

Stephen G. Green
Basil S. Turner Distinguished Professor of Management
Krannert School of Management

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Education:

Ph.D. University of Washington (Seattle), Psychology, 1976
M.B.A. University of Texas (Austin), Management, 1968
B.S. Oklahoma State University, Management, 1967

Academic Appointments:

1995 - present *Krannert School of Management, Purdue University*

- Basil S. Turner Distinguished Professor of Management (2007-present)
- Basil S. Turner Professor of Management (2000-2007)
- Professor of Management (1990-2000)
- Professor of Psychological Sciences (2007-present, courtesy)
- Director of Professional Masters Programs & Professor of Management (1995-1998)

1995 *The Netherlands Business School, Nijenrode University*

- Visiting Professor of Organizational Behavior

1987 - 1995 *Krannert School of Management, Purdue University*

- Professor of Management (1990-2000)
- Associate Professor, OB & HRM (1987-1990)

1976 - 1987 *College of Business Administration, University of Cincinnati*

- Associate Professor, Organizational Behavior (1979-1987)
- Assistant Professor, Organizational Behavior (1976-1979)

Military Service: Lieutenant, U.S. Navy, Supply Corps, 1968-1972

Awards and Honors:

- *Basil S. Turner Distinguished Professor of Management*, appointed in 2007, Krannert School of Management, Purdue University
- *Basil S. Turner Professor of Management*, appointed in 2000, Krannert School of Management, Purdue University

- *Society of Organizational Behavior*, inducted in 2006.
- *The Book of Great Teachers*, inducted in 2003, Purdue University.
- *Fellow of the Teaching Academy*, named in 1998, Purdue University
- *Provost's Award for Outstanding Graduate Faculty Mentor*, Purdue University, spring, 2007
- *The R.B. and Mary Stewart Distinguished Teaching Award*, 1993-1994, Krannert School of Management, Purdue University
- *Salgo Noren Outstanding Teacher Award*, 1991-1992, Krannert School of Management, Purdue University
- *Krannert Graduate Student Association's Most Effective Teacher Award*, Fall Semester, 1993 and Fall Semester, 1990, Krannert School of Management, Purdue University
- *Krannert Graduate Student Association's Outstanding Faculty Award*, 2006, & 2007 Krannert School of Management, Purdue University
- *Outstanding Faculty in the College of Business Administration*, 1983-84, Graduate Business Student Association's Teaching Award, CBA, University of Cincinnati
- *Outstanding Faculty in the Management Department*, 1982-83, Graduate Business Student Association's Teaching Award CBA, University of Cincinnati
- *Iron Key* faculty member, class of 2001, Purdue University.
- *Fellow of the Center for Innovation Management Studies*, named in 2000, College of Management, North Carolina State University
- *Excellence Award for Outstanding Support and Leadership 1984-2007*, Center for Innovation Management Studies, North Carolina State University, 2007
- *Stephen G. Green Award for Volunteerism* 1998, Krannert Graduate Student Association, Management Volunteer Program, Krannert School of Management, Purdue University (first recipient)
- Outstanding Young Men of America, 1980
- Outstanding Senior in Management, 1966-67
- *Best of Show*, Fifth Annual Mary Beam Bake-Off, 1985
- Alpha Kappa Psi
- Phi Kappa Phi
- Beta Gamma Sigma (Faculty member)
- Omicron Delta Kappa (Faculty member)
- Sigma Xi

Teaching Experience:

Purdue University, Krannert School of Management: "Organizational Behavior" (MSM, Exec MSM, Ph.D.); "Leadership" (MSM, Ph.D.); "Mentoring & Socialization" (MBA); "Technology Management" (MSM); "Team Work" (MSM); "Managing Advanced Manufacturing Organizations" (BSIM); "Managing Technological Innovation" (BS)

Consortium Institute of Management and Business Analysis, Asolo, Italy. "Managing and Leading in a Global Environment" (MBA) 2005

Purdue University, German International Graduate School of Management and Administration, Hannover, Germany: "Organizational Behavior" (MSM) 1999-2001, "Leadership" (MBA) 2006

University of Cincinnati, College of Business Administration: "Research Design and Methodology" (Ph.D.); "Seminar in Organizational Behavior" (Ph.D.); "Control Processes in Work Organizations" (Ph.D.); "Administrative Leadership" (BBA, MBA, Ph.D.); "Management" (MBA); "Behavioral Science in Business" (MBA); "Interpersonal Dynamics and Small Group Behavior" (MBA & BBA); "Organizational Behavior" (BBA); "Organizational Analysis" (BBA)

Consistently rated as an outstanding teacher on undergraduate and graduate student teaching evaluations. Multiple teaching awards received (see Awards and Honors).

Professional Activities:

Member of Editorial Board, Journal of Management, 2008-present.

Member of Editorial Board, Journal of Organizational Behavior, 1999-present.

Member of Editorial Board, Academy of Management Review, 1988-1993.

Member of Editorial Board, Journal of Engineering & Technology Management, 1992-2009.

Special Issue Editor, Journal of Engineering and Technology Management, special research forum on *Research on the Human Connection in Technological Innovation*, 2004, V21(1-20).

Member of Editorial Board, Journal of Technology Transfer, 2002-present.

Special Issue Editor, Academy of Management Journal, special research forum on *Managing in the New Millennium*.

Member of Editorial Board, Purdue University Press, 2003 – 2005.

Member of the Global Advisory Group for the Korean Journal of Human Resource Development, 1999- present.

Member, National Science Foundation review panel for Innovation and Organizational Change program, 1999.

Research Associate, Graduate Center for the Management of Advanced Technology and Innovation, University of Cincinnati, Cincinnati, OH.

Faculty Associate, Center for the Management of Manufacturing Enterprises, Krannert School of Management, Purdue University, West Lafayette, IN.

Member, Organizational Behavior Division Budget Committee, National Academy of Management, 2001-2002.

Secretary-Treasurer, Technology and Innovation Management Division, National Academy of Management, 1991-1994.

Member: Academy of Management; IEEE

Participant, Motorola Total Quality Management University Challenge, May 31 - June 5, 1992.

Ad hoc Reviewer: National Science Foundation; Center for Innovation Management Studies; Organizational Behavior and Human Decision Processes; Administrative Science Quarterly; Journal of Applied Psychology; Academy of Management Journal; Personnel Psychology; Communication Monographs; Management Science; Human Relations; Midwest Academy of Management Conferences; National Academy of Management Conferences.

Presenter: Various executive and professional development programs, e.g. University of Cincinnati Executive Development Program (UCEP), 1979-1986. Purdue University, American Seed Trade Association (ASTA), 1987-present. Purdue University, Engineering Management Program, 1993-1995. John Deere Program, 1989. Topics: Organizational Behavior, Leadership.

Service Activities:

PhD Program Coordinator for OBHR, Krannert School of Management, Purdue University, 1992-1994, 1998-2006, 2008-present.

Member, Management Policy Committee, 2008-present

Chair, Management Policy Committee, Krannert School of Management, 2006-2008.

Chair, Undergraduate Task Force, Krannert School of Management, 2006-2007.

Member, Purdue University Grievance Pool, 2007-present.

Member, Executive Council of the *Teaching Academy*, Purdue University, 2001- 2007.

Co-Chair, *Faculty Mentoring Network*, Purdue University, 2002 – 2007.

Faculty advisor, *Management Volunteer Program*, MS programs, Krannert School of Management, Purdue University, 1995-present

Member, Management Policy Committee, Krannert School of Management, 1995-present.

Member, School Grievance Committee, Krannert School of Management, Purdue University, 2005-2007.

Chair, Krannert Faculty Relations Committee, 2003-2004; member 2001-2003.

Member, search committee for the Susan B. Butler chair in Operations Management, Purdue University, 2002-2005.

Member, Management Ph.D. Review Committee, Krannert School of Management, Purdue University, 2004-2005.

Member, search committee for Vice President for Research, Purdue University, 2004-present.

Member, search committee Hannah Chair in Entrepreneurship, Purdue University, 2005-present.

Member, Krannert Executive Education Advisory Committee, 2001-2003.

Member, Management Ph.D. Review Committee, Krannert School of Management, Purdue University, 2000.

Chair, OBHR Ph.D. Review Committee, Krannert School of Management, Purdue University, 2001.

Member, Graduate Council, Purdue University, 1995-1999. Chair, Management Sciences Area Committee, 1997-1999.

Member, International Advisory Committee, *Center for International Business and Economics Research*, Krannert School of Management, Purdue University, 1995-2000.

Member, Grade Appeal Committee, Krannert School of Management, Purdue University, 1989-1992; 1998-2000.

Member, Campus Grievance Committee, Purdue University, 1995-1997

Policy Committee chairman for OBHR, Krannert School of Management, Purdue University, 1989-1994.

Area Coordinator for OBHR, Krannert School of Management, Purdue University, 1989-1991.

Secretary, Vice President, President, Lafayette Crisis Center Board of Directors, Lafayette, IN, 1993-1999.

Co-chairman, Krannert Total Quality Management Deliverables Committee, 1992-1993.

Member, Krannert Masters Programs Review Committee, Krannert School of Management, Purdue University, 1991-1993.

Chair, Krannert Masters Programs Structure Subcommittee, Krannert School of Management, Purdue University, 1991-1993.

Member, University Special Study Committee to Review the Administrative Structure of the Graduate School and Vice President of Research Offices, Purdue University, 1991-1992.

Member, Dean's Faculty Advisory Committee, Krannert School of Management, Purdue University, 1988-1999.

Member, Academy of Management Review Best Paper Award Committee, 1991.

Member, Strategy & Structure Committee, Krannert School of Management, Purdue University, 1989-1990.

Member, School Grievance Committee, Krannert School of Management, Purdue University, 1988-1990.

Chair, OBHR Manufacturing Management Committee, Krannert School of Management, Purdue University, 1987-1988.

Member, OBHR PhD Program Revision Committee, Krannert School of Management, Purdue University, 1987-1988.

Chair, Behavioral and Social Sciences Summer Student Research Fellowships, University Research Council, University of Cincinnati, 1986.

Member, Reappointment, Promotion and Tenure Committee, College of Business Administration, University of Cincinnati, 1986 - 1987.

Faculty Senate Representative, University Research Council, University of Cincinnati, 1985 - 1987.

Advisor, Graduate Business Student Association, University of Cincinnati, 1985 - 1987.

Chair, Planning and Guidance Committee, College of Business Administration, University of Cincinnati, 1985 - 1987; Member, 1984.

Chair, Doctoral Programs Committee, College of Business Administration, University of Cincinnati, 1983 - 1985; Member, 1981 - 1982.

Chair, Graduate Programs Committee, Department of Management, University of Cincinnati, 1978 - 1985.

Member, Faculty Grievance Committee, College of Business Administration, University of Cincinnati, 1983 - 1985.

Member, Behavioral and Social Sciences Summer Student Research Fellowships, University Research Council, University of Cincinnati, 1981-1985.

Reviewer, Behavioral and Social Sciences Grants, University Research Council, University of Cincinnati, 1981 - 1984.

Chair, Advisory Committee on Graduate Programs, College of Business Administration, University of Cincinnati, 1978-1979; Member, 1979-1980.

Faculty Advisor, Society for Personnel Administration, College of Business Administration, University of Cincinnati, 1977 - 1980.

Grants and Contracts:

Purdue Military Family Research Institute. Department of Defense, 2000-2005 (with H. Weiss, Associate Professor of Industrial & Organizational Psychology, & S. Macdermid, Associate Professor of Child Development and Family Sciences) [\$7,447,663]

Service Learning Faculty Development Grant, Office of Engagement, Purdue University, 2003 [\$2000].

Managing external linkages with functional departments to enhance the effectiveness of cross-functional teams in quality organizations. National Science Foundation, 1996-1998 (with C. Woo, Professor of Management, & D. Compton, Professor of Industrial Engineering) [\$236, 000]

Participative management in five manufacturing plants. Center for the Management of Manufacturing Enterprises, Krannert School of Management, Purdue University, 1989-1990 [\$8,000].

Proposal to establish a graduate center for research and education in the Management of Advanced Technology and Innovation. The Cleveland Foundation, 1987 - 1989 (with S. Mantel & J. Meredith, Professors of Management) [\$60,000].

A Longitudinal Investigation of the Selection, Management, and of Technological Innovation Projects: A Five-Year, Multivariate Study. National Science Foundation, 1986 - 1990 (with A. Welsh, Assistant Professor of Management, & L. Speltz, Manager) [\$100,000].

A Longitudinal Investigation of the Selection and Management of Technological Innovation Projects: The First Stage. National Science Foundation and The Center for Innovation Management Studies (joint funding), 1985 (with A. Welsh, Assistant Professor of Management) [\$30,000].

Site Identification and Development for a Longitudinal Investigation of Industrial Innovation. The Center for Innovation Management Studies, Lehigh University, 1984 (with A. Welsh, Assistant Professor of Management) [\$7,500].

A Longitudinal Analysis of Organizational Socialization: Entry Experiences of New Ph.D. Students. University Research Council, University of Cincinnati, 1983 (with N. Gordon, Ph.D. student) [\$1,580].

An Empirical Test of the Life-Cycle Theory of Leadership and the Influence of Contextual Variables on Leader Processes. University Research Council, University of Cincinnati, 1982 (with Warren Blank and John Weitzel, Ph.D. students).

A Multivariate Analysis of Environmental, Organizational, and Process Variables in the Process of Organized Technological Innovation. National Science Foundation, 1980; Renewed 1982 - 1983 (with Norman R. Baker, Professor of Management) [\$170,000].

A Longitudinal Analysis of Member Commitment to a Task Group. University Research Council, University of Cincinnati, 1978 (with Thomas D. Taber, Professor of Management) [\$2,600].

The Assignment of Causality as a Mediating Process in the Management of Ineffective Performance. University Research Council, University of Cincinnati, 1976.

Directed Dissertations:

A reexamination of the development and consequences of perceived psychological contract violations and breaches: An attitudinal perspective. Rebecca A. Bull, Purdue University, 2008, awarded a *Purdue Research Foundation* grant.

The Impact of Employee Emotion Regulation Strategies on Perceptions of Social Competence, LMX Relationships, and Job Performance. John P. Trougakos, Purdue University, 2006, awarded a *Purdue Research Foundation* grant.

The Relationship Between Work-Family Initiatives and Job-Related Outcomes Mediated by Work-Family Conflict. Alison Cook, Purdue University, 2004, awarded the *Robert W. Johnson Award for Distinguished Research Proposal*.

Leader emotional expression and Leader Member Exchange. Kathryn M. Sherony, Purdue University, 2002.

A role theory approach to understanding transformational and transactional leadership behaviors: the role of perceptions of organizational context. Sheryl L. Shivers, Purdue University, 1999, awarded a *Purdue Research Foundation* grant.

Searching for the wellspring of leadership: leader self-efficacy in organizations. Laura L. Paglis, Purdue University, 1999, awarded a *Purdue Research Foundation* grant.

New technology implementation into manufacturing: Technology characteristics, training, group processes, organizational support, and individual learning. Lynda Aiman-Smith, Purdue University, 1996, awarded *Purdue Research Foundation* and *Technology Transfer (CIBER)* grants.

Recruiting and leadership: A longitudinal test of recruiting and leadership influence on newcomer socialization and performance. Talya N. Bauer, Purdue University, 1994, awarded *David Ross Dissertation Fellowship*, awarded *APA Dissertation Research Award* [national competition].

The determinants and effects of tactics used by champions of technological innovation. Stephen K. Markham, Purdue University, 1993, awarded *David Ross Dissertation Fellowship* and the *Product Development Management Association Dissertation Award* [national competition].

An Empirical Examination of Leader-Member Exchange and Transformational Leadership as Predictors of Innovative Behavior. Raja Basu, Purdue University, 1991.

Fitting the Structure to the Problem: An Investigation of Collateral Structures from an Information Processing Perspective. Gordon Dehler, University of Cincinnati, 1990 [co-chair with William Kearney].

Bureaucratic and Clan Controls: Antecedents, Processes, and Outcomes. B. Kay Snavelly, University of Cincinnati, 1987.

Strategy and Strategy Implementation Within the R&D Function. Warren Blank, University of Cincinnati, 1983.

Contextual and Behavioral Factors Influencing Perceptions of Ineffective Performance and Managerial Responses. Robert C. Liden, University of Cincinnati, 1981.

Publications:

Green, S.G., Bull, R.A., MacDermid, S.M. & Weiss, H.M. (forthcoming) Partner reactions to work-to-family conflict: Cognitive appraisal and indirect crossover in couples. Journal of Management.

- Schleicher, D., Bull, R.A., & Green, S.G. (2009) Rater Reactions to Forced Distribution Rating Systems. Journal of Management, 35: 899-927.
- Trougakos, J.P., Beal, D. J., Green, S.G., & Weiss, H.M. (2008) Making the Break Count: An Episodic Examination of Recovery Activities, Emotional Experiences, and Affective Delivery. Academy of Management Journal, 51: 131-146.
- McComb, S.A., Kennedy, D.M., Green, S.G., & Compton, W.D. (2008) Project team effectiveness: the case for sufficient setup and top management involvement. Production Planning and Control, 19:301-311.
- McComb, SA, Green, S.G., & Compton, WD, (2007) Team Flexibility's Relationship to Staffing and Performance in Complex Projects. Journal of Engineering and Technology Management. 24: 293-313.
- Trougakos, J.P, Bull, R.A., Green, S.G., MacDermid, S.M., & Weiss, H.M. (2007) Influences on Job Search Self-Efficacy of Spouses of Enlisted Military Personnel. Human Performance. 20(4): 391-413.
- Tangirala, S., Green, S.G., Ramanujam, R. (2007) In the shadow of the supervisor's boss: How supervisors' relationships with their bosses influence frontline employees. Journal of Applied Psychology. 92(2): 309-320.
- Beal, D. J., Trougakos, J.P., Weiss, H.M., & Green, S.G. (2006) Episodic processes in emotional labor: perceptions of affective delivery and regulation strategies. Journal of Applied Psychology, 91(5): 1053-1065
- Paglis, L.L., Green, S.G., & Bauer, T.N. (2006) Does adviser mentoring add value? A longitudinal study of mentoring and doctoral student outcomes. Research in Higher Education, 47(4): 451-476.
- McComb, SA, Green, S.G., and Compton, WD, (2005) The relationship between team context and the team leader's linking pin quality. In Turnipseed, DL (ed.), Handbook of organizational citizenship behavior: A review of 'good soldier' activity in organizations. New York: Nova Science Publishers.
- Alge, B. J., Ballinger, G. A., & Green, S. G. (2004). Remote control: Predictors of electronic monitoring intensity and secrecy. Personnel Psychology, 57: 377-410.
- Green, S.G. & Aiman-Smith, L.A. (2004) Research on the human connection in technological innovation: an introductory essay. Journal of Engineering and Technology Management, 21: 1-9. (Special Issue Editor)
- Green, S.G., Welsh, M.A., & Dehler, G.E. (2003) Advocacy, performance, and threshold influences on the decision to terminate new product development. Academy of Management Journal, 46: 419-434.
- Patrashkova-Volzdoska, R.R., McComb, S.G., Green, S.G., and Compton, W.D. (2003) Examining a Curvilinear Relationship Between Communication Frequency and Team Performance in Cross-Functional Project Teams, IEEE Transactions on Engineering Management, v. 50, n. 3, pp. 262-269. *Honorable Mention for the Best Paper of 2003 in IEEE-TEM*.
- Paglis, L.L. & Green, S.G. (2003) Leaders Versus Managers: How Do 'Change Agents' Differ From Their Peers? Journal of Contemporary Business Issues, 11: 50-59.
- Paglis, L.L. & Green, S.G. (2002) Leadership Self-efficacy and Managers' Motivation for Leading Change. Journal of Organizational Behavior, Vol 23, 215-235.
- Aiman-Smith, L. & Green, S.G. (2002) Implementing new manufacturing technology: the related effects of technology characteristics and user learning activities. Academy of Management Journal, Vol 45, 421-430.
- Sherony, K.M. & Green, S.G. (2002) Coworker exchange: relationships between coworkers, LMX, and work attitudes. Journal of Applied Psychology, 87, 542-548.
- Lewis, M., Welsh, M.A., Dehler, G.E. & Green, S.G., (2002) Product Development Tensions: Exploring Contrasting Styles of Project Management. Academy of Management Journal, 45, 546-564.
- Paglis, L. L., & Green, S. G. (2002). Both sides now: Supervisor and subordinate perspectives on relationship quality. Journal of Applied Social Psychology, 32, 250-276.
- Green, S.G., McComb, S.A, & Compton, W.D. (2000) Promoting Effective Linkages between Cross-functional Teams and the Organization. In D. Fedor & S. Ghosh (eds.), Advances in the Management of Organizational Quality, Vol 5, 29-70.

- McComb, S.A., Green, S.G., and Compton, D.C., 1999. Project Goals, Team Performance, and Shared Understanding. Engineering Management Journal, 11(3): 7-12.
- Bauer, T.N & Green, S.G. (1998). Testing the combined effects of newcomer information seeking and manager behavior on socialization. Journal of Applied Psychology, 83(1), 72-83.
- Basu, R. & Green, S.G. (1997). Leader-member exchange and transformational leadership: an empirical examination of innovative behaviors in leader-member dyads. Journal of Applied Social Psychology, 27(6), 477.
- Green, S.G., Welsh, M.A., & Dehler, G.E. (1996) Transferring technology into R&D: A comparison of acquired and in-house product development projects. Journal of Engineering and Technology Management, 13(2), 125-144.
- Bauer, T.N. & Green, S.G. (1996) The development of Leader-Member Exchange: A longitudinal test. Academy of Management Journal, 39(6), 1538-1567.
- Green, S.G., Anderson, S.A., & Shivers, S.L. Shivers (1996). Demographic and organizational influences on leader-member exchange and related work attitudes. Organizational Behavior and Human Decision Processes, 66(2), 203-214.
- Green, S.G. & Bauer, T.N. (1995). Supervisory mentoring by advisers: relationships with Ph.D. student potential, productivity, and commitment. Personnel Psychology, 48(3), 537-561.
- Fairhurst, G.T., Green, S.G., & Courtwright, J. (1995). Inertial forces and the implementation of a socio-technical systems approach: A communication study. Organization Science, 6(2), 168-185.
- Green, S.G. (1995). Top Management's support of R&D projects: A strategic leadership perspective. IEEE Transactions on Engineering Management, 42(3), 223-233.
- Green, S.G., Gavin, M.B., & Aiman-Smith, L. (1995). Assessing a multidimensional measure of radical technological innovation. IEEE Transactions on Engineering Management, 42(3), 203-215.
- Basu, R. & Green, S. G. (1995). Subordinate performance, leader-subordinate compatibility, and exchange quality in leader-member dyads: a field study. Journal of Applied Social Psychology, 25, 77-92.
- Gavin, M. B., Green, S. G., & Fairhurst, G. F. (1995). Managerial control strategies for poor performance over time and the impact on subordinate reactions. Organizational Behavior and Human Decision Processes, 63(2), 207-221.
- Bauer, T.N., & Green, S.G. (1994). The effect of newcomer involvement in work-related activities: A longitudinal study of socialization. Journal of Applied Psychology, 79[2], 211-223.
- Green, S.G., Welsh, M.A., & Dehler, G.E. (1993). Red flags at dawn, or predicting R&D project termination at start-up. Research•Technology Management, 36, 10-12.
- Markham, S.K., Green, S.G., & Basu, R. (1991) Champions and antagonists: Relationships with R&D project characteristics and management. Journal of Engineering and Technology Management, 8, 217-242.
- Green, S.G. (1991) Professional entry and the adviser relationship: Socialization, commitment, and productivity. Group and Organization Studies, 16(4), 387-407.
- Blank, W., Weitzel, J., & Green, S.G. (1990). A test of the Situational Leadership Theory. Personnel Psychology, 43(3), 579-597.
- Schaubroeck, J. & Green, S.G. (1989). Confirmatory factor analytic procedures for assessing change during organizational entry. Journal of Applied Psychology, 74(6), 892-900.
- Green, S. and Welsh, M. A. (1988). Cybernetics and Dependence: Reframing the Control Concept. Academy of Management Review, 13(2), 287-301.
- Blank, W., Weitzel, J., Blau, G. & Green, S. (1988). A measure of psychological maturity. Group and Organization Studies, 13(2), 225-238.
- Meredith, J.R. & Green, S.G. (1988). Managing the introduction of advanced manufacturing technologies. Manufacturing Review, 1(2), 87-92.

- Blank, W., Weitzel, J., Blau, G. & Green, S. (1988). Psychological Maturity Measure. The 1988 Annual: Developing Human Resources, San Diego, CA: University Associates.
- Schaubroeck, J. & Green, S. (1988). Alpha, Beta, and Gamma change as outcomes for organizational entry research. Academy of Management Best Paper Proceedings, Anaheim, CA.
- Green, S., Welsh, M.A., & Baker, N. (1987). Dependence, uncertainty, and the control of subunit performance. Academy of Management Best Paper Proceedings, New Orleans, LA.
- Green, S., Fairhurst, G., and Snively, K. (1986). Chains of poor performance and supervisory control. Organizational Behavior and Human Decision Processes, 38, 7-27.
- Baker, N., Green, S., and Bean, A. (1986). Why R&D projects succeed or fail. Research Management, 29(6), 29-34.
- Duchon, D., Green, S., and Taber, T. (1986). Vertical Dyad Linkage: A longitudinal assessment of antecedents, measures, and consequences. Journal of Applied Psychology, 71(1), 56-60.
- Baker, N., and Green, S. (1986). The need for strategic balance in the firm's R&D project portfolio. Research Management, 29(2), 38-43.
- Baker, N., Green, S., and Bean, A. (1985). How management can influence the generation of ideas. Research Management, 23(6), 35-42.
- Fairhurst, G., Green, S., and Snively, K. (1984). Face support in controlling poor performance. Human Communication Research, 11(2), 272-295.
- Bean, A., Baker, N., Green, S., Blank, W., and Srinivasan, V. (1984). Involvement of R&D in corporate strategic planning: Effects on selected R&D management practices. In B. Bozeman, M. Crow, and A. Link (Eds.), Strategic Management of Industrial R&D. Lexington, MA: Lexington Books.
- Fairhurst, G., Green, S., and Snively, K. (1984). Managerial control and discipline: Whips and chains. In R. Bostrom (Ed.), Communication Yearbook Eight. Beverly Hills: Sage.
- Green, S., Bean, A., and Snively, K. (1984). What happens to ideas? Research Management, 27(6), 21-26.
- Green, S., Bean, A., and Snively, K. (1983). Idea management as a human information processing analog. Human Systems Management, 4, 98-112.
- Mitchell, T. and Green, S. (1983). Leadership and poor performance. In J. Hackman, E. Lawler, and L. Porter (Eds.), Perspectives on Behavior in Organizations (2nd ed.). New York: McGraw-Hill. Also published in R. Steers and L. Porter (Eds.) (1983), Motivation and Work Behavior (3rd Ed.). New York: McGraw-Hill.
- Green, S., Blank, W., and Liden, R. (1983). Market and organizational influences on bank employees' work attitudes and behaviors. Journal of Applied Psychology, 68(2), 298-306.
- Basadur, M., Graen, G., and Green, S. (1982). Training in creative problem solving: Effects on performance in an industrial research organization. Organizational Behavior and Human Performance, 30(1), 41-70.
- Mitchell, T., Green, S., and Wood, R. (1981) An attributional model of leadership and the poor performing subordinate: Development and validation. In B. Staw and L. Cummings (Eds.), Research in Organizational Behavior, Greenwich, CT: JAI Press. Also published in L. L. Cummings and B. M. Staw (eds.) (1990), Information and Cognition in Organizations, Greenwich, CT: JAI Press.
- Green, S. and Liden, R. (1980). Contextual and attributional influences on control decisions. Journal of Applied Psychology, 65(4), 453-459.
- Green, S. and Taber, T. (1980). The effects of three social decision schemes on decision group process. Organizational Behavior and Human Performance, 25, 97-106.
- Green, S. and Mitchell, T. (1979). Attributional processes of leaders in leader-member interactions. Organizational Behavior and Human Performance, 23, 429-458.
- Green, S. and Taber, T. (1978). Experiential learning through experimentation. Academy of Management Review, 3(4), 889-895.

Green, S. (1978). Aptitude test scores, past performance, and causal judgments about the poorly performing student. Journal of Educational Psychology, 70(2), 242-247.

Mizerski, R. and Green, S. (1977). An investigation into the causal links between attribution schema and decision making. In K. Hunt (Ed.), Advances in Consumer Research, 5, Chicago: Association for Consumer Research.

Mitchell, T., Larson, J., Jr., and Green, S. (1977). Leader behavior, situational moderators, and group performance: An attributional analysis. Organizational Behavior and Human Performance, 18, 254-268.

Green, S. and Nebeker, D. (1977). The effects of situational factors and leadership style on leader behavior. Organizational Behavior and Human Performance, 19, 368-377.

Steele, C. and Green, S. (1976). Affirmative action and academic hiring: A case study of a value conflict. Journal of Higher Education, 47(4), 413-436.

Green, S., Nebeker, D., and Boni, A. (1976). Personality and situational effects on leader behavior. Academy of Management Journal, 19, 184-194.

Presentations:

Destructive leadership: definition and clarification of the nomological network (with Dina Krasikova & James LeBreton). SIOP Conference, Atlanta, April 2010.

An equity-based approach to rating discrepancy (with W.J. Kwak & C. Jackson).). SIOP Conference, Atlanta, April 2010.

Leader-member exchange and trait activation. (with W.J. Kwak & C. Jackson).). SIOP Conference, Atlanta, April 2010.

Leaders in the know: The impact of the leader's ties to other organizational members on LMX (With V. Venkataramani & D. Schleicher). Academy of Management Conference, Chicago, IL, August 2009.

The effect of an unfair event of rating discrepancy under FDRS on employee appraisal reactions (with W.J. Kwak & C. Jackson). Academy of Management Conference, Chicago, IL, August 2009.

Novel questions (and answers!) concerning leader-member exchange (symposium participant) Academy of Management Conference, Anaheim, CA, August 2008.

Evolved leadership: Dynamic dyadic events and perspectives (with Eric Welch, & H. Weiss). SIOP Conference, New York, NY, April 2007.

An examination of hierarchical exchange relationships on team members' career benefits (with D.M. Kennedy, S. McComb, & W.D. Compton). Academy of Management Conference, Philadelphia, PA, 2007.

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- Member-member exchange: relationships between co-workers, LMX, and work attitudes (with Kate Sherony) Academy of Management Conference, Toronto, Ontario, Canada, 2000.
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- Change Agents at Work: Exploring the Motivation to Attempt Leadership (with L. Paglis) Poster Session, SIOP Conference, New Orleans, LA, 2000.
- Assessing a project team’s task and understanding its influence on team performance (with S.A. McComb & W.D. Compton) Industrial Engineering Research Conference, May 1999.
- Does supervisory mentoring add value? A five-year investigation. (with L. Paglis & T.N. Bauer) Society of Industrial-Organizational Psychologists, Dallas, TX, 1998.
- A Preliminary Study of Flexibility within Cross-Functional Teams. (with S.A. McComb and W.D. Compton) Industrial Engineering Research Conference, Banff, Alberta, Canada, May 1998.
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- Supervisory mentoring by advisers: Relationships with Ph.D. student potential, productivity, and commitment. [with T.N. Bauer] Annual Society for Industrial and Organizational Psychology, Orlando, FL, 1995.

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The effect of newcomer activity on the socialization process: A cumulative model [with T. Bauer] National Academy of Management Conference, Atlanta, GA, 1993.

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- A process model for idea management in R&D (with A. Bean). Industrial Research Institute, Inc. Annual Meeting, White Sulphur Springs, WV, 1983.
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- Decision-Making processes in decentralized, hierarchical organizations (with F. Godlewski and N. Baker). ORSA/TIMS, San Diego, 1982.
- The influence of work role definition on work and organizational commitment. Midwest Academy of Management, Columbus, OH, 1982.
- Applied decision process models, the need for empirical research, and some sampling frames (with N. Baker, K. Verderber, and W. Blank). Invited Address, ORSA/TIMS, Houston, TX, 1981.
- The influence of contextual restraints on managerial responses to subordinate poor performance (with R. Liden). Western Academy of Management, Monterey, CA, 1981.
- Episodes and rules: The context of managerial control (with G. Fairhurst). Part of a symposium entitled, "Doing Power." National Academy of Management Conference, San Diego, 1981.
- Leadership and contextual contributions to satisfaction and performance. Midwest Academy of Management Conference, Chicago, IL, 1981.
- On the measurement of career orientation (with R. Liden). Midwest Academy of Management Conference, Cincinnati, OH, 1980.
- A seminar on seminars (with T. Taber and K. Verderber). Organizational Behavior Teaching Conference, Cincinnati, OH, 1979.
- Differential behavior of a leader toward work group members: A partial test of a heterogeneous dyads model of leadership (with T. Taber and K. Verderber). National AIDS Convention, 1979.
- The relationship of managerial decisions to performance appraisals (with T. Serey and W. Kearney). National AIDS Convention, 1979.

Causes of ineffective performance. Midwest Academy of Management Conference, Cleveland, OH, 1979.

An attributional analysis of leaders' responses to poor performance (with T. Mitchell). Part of a symposium entitled, Attributional Processes in Leadership. American Psychological Association National Conference, Toronto, Canada, 1978.

Organizational performance processes. Part of a symposium entitled, Processes Directed Research Designs and Organizational Theory and Practice. Midwest American Institute of Decision Sciences Conference, Cincinnati, OH, 1978.

Behaviorally anchored and graphic rating scales: Effects of differences in informational content (with W. Kearney and T. Serey). Midwest Academy of Management Conference, Bloomington, IN, 1978.

An investigation into the causal links between attribution schema and decision making (with R. Mizerski). Association of Consumer Research Convention, Chicago, 1977.

Leader behavior, situational moderators, and group performance: An attributional analysis (with T. Mitchell and J. Larson, Jr.). American Psychological Association National Convention, Washington, D.C., 1976.

The effects of aptitude scores on causal attributions. Western Psychological Association Conference, Los Angeles, 1976.

A reinterpretation of sex difference in helping behavior (with I. Gochman). Western Psychological Association Conference, San Francisco, 1974.

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