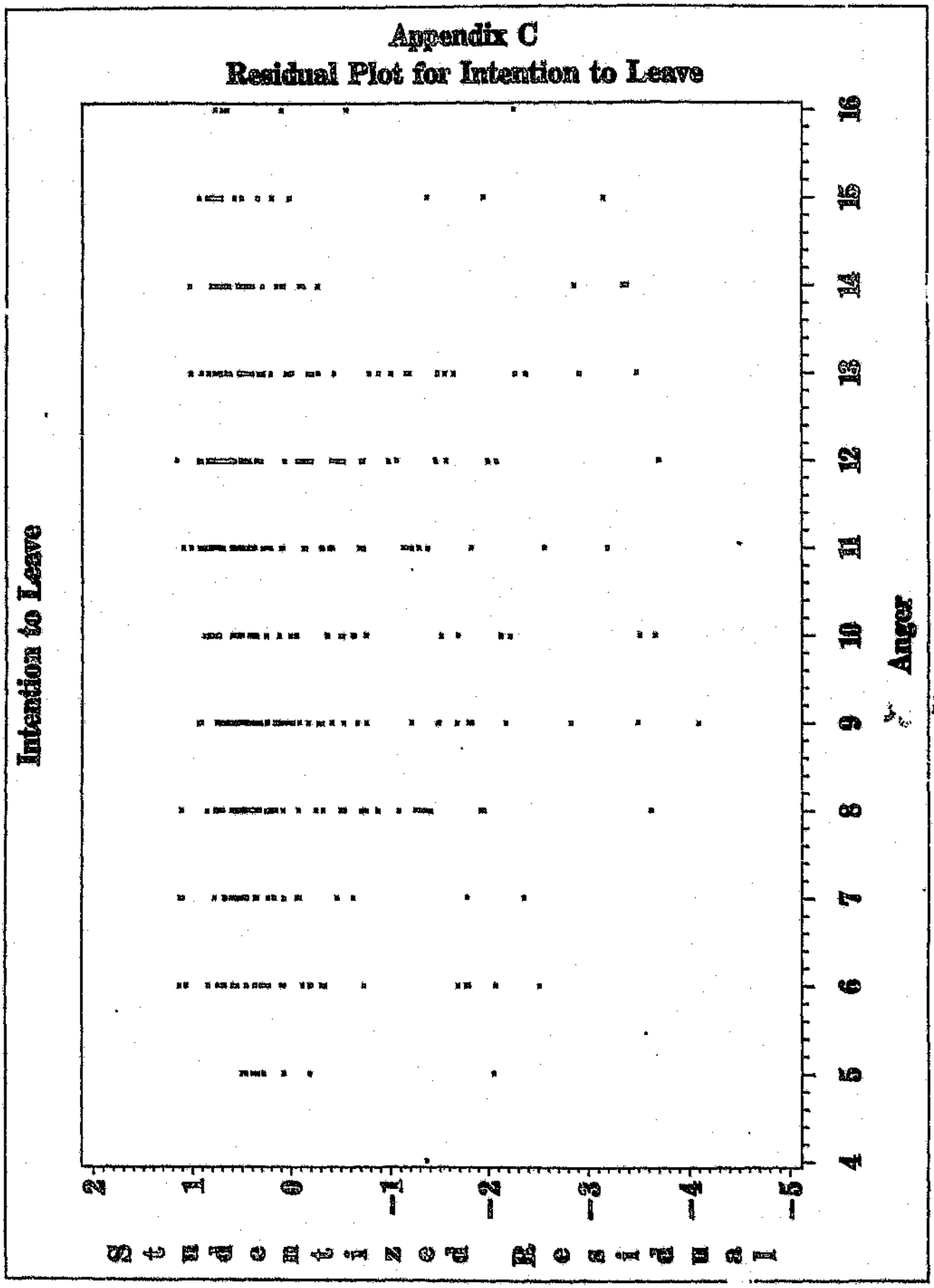


SAS 6.06 19/10/92 17:33:24 144WWBP MIKE 064

Appendix C
Residual Plot for Intention to Leave

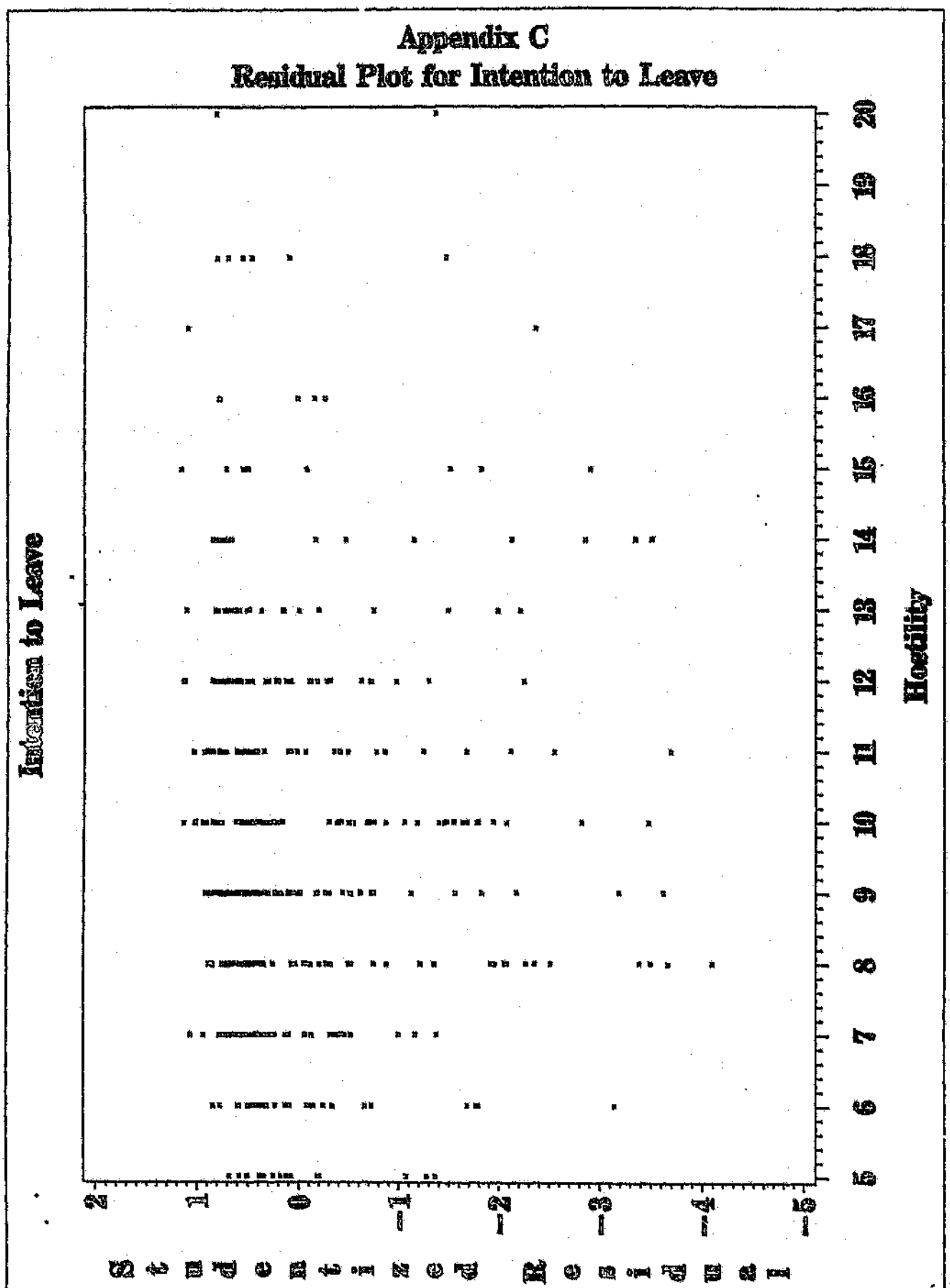
SAS 6.06 19/10/92 17:34:01 144WWBP MIKE 064

Appendix C
Residual Plot for Intention to Leave



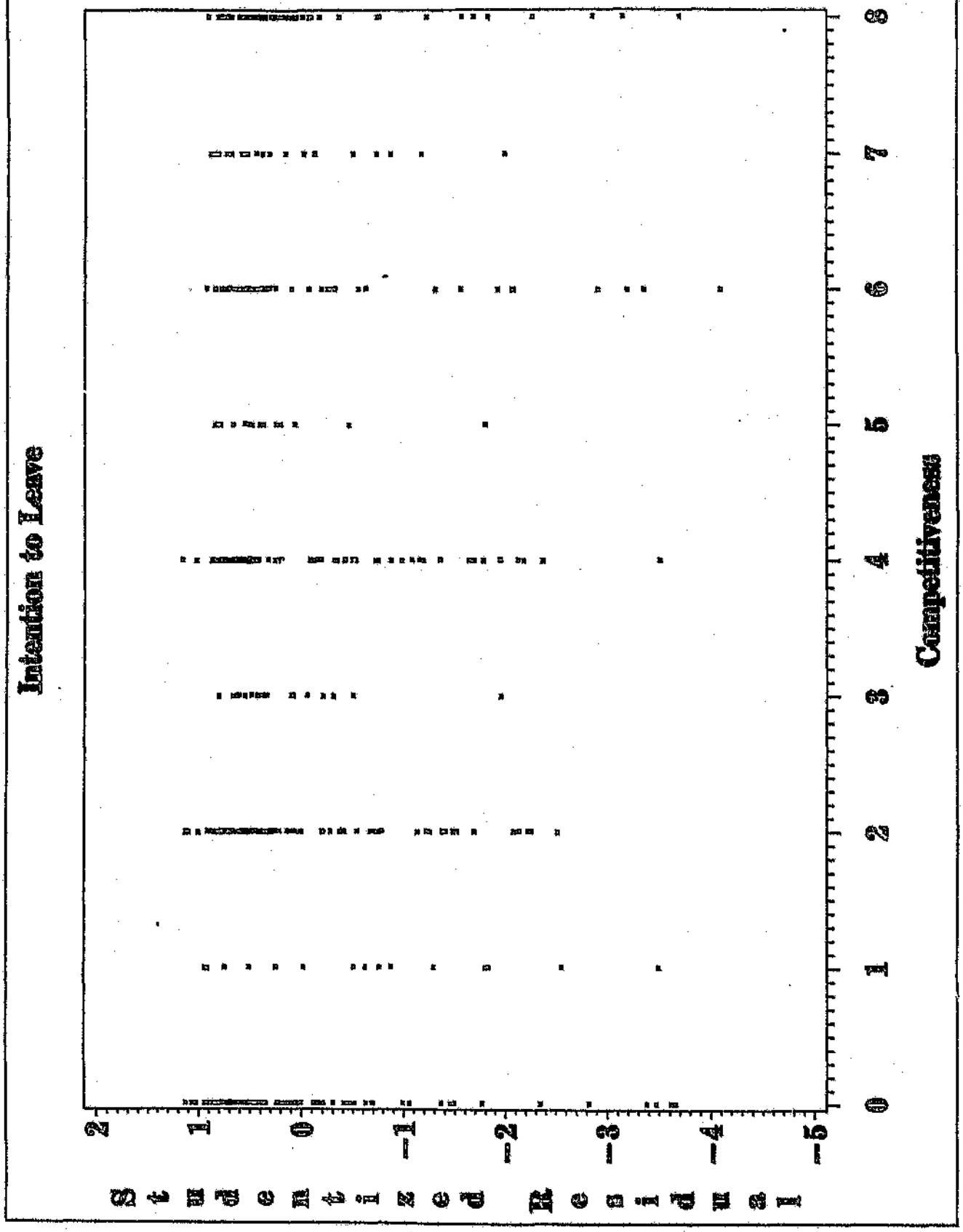
SAS 6.06 19/10/92 17:34:37 144WWBP MIKE 064

Appendix C
Residual Plot for Intention to Leave

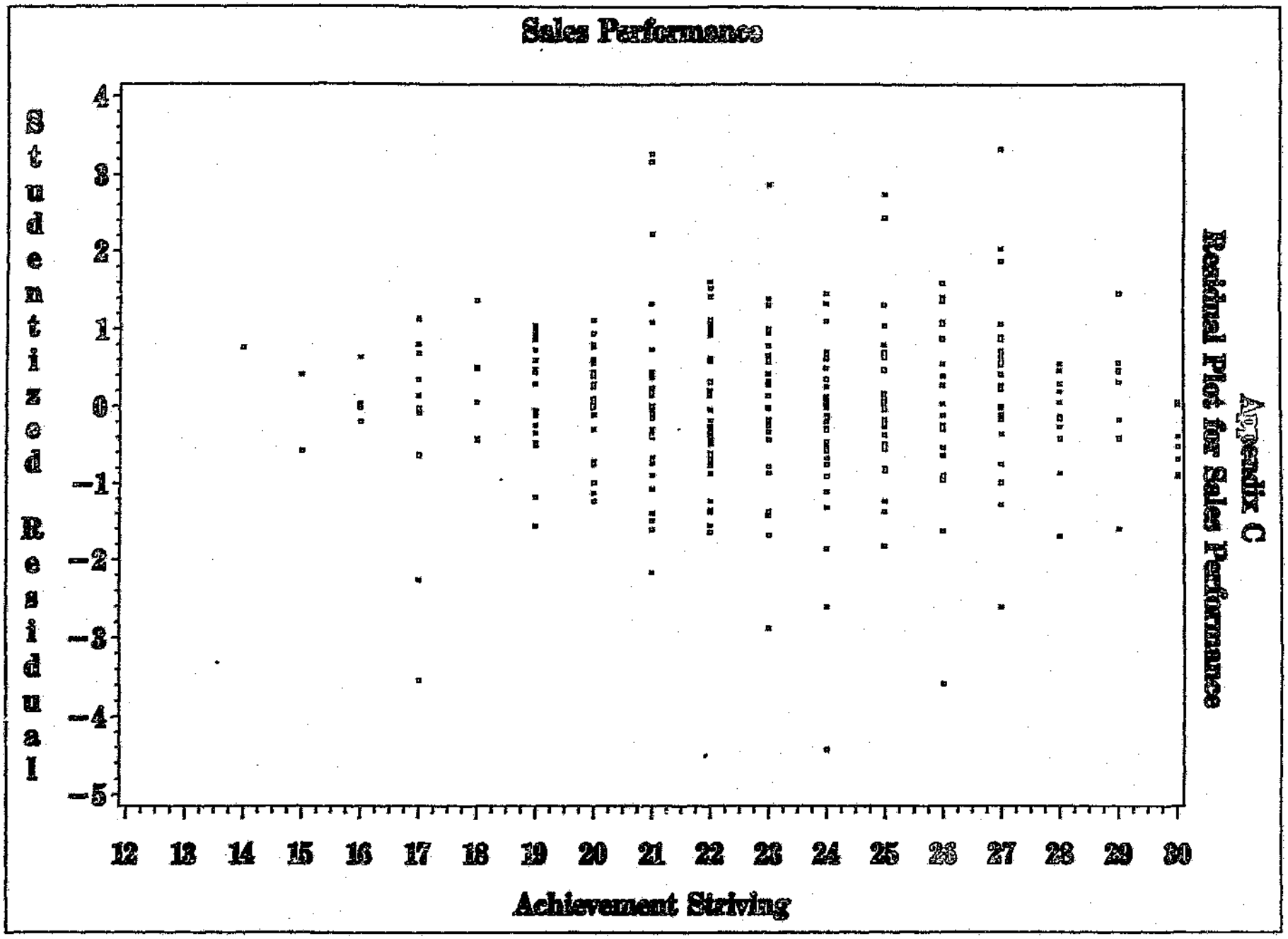


SAS 6.06 19/10/92 17:35:51 144WWBP MIKE 064

Appendix C
Residual Plot for Intention to Leave



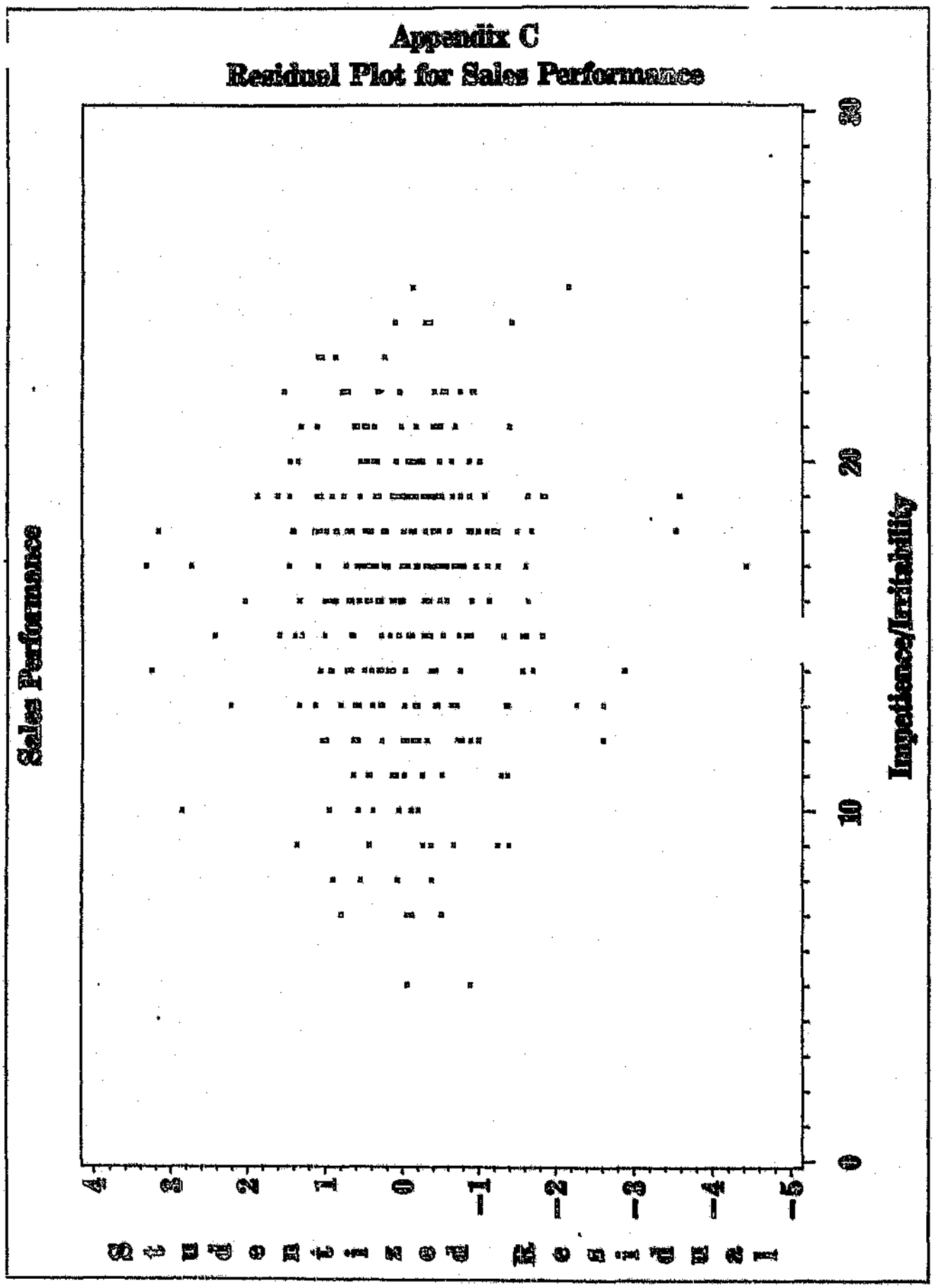
SAS 6.06 19/10/92 17: 35: 12 144WWBP MIKE 064



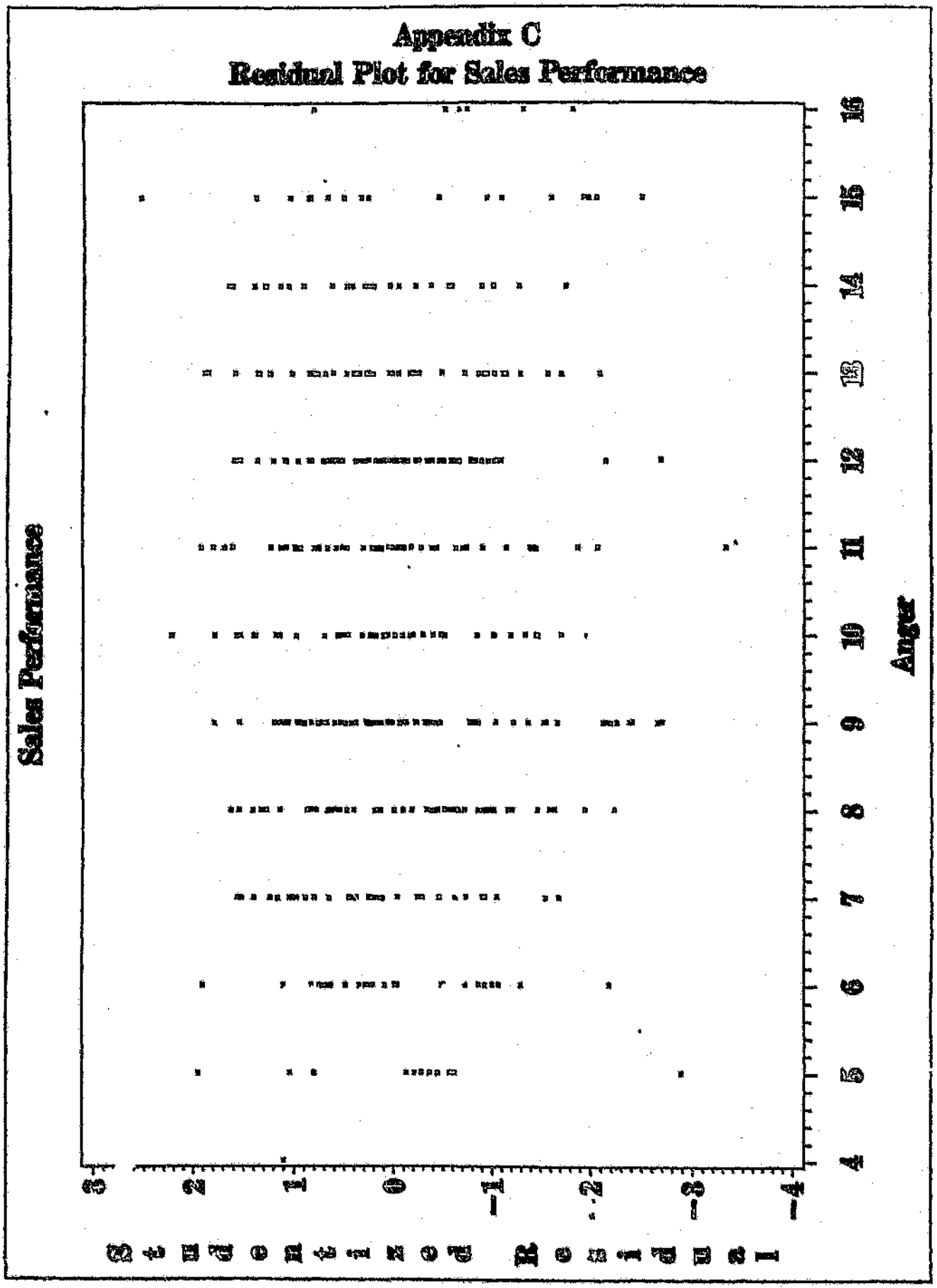
Appendix C
Residual Plot for Sales Performance

SAS 6.06 19/10/92 17:46:27 144WWBP MIKE 064

Appendix C
Residual Plot for Sales Performance



Appendix C
Residual Plot for Sales Performance

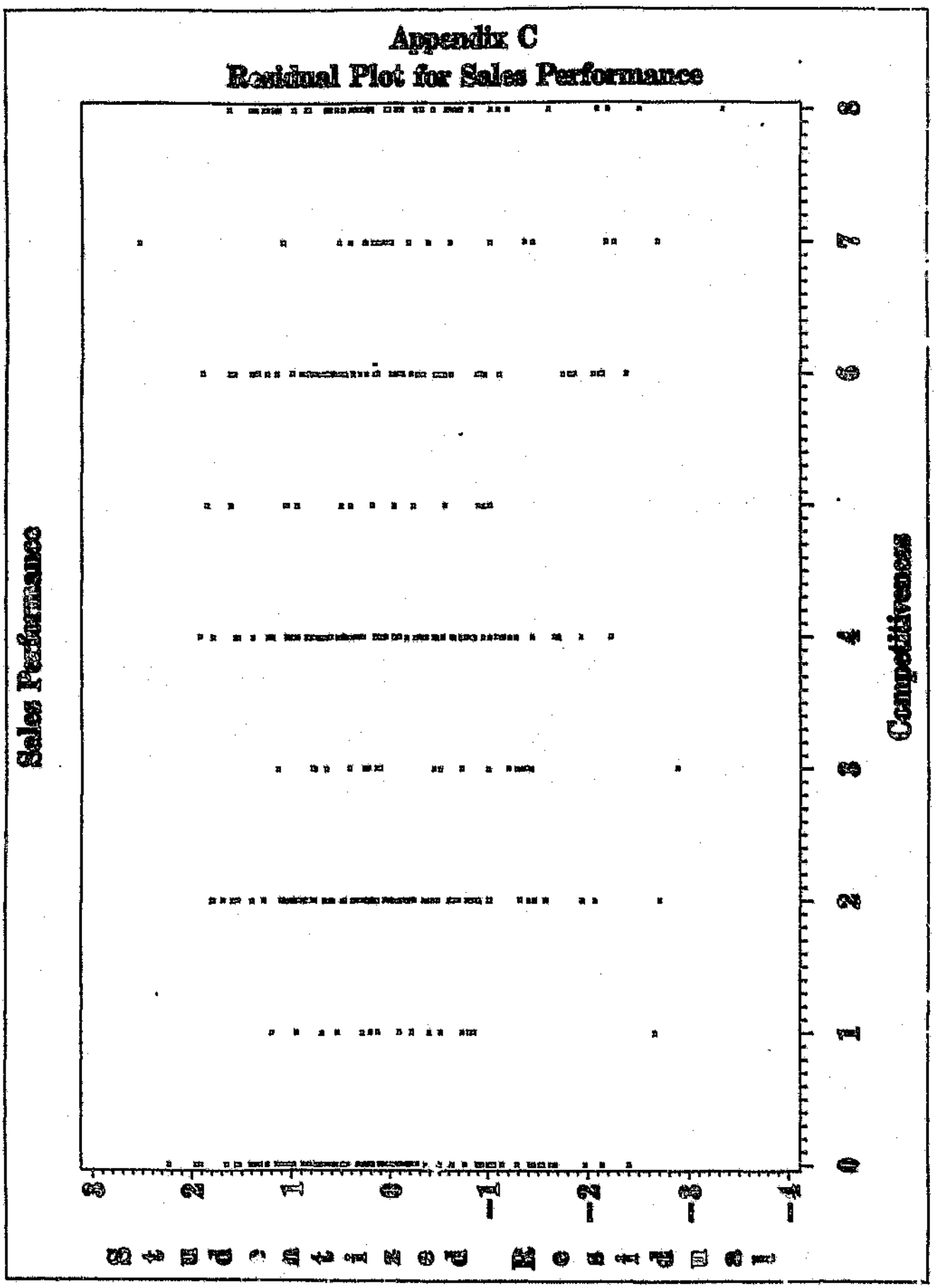


SAS 6.06 20/10/92 14: 57: 42 144WWBP MIKE 064

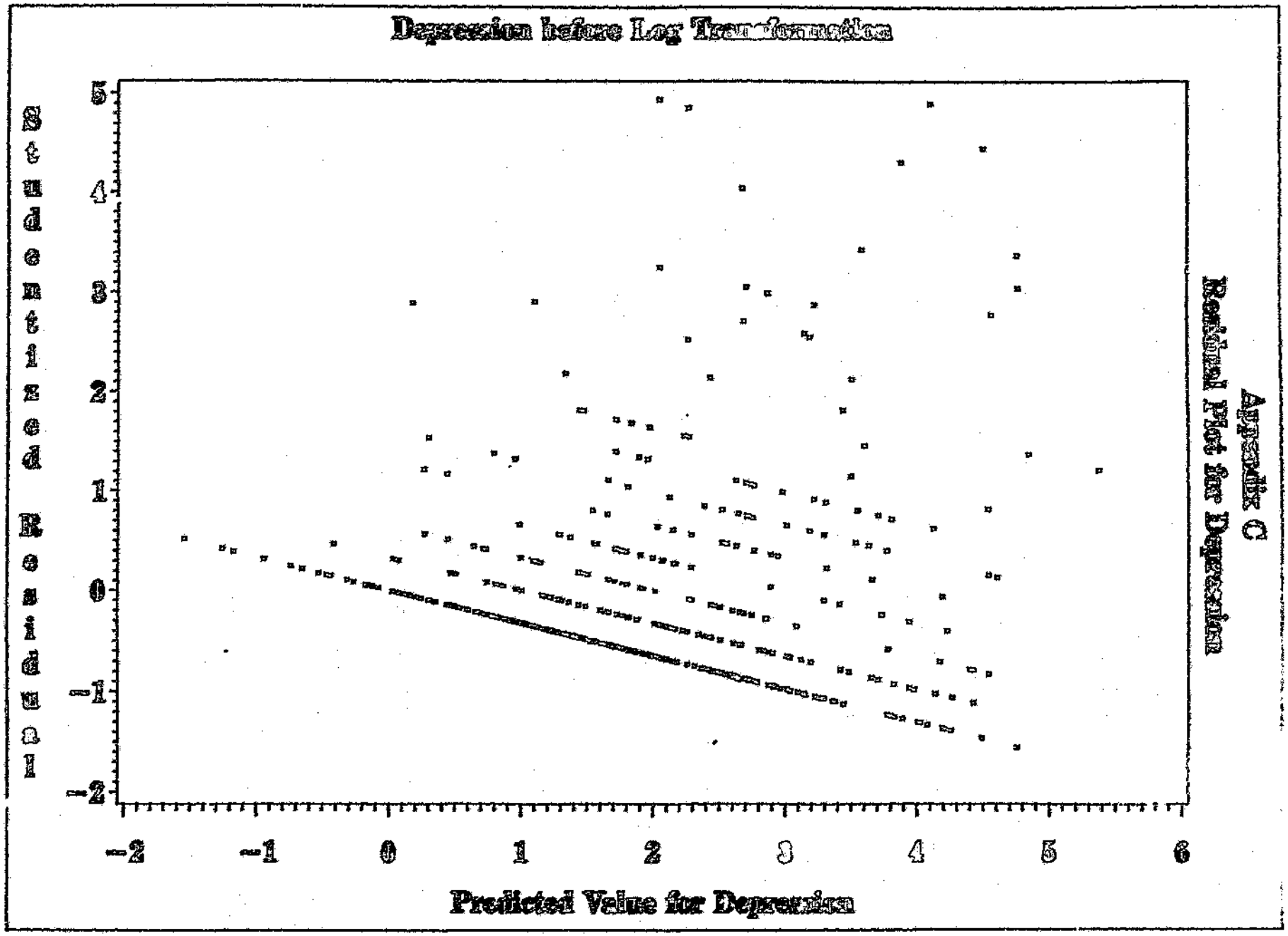
Appendix C
Residual Plot for Sales Performance

SAS 6.06 20/10/92 14:57:57 144WNBF MIKE 064

Appendix C
Residual Plot for Sales Performance

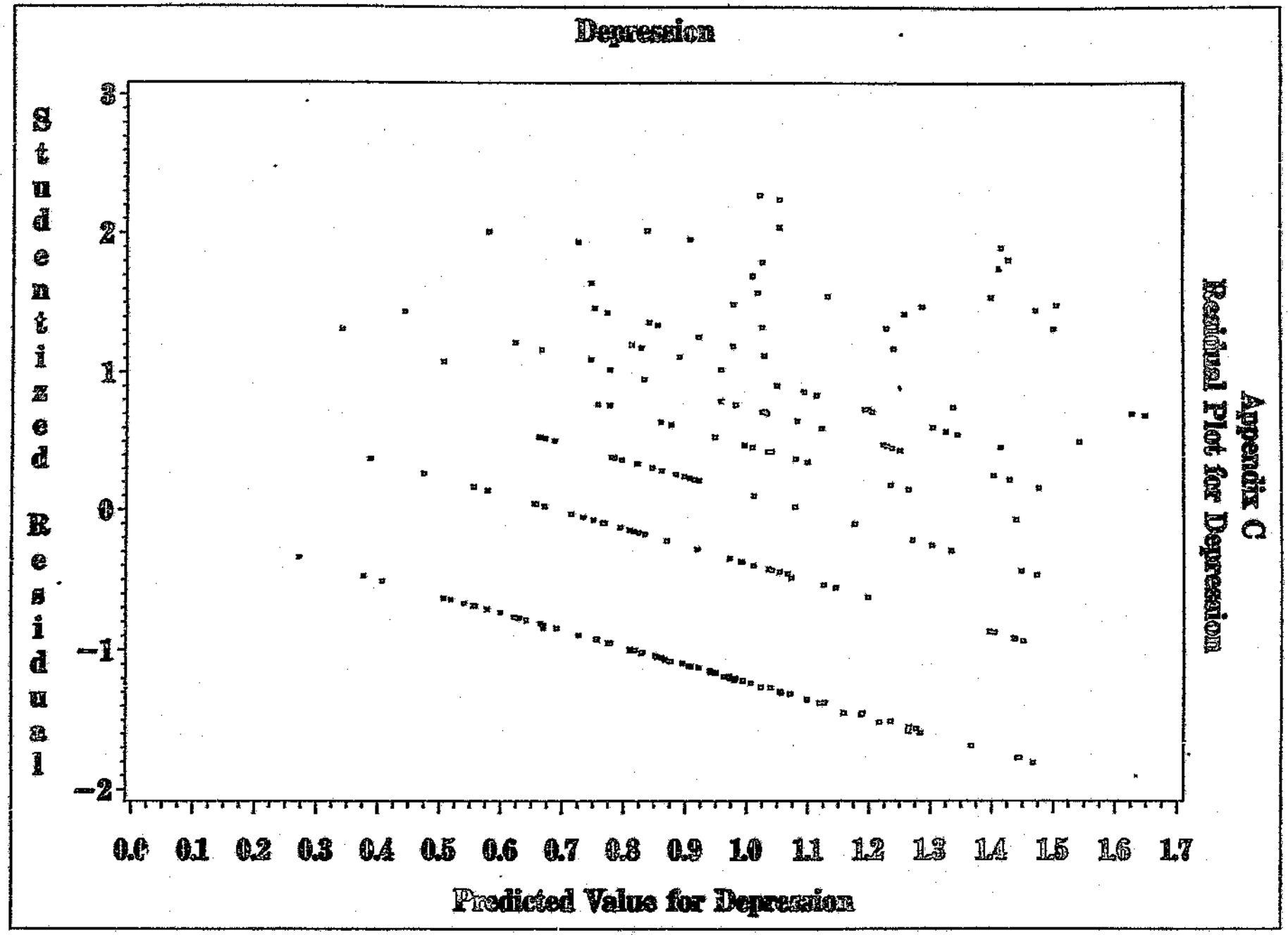


SAS 6.06 20/10/92 14:57:49 144WWBP MIKE 064



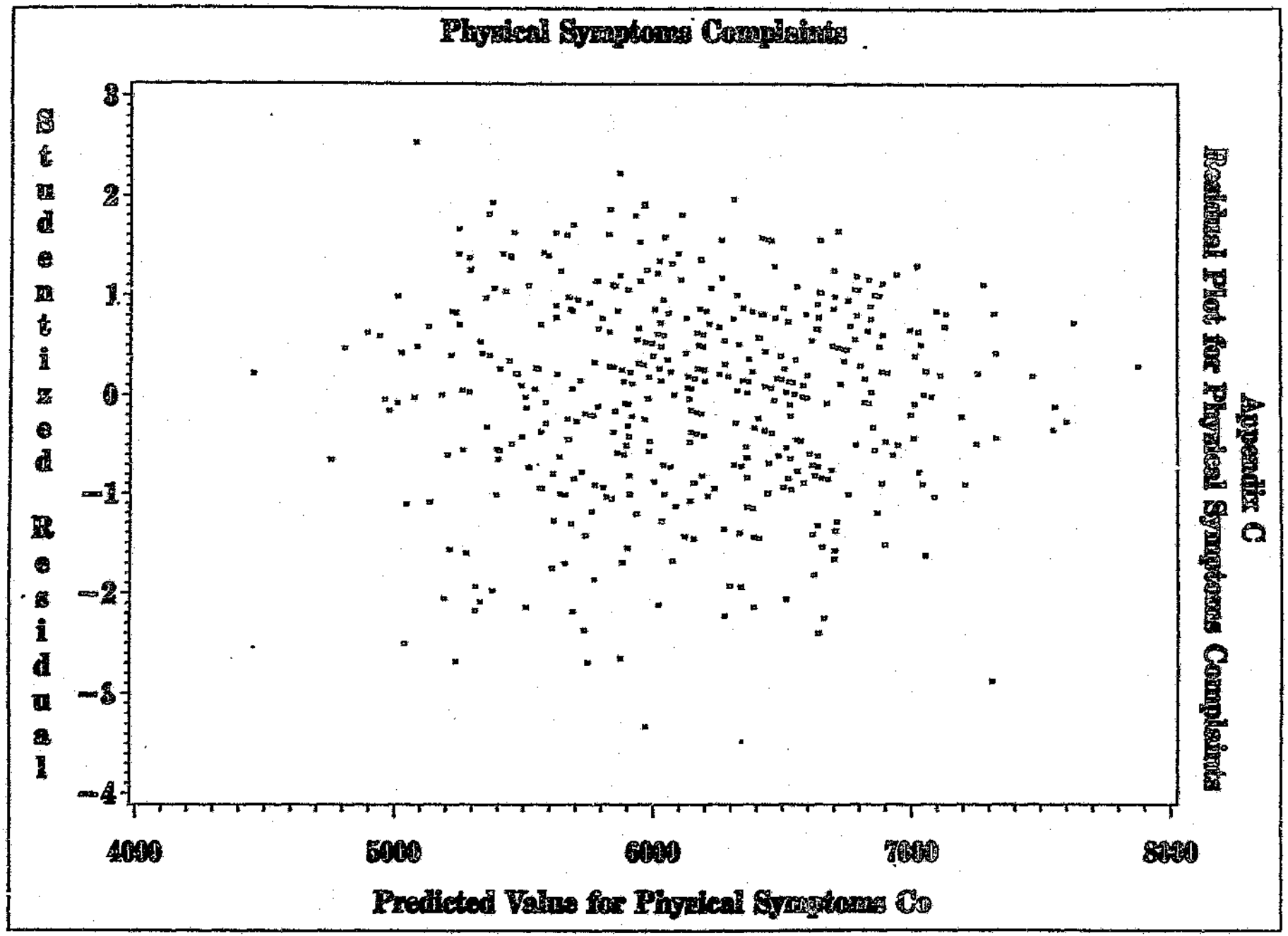
Appendix C
Residual Plot for Depression

SAS 6.06 02/11/92 15:48:13 144WNBP MIKE 064

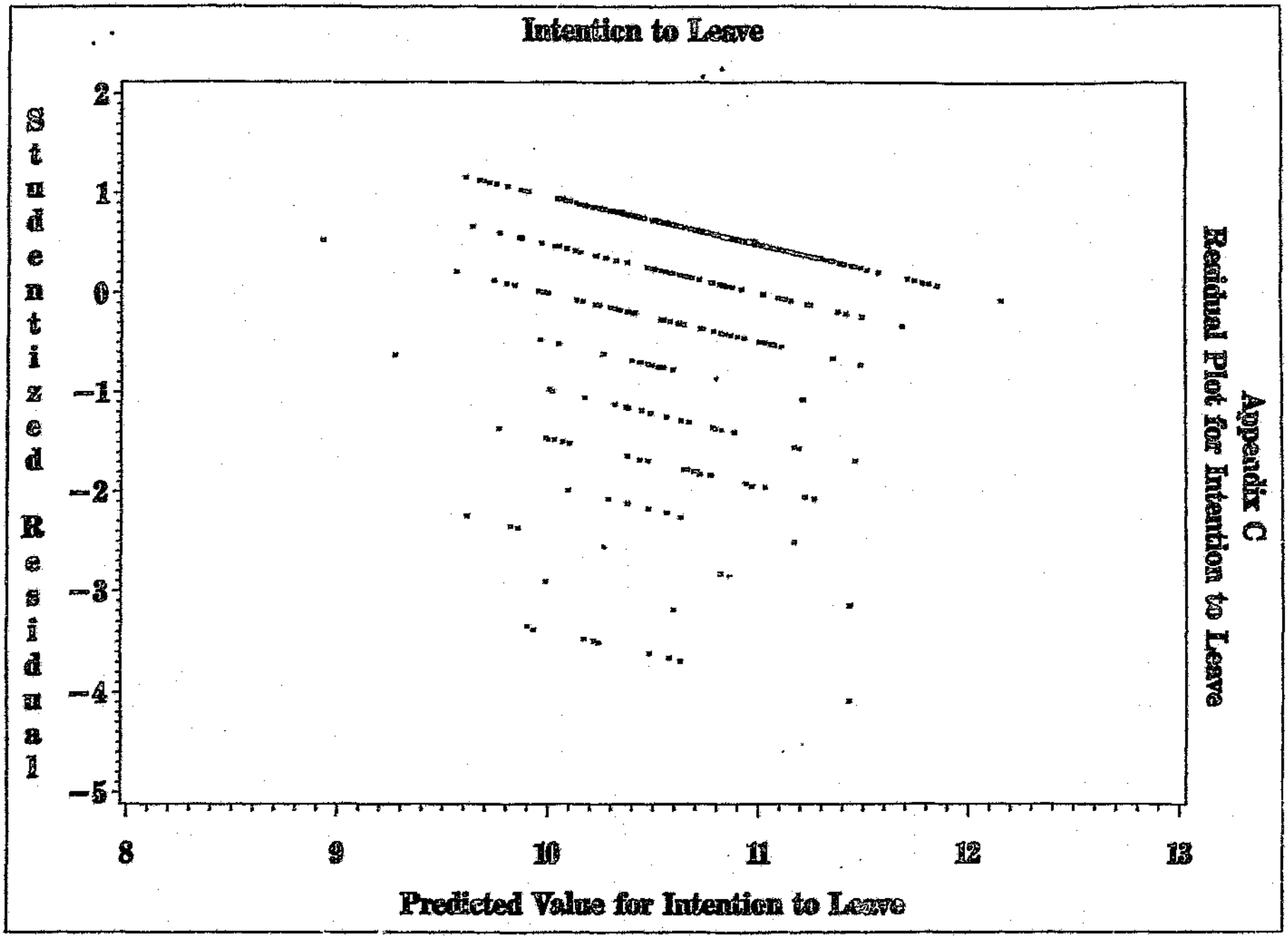


Appendix C
Residual Plot for Depression

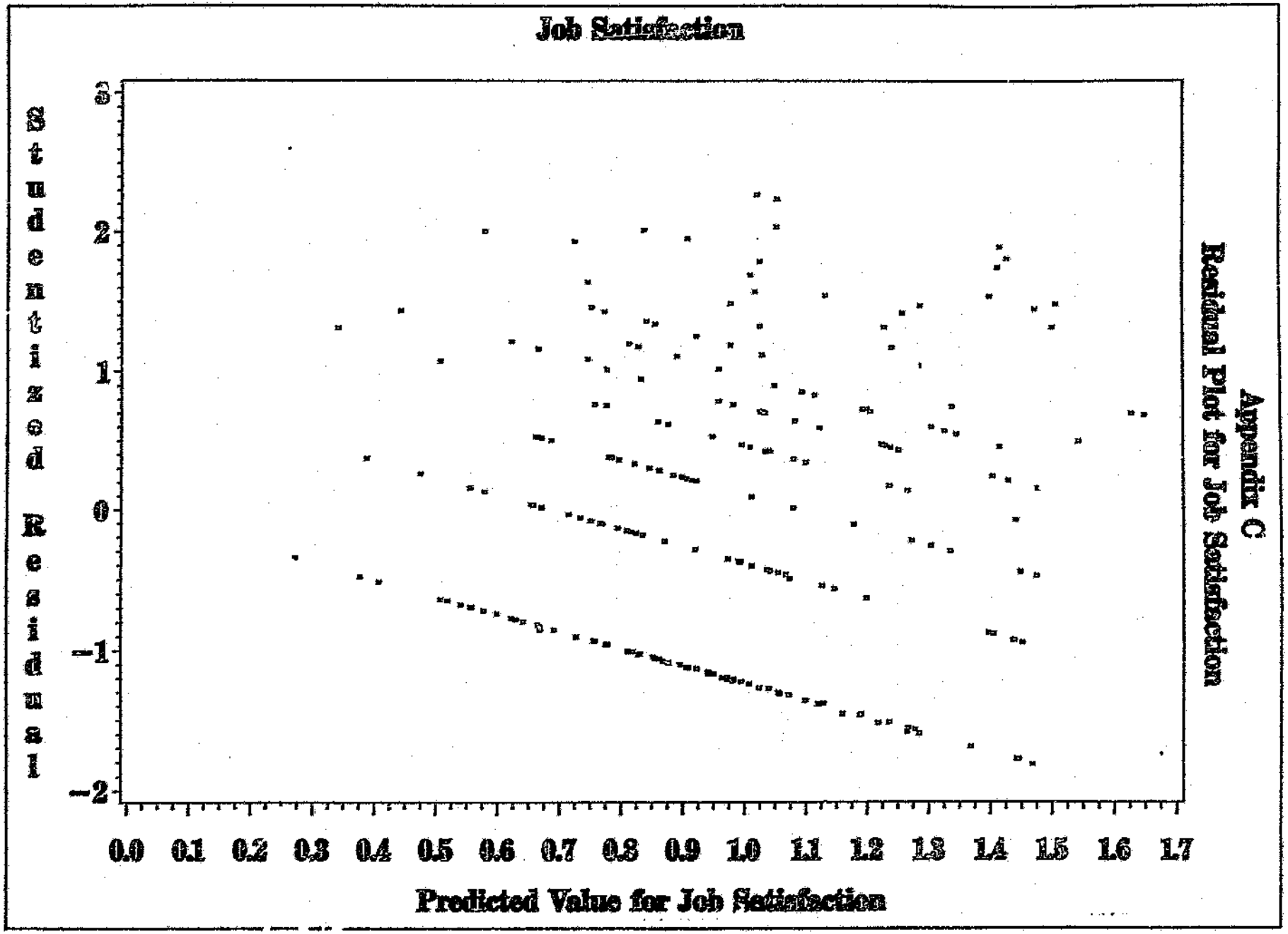
SAS 6.06 19/10/92 17:25:11 144WWBP MIKE 064



SAS 6.06 20/10/92 14:54:08 144WWBP MIKE 064

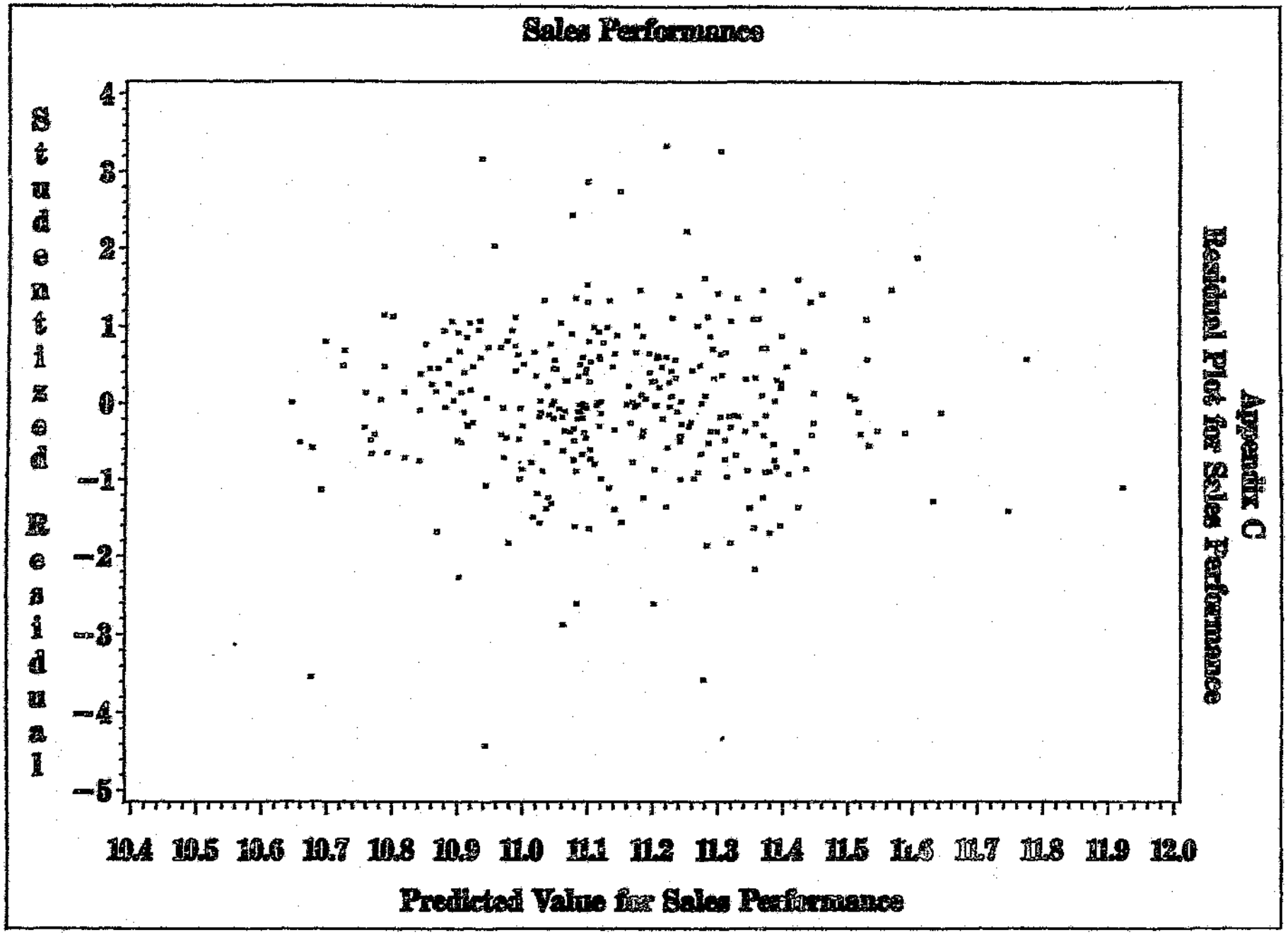


SAS 6.06 19/10/92 17:32:45 144WWBP MIKE 064



Appendix C
Residual Plot for Job Satisfaction

SAS 6.06 20/10/92 14:48:31 '44WWBP MIKE 064

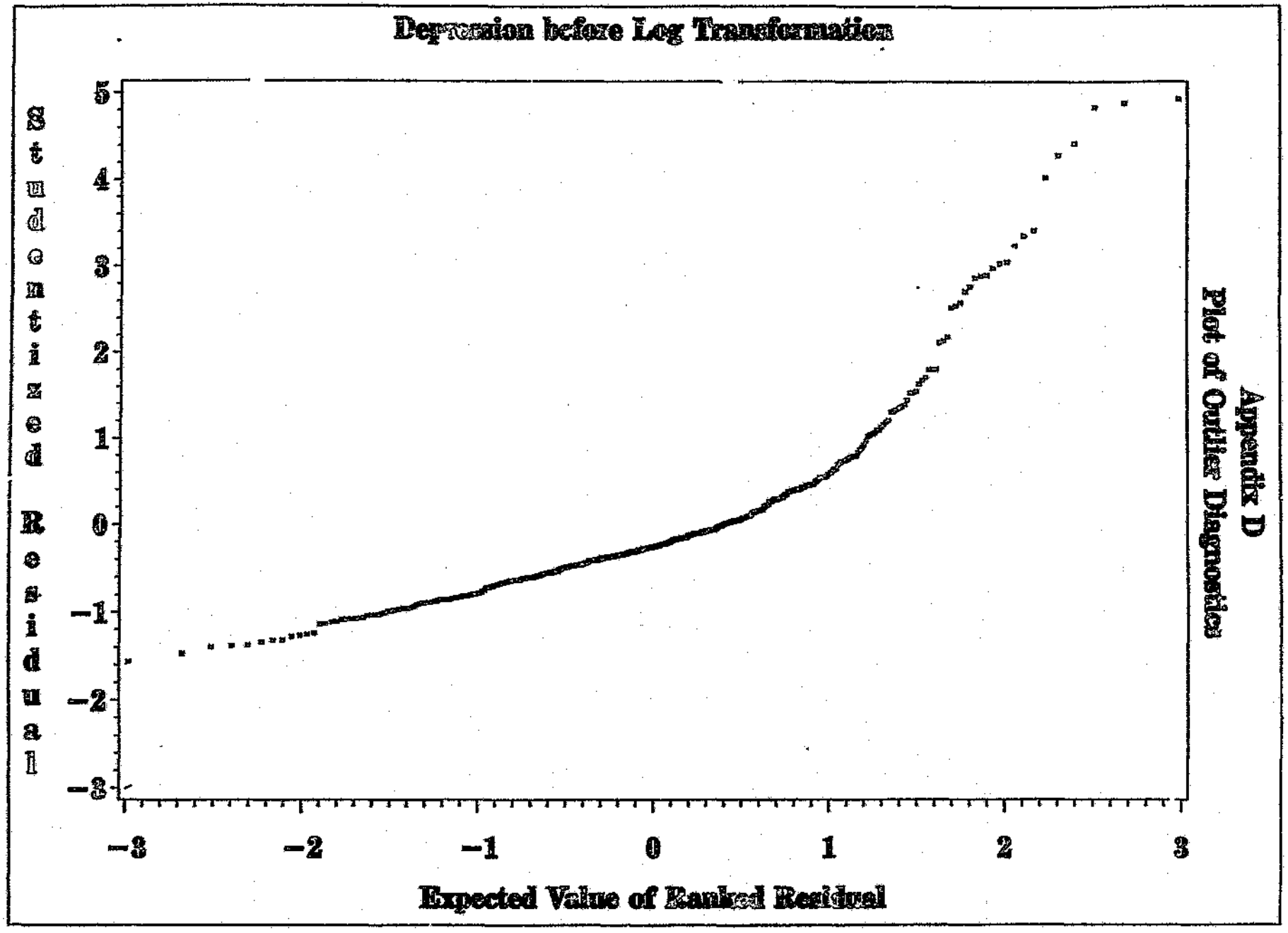


Appendix C
Residual Plot for Sales Performance

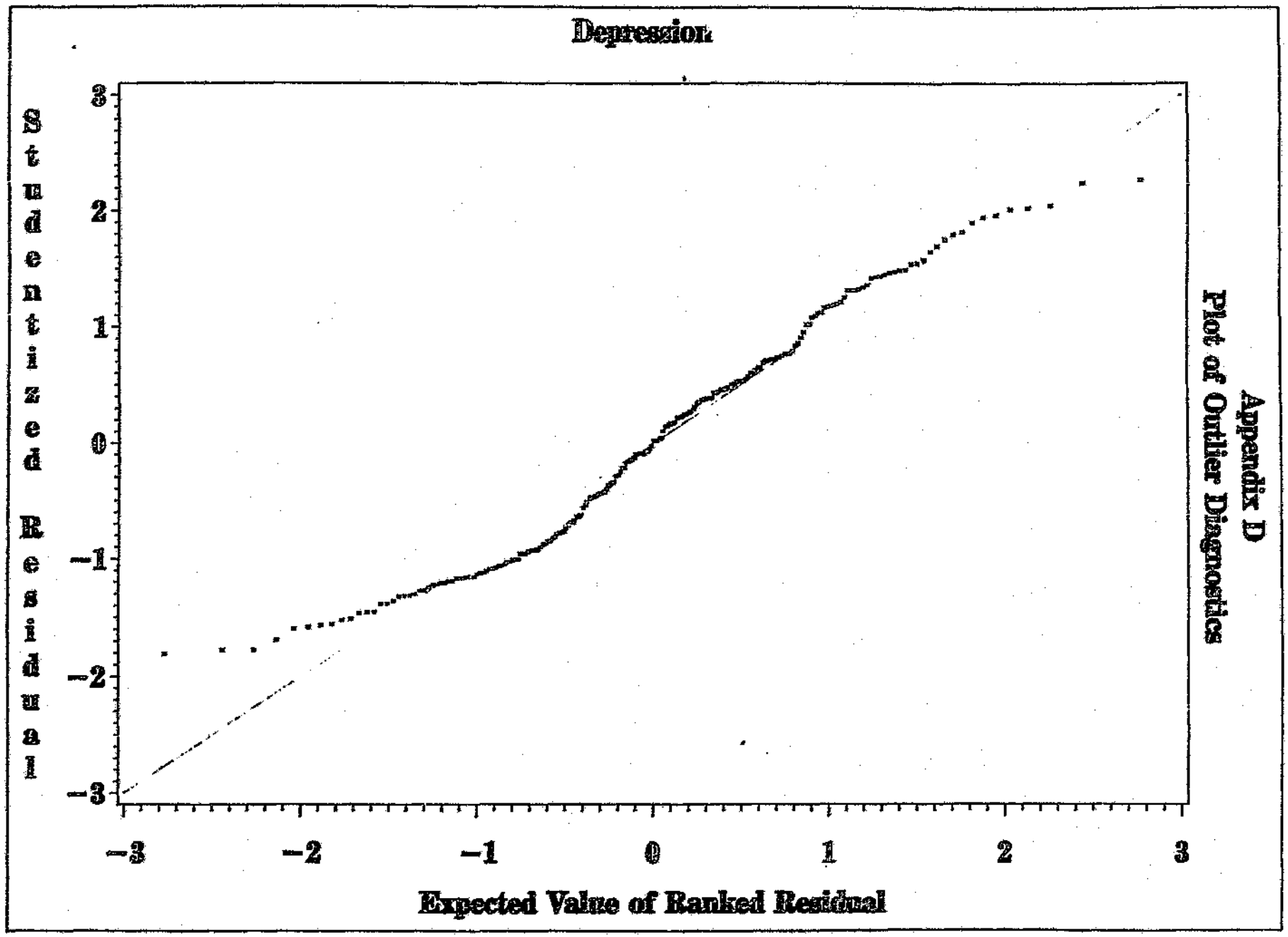
SAS 6.06 19/10/92 17:46:09 144WNBP MIKE 064

Appendix D

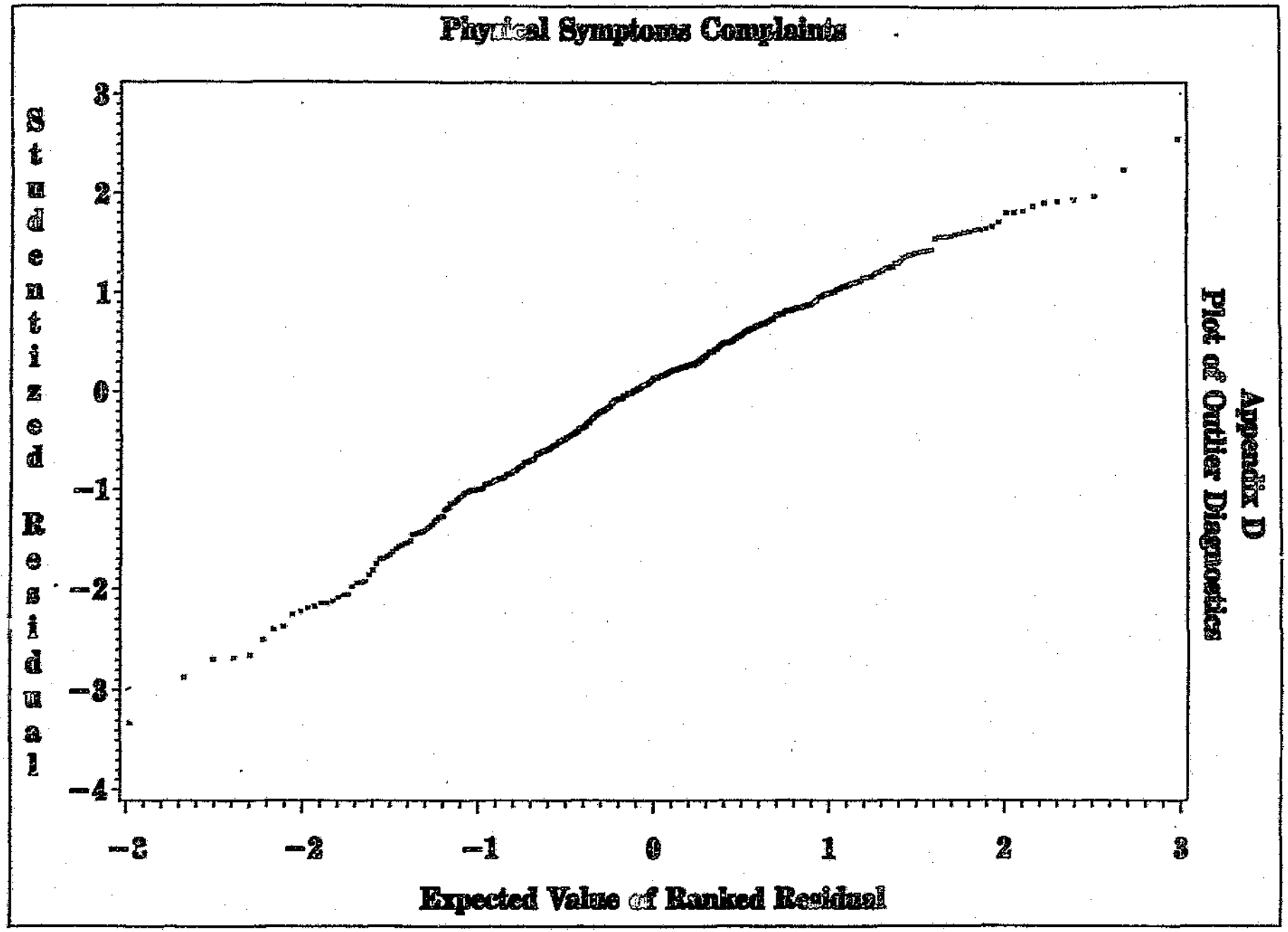
Residual Plots to Test the Assumption of Normality



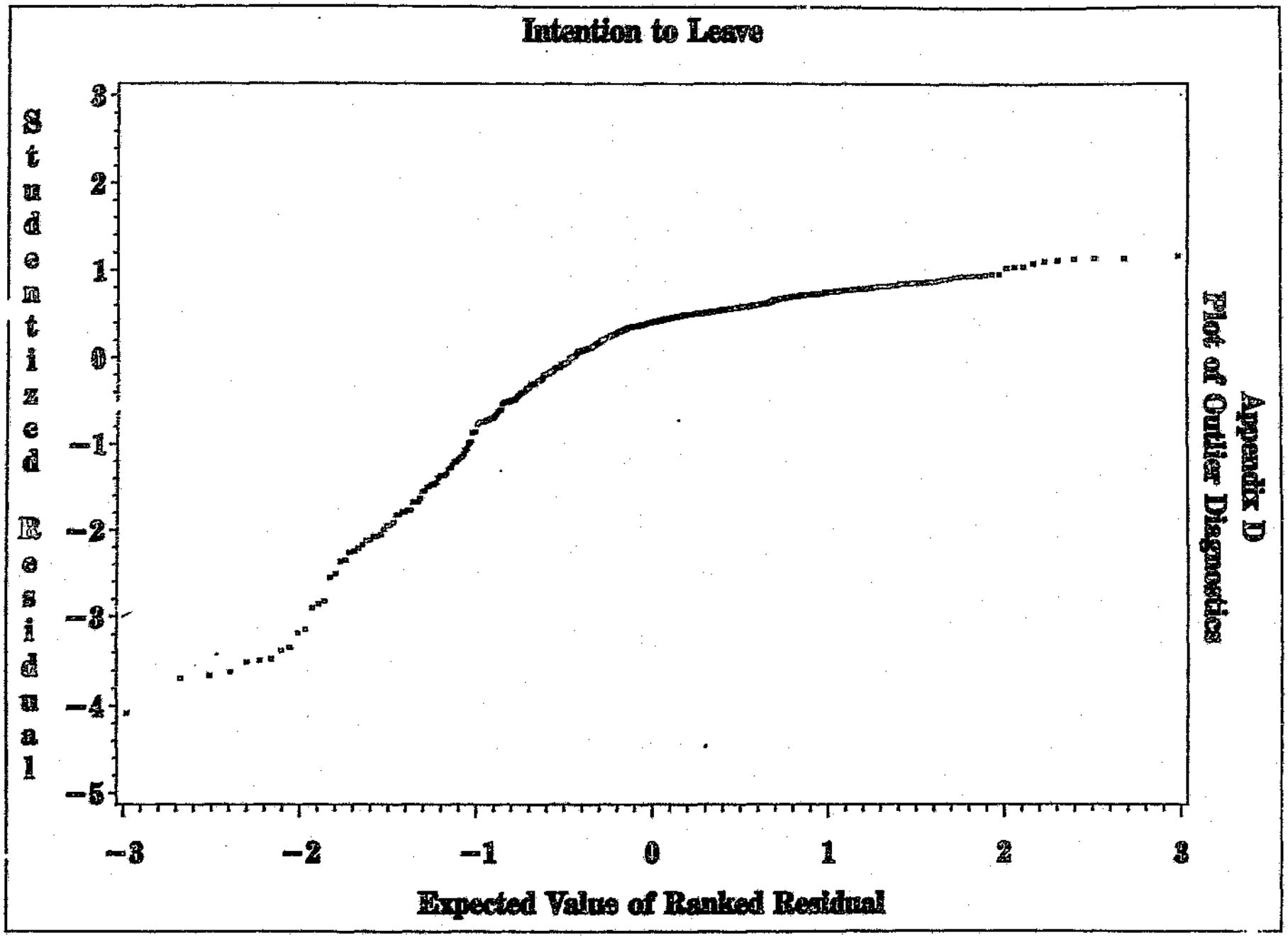
SAS 6.06 02/11/92 15:48:40 144WWBP MIKE 064

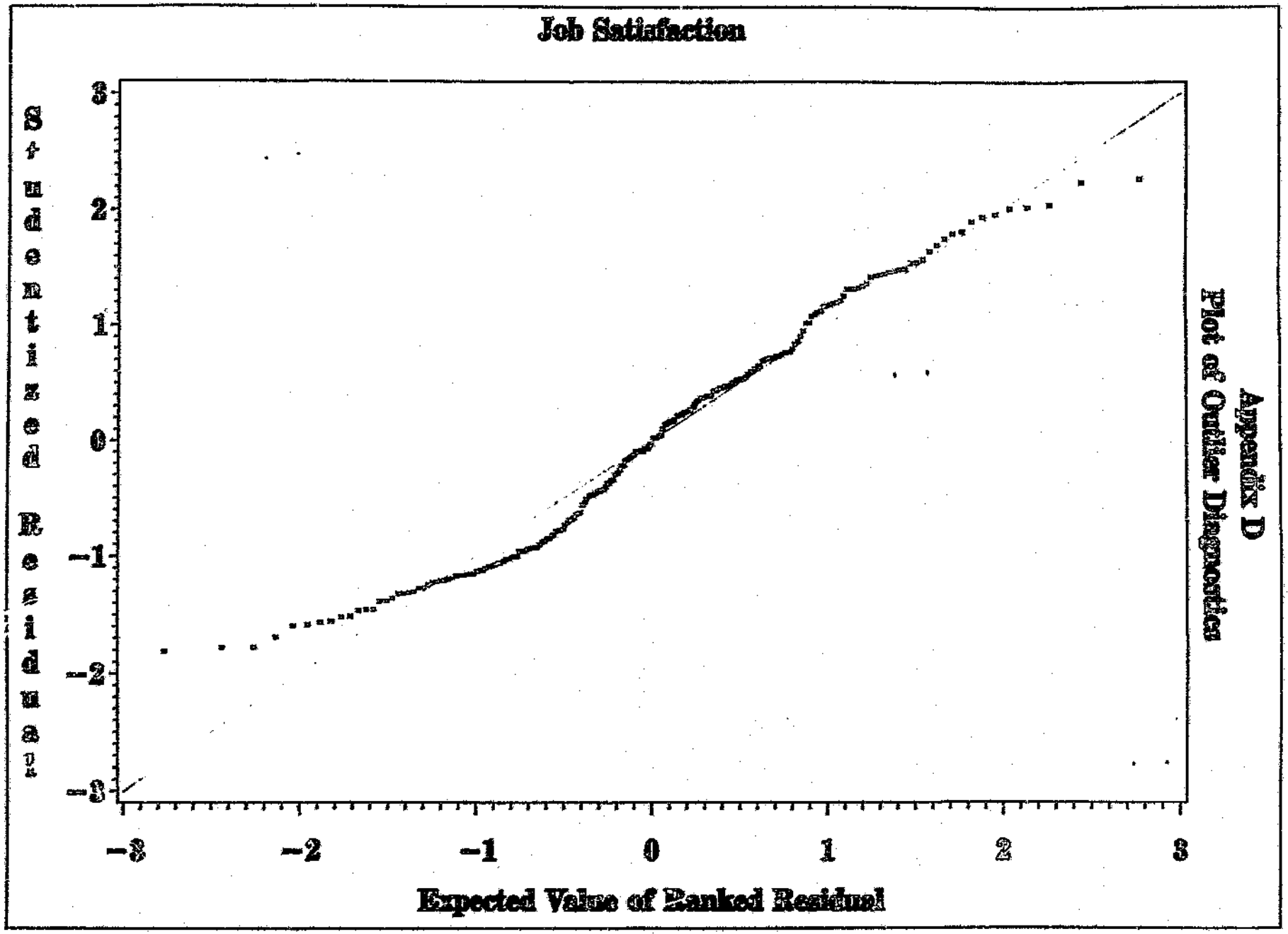


SAS 6.06 19/10/92 17:32:03 144WWBP MIKE 064

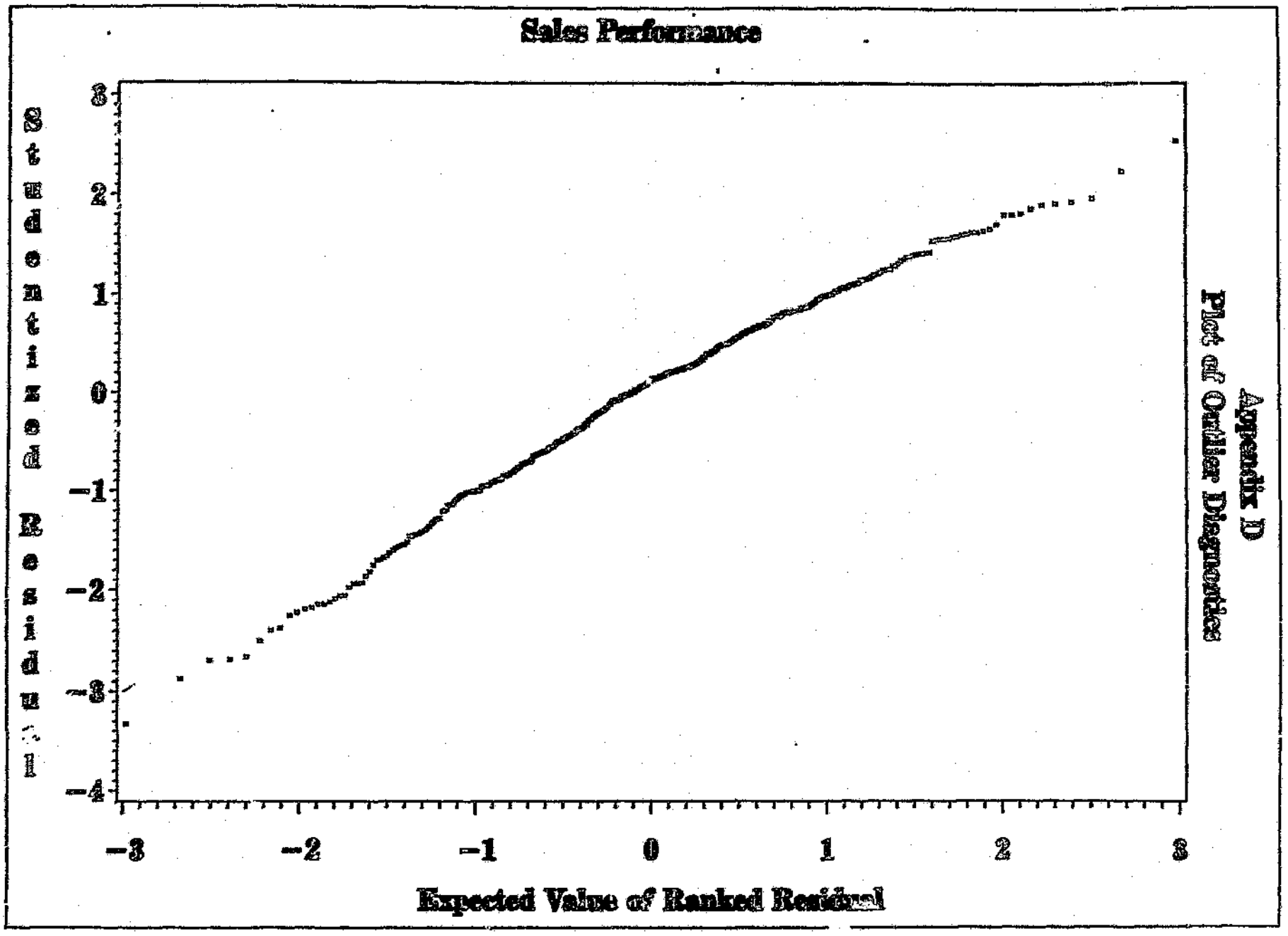


SAS 6.06 19/10/92 17:45:53 144WWBP MIKE 064


Intention to Leave
Studentized Residual
3
2
1
0
−1
−2
−3
−4
−5
−3
−2
−1
0
1
2
3
Expected Value of Ranked Residual



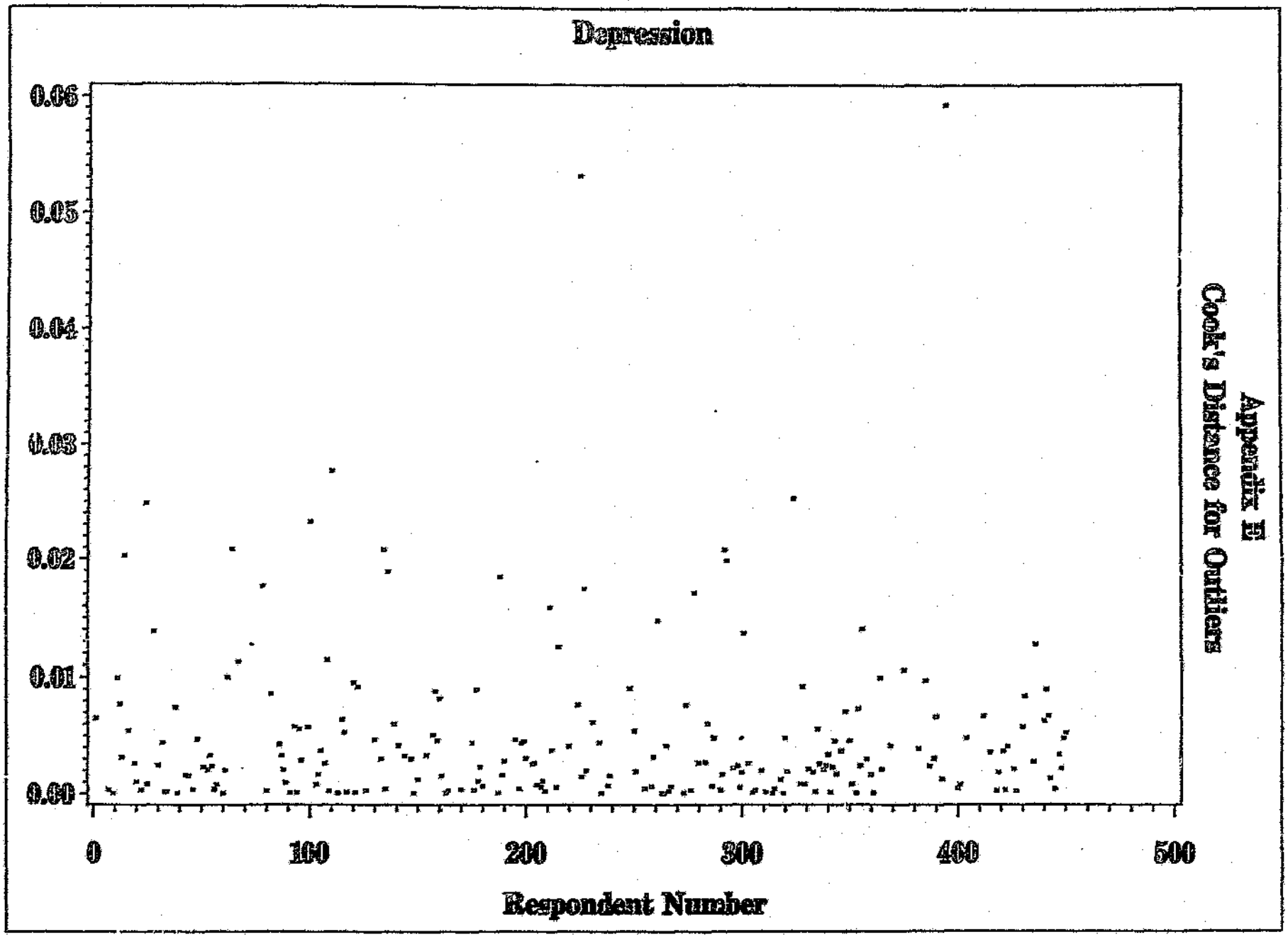
SAS 6.06 20/10/92 14:53:35 144WWBP MIKE 064



SAS 6.06 20/10/92 14:58:20 144WNBP MIKE 064

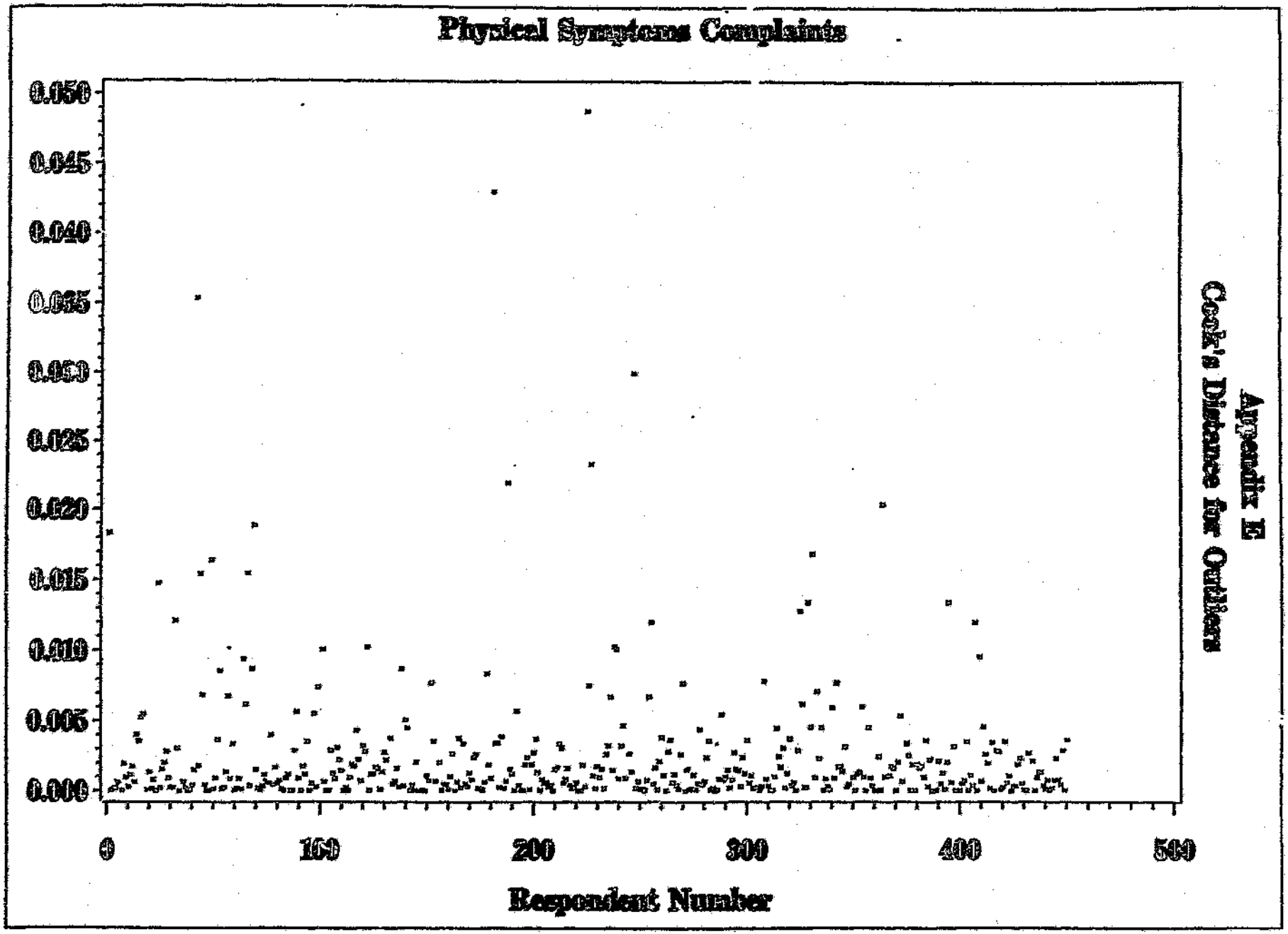
Appendix E

Outlier Diagnostic Test of Cook's D to Test the Presence of Potential Outliers



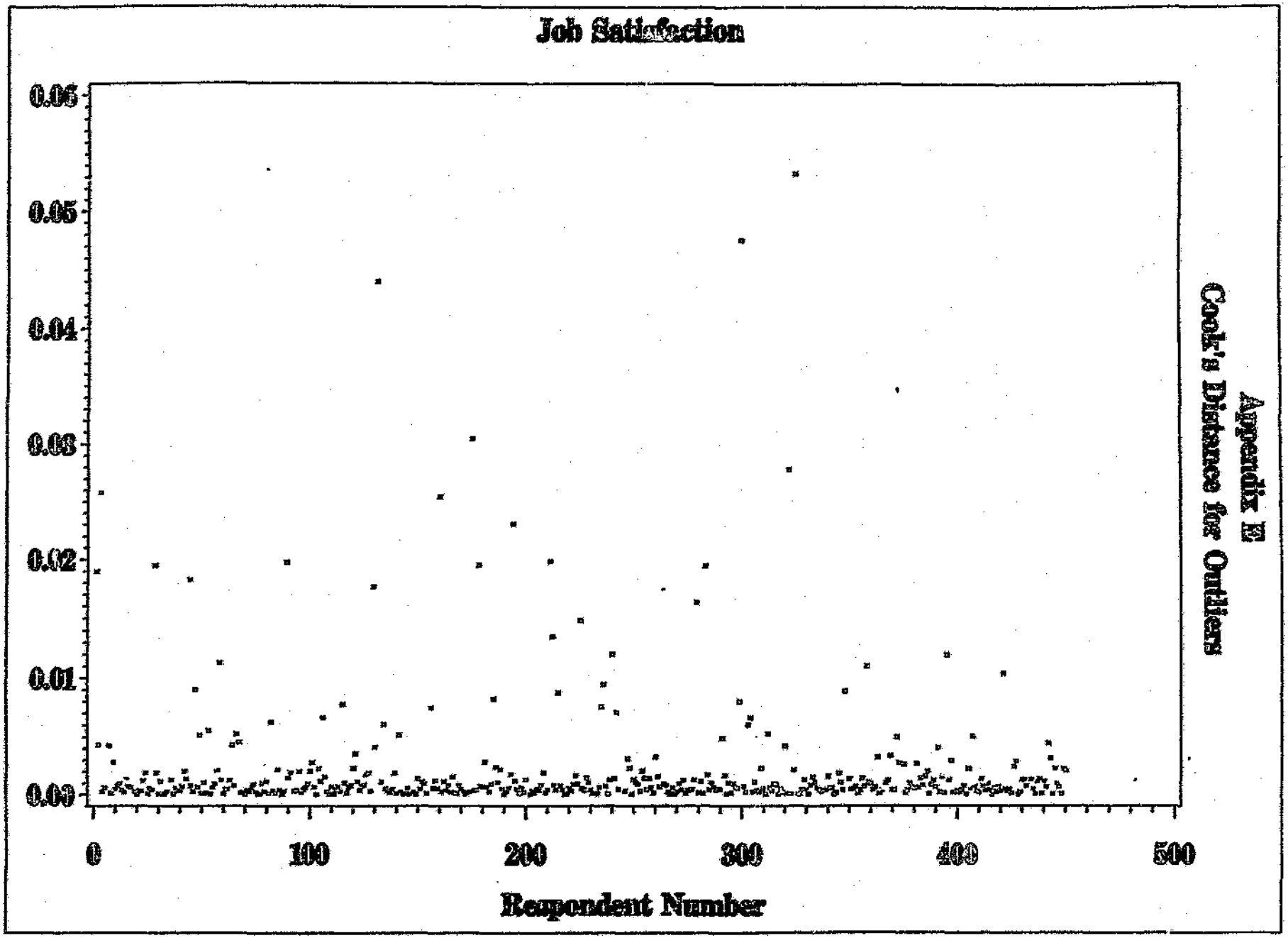
Appendix E

SAS 6.06 19/10/_2 17:30:00 144WWBP MIKE 064



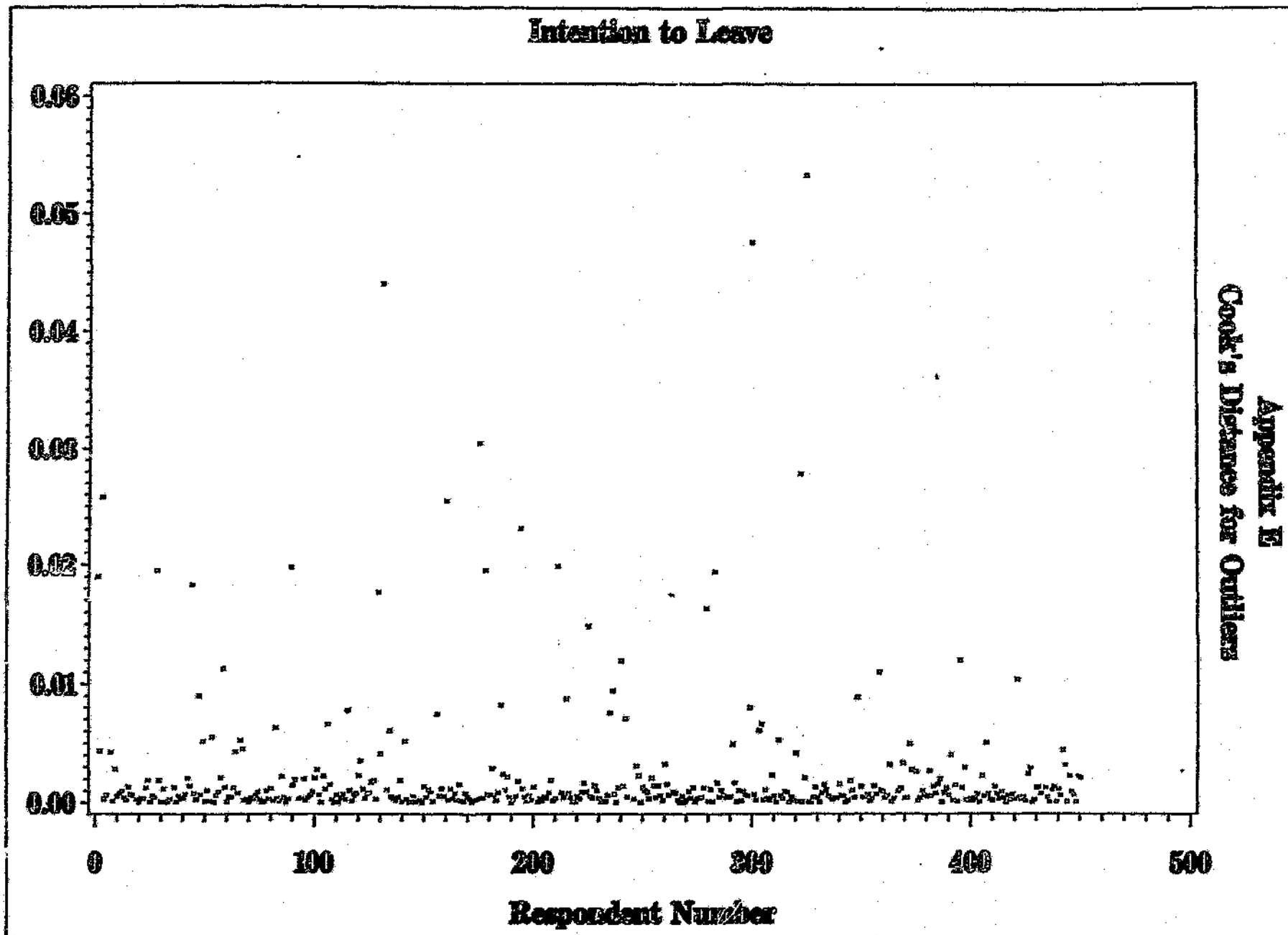
Appendix E

SAS 6.06 20/10/92 14:56:07 144WWBP MIKE 064



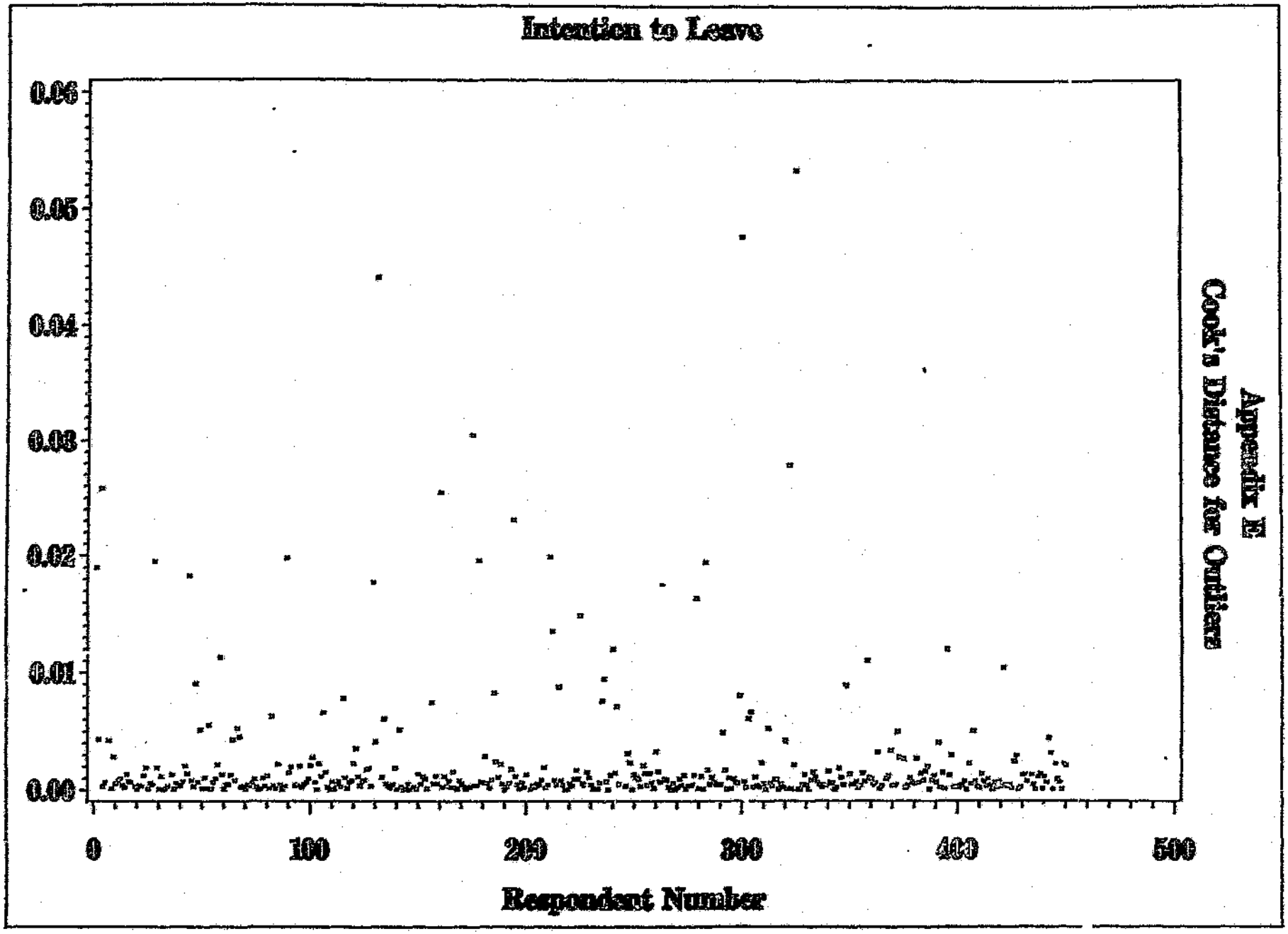
Appendix E

SAS 6.06 19/10/92 17:41:39 144WWBP MIKE 064



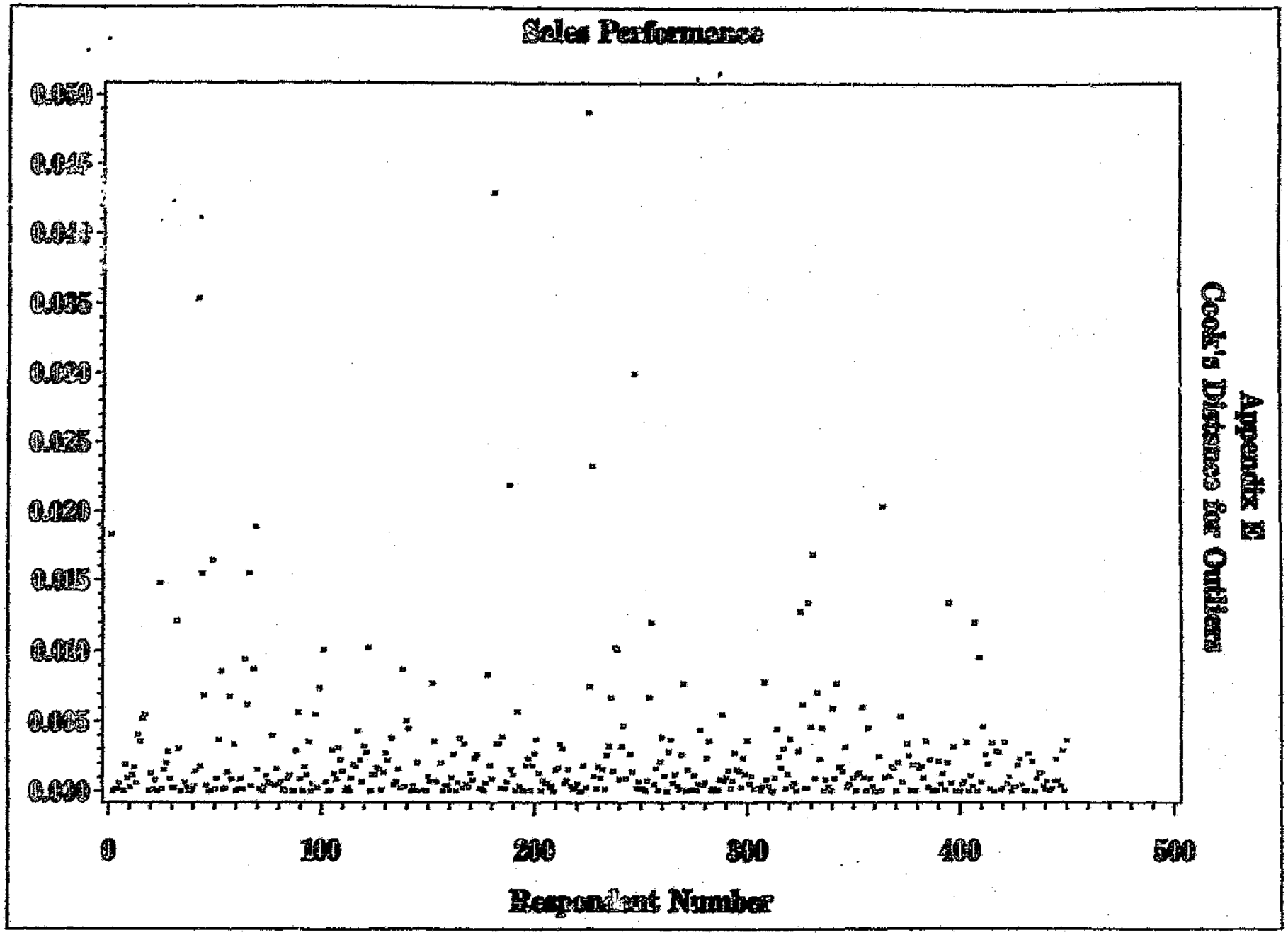
Appendix E

SAS 6.06 19/10/92 17:36:25 144WWBP MIKE 064



Appendix E

SAS 6.06 19/10/92 17:36:25 144WWBP MIKE 064



Appendix E

SAS 6.06 20/10/92 14:58:03 144WWBP MIKE 064

Appendix F

Stepwise Regression for Physical Symptoms Complaints by the Tenth Standard Percentile of Hostility Scores for the Main Study

Stepwise regression for physical symptoms complaints using the tenth percentile of hostility scores (N = 63).

Variable entering equation	R^2	$R^2\Delta$	β	F-Statistic	df
Covariate					
sex					1/61
race					1/61
age					1/61
Tenure	,02	,02			1/61
Predictor variable					
Hostility	,24	,22	1,09	23,44**	1/60

Stepwise regression for physical symptoms complaints using the tenth percentile of hostility scores (N = 63).

Variable entering equation	R^2	$R^2\Delta$	β	F-Statistic	df
Covariate					
sex					1/61
race					1/61
age					1/61
Tenure	,02	,02			1/61
Predictor variable					
Hostility	,24	,22	1,09	23,44**	1/60

Author: Burns Warren.
Name of thesis: Correlates of the multidimensional components of Type A behaviour.

PUBLISHER:
University of the Witwatersrand, Johannesburg
©2015

LEGALNOTICES:

Copyright Notice: All materials on the University of the Witwatersrand, Johannesburg Library website are protected by South African copyright law and may not be distributed, transmitted, displayed or otherwise published in any format, without the prior written permission of the copyright owner.

Disclaimer and Terms of Use: Provided that you maintain all copyright and other notices contained therein, you may download material (one machine readable copy and one print copy per page)for your personal and/or educational non-commercial use only.

The University of the Witwatersrand, Johannesburg, is not responsible for any errors or omissions and excludes any and all liability for any errors in or omissions from the information on the Library website.