

Dov Eden, PhD

Saltiel Professor Emeritus of Corporate Leadership and Social Responsibility

Curriculum Vitae, March, 2022

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ISRAEL

Phone: 972-54-690-2396

1942 Born in Atlantic City, New Jersey, USA

1970 Immigrated to Israel

1971 Changed name from Barry Fine to Dov Eden

Citizenship United States; Israel

Employer Organizational Behavior Program
Coller School of Management
Tel Aviv University
Rank: Full Professor, tenured since 1975

Education Bar-Ilan University, Israel
1965 - BA in Psychology and Political Science

Temple University, Philadelphia, PA
1966 - MA in Psychology

University of Michigan, Ann Arbor
1971 - Ph.D. in Organizational Psychology
Dissertation: "Comparison of Organizational Membership and Self-employment"
Supervisor: Professor Stanley E. Seashore

Other Training NTL Institute for Applied Behavioral Science
 1969 - Attended a two-week human relations laboratory at Bethel, Maine.
 1979 - Attended a 10-day training workshop in Consultation Skills

Employment

1966-1968 Department of Psychology, University of Michigan
 1966-1967 - Teaching Fellow I
 1967-1968 - Teaching Fellow II

1967-1969 Institute for Social Research, University of Michigan
 1967-1968 - Assistant Project Director, Center for Research on the Utilization
 of Scientific Knowledge
 1968-1969 - Assistant Study Director, Survey Research Center

1971-present Tel Aviv University, Faculty of Management

1980-1982 School of Medicine
 Department of Behavioral Sciences
 - Taught courses in social psychology

1971-1973 Center for Social Research on the Kibbutz
 - Senior Research Director

1972-1975 Chaim Sheba Medical Center, Tel Hashomer
 Cardiac Evaluation and Rehabilitation Institute
 - Research Consultant

1976-1977 Israel Defense Forces
 - Military Psychologist at the rank of major

1985-1987 New York University
 Graduate School of Business Administration,
 Department of Management and Organizational Behavior
 - Visiting Associate Professor of Management

1986-1987 New York University
 Department of Psychology
 - Taught doctoral seminar in organizational psychology

1994-1995 University of Maryland
 Department of Psychology
 - Visiting Professor of Organizational Psychology

Fall, 1998	Baruch College, City University of New York (CUNY) Department of Management - Visiting Professor of Management
2005-2006; 2008-2009	Baruch College, City University of New York (CUNY) Department of Management - Visiting Professor of Management - Fellow, Weissman Institute of International Business
2011-present	Bar-Ilan University Department of Management Research Consultant: Mentoring novice I-O researchers
2012-2014	Sapir College Human Resource Management Department Research Consultant: Mentoring novice I-O researchers
License	License No. 1048 issued by the Minister of Health, State of Israel, to practice industrial-organizational psychology and to supervise applicants for licensure

Professional Memberships

Academy of Management, Fellow
 American Psychological Association, Fellow
 Association for Psychological Science, Fellow
 International Association of Applied Psychology
 Israel Psychological Association
 Israel Society of Sport Psychology
 Society for Industrial and Organizational Psychology (SIOP), Fellow
 Society (for Research on) Organizational Behavior (SOB)
 Transparency International
 Responsible Research for Business and Management

Awards

1960-1961	Tuition Scholarship, Bar-Ilan University
1968-1969	Rackham Prize Grant, University of Michigan
1969-1970	National Institute of Mental Health Predoctoral Research Fellowship
1970	Departmental Associate, Department of Psychology, University of Michigan

- 1992 Prize awarded by the Israel Institute of Business Research at Tel Aviv University for research proposal titled “Self-efficacy in Management: Field Experimental Evaluation of Training Leaders to Boost Self-efficacy”
- 1994 Awarded the Center for Creative Leadership's inaugural “Best Paper Award” for the best article in *Leadership Quarterly* between 1990-1993 for “Leadership and expectations: Pygmalion effects and other self-fulfilling prophecies in organizations.”
- 1995 Awarded first prize by the Israel Institute of Business Research at Tel Aviv University in its 1995-1996 competition for proposal titled, “Implanting Pygmalion Leadership Style Through Training, Coaching, and Long-term Follow-up.”
- 1997 Awarded prize by the Israel Institute of Business Research at Tel Aviv University in its 1997-1998 competition for proposal titled, “Augmenting ‘Means Efficacy’ to Boost Motivation and Performance: A Field-Experimental Test of the Internal–External Efficacy Model.”
- 2006 Won second place in “Best Practices Evaluation Paper Competition” for paper with Chen and Westman titled, “Impact of enhanced resources on anticipatory stress and adjustment to new technology: A field-experimental test of conservation of resources theory” presented at the Work, Stress, and Health conference.
- 2018 Received the 2018 Distinguished Scientific Contributions Award from the Society for Industrial and Organizational Psychology (SIOP), Division 14 of the American Psychological Association (APA).

Grants

- 1970 Doctoral Dissertation Grant, Office of Manpower Research, Manpower Administration, U.S. Department of Labor
- 1973 Grant No. 7, A-21 from Ford Foundation for study titled “Industrialization and Disease: A Study of Working Conditions, Job Satisfaction, and Heart Disease”
- 1974 Grant from the National Institute of Occupational Safety and Health (NIOSH), U.S. Department of HEW for a study titled “Working Conditions, Job Satisfaction, and CHD Risk” with John R. P. French, Jr. and Arie Shirom
- 1977 Grant from Ford Foundation for study titled “Population Growth and Health: A Study of the Effects of In- and Out-migration in Israeli Kibbutzim on the

- Physical Health and Psychosocial Well-being of their Members,” with Arie Shirom
- 1984 Grant from the Institute for Social and Labor Research at Tel Aviv University for study titled “Effects of Acute Stress and Internal Coping Resources on Anxiety and Performance”
- 2002 – 2003 Grant from the Israel Institute of Business Research at Tel Aviv University for proposal titled, “Raising Means-Efficacy Among Telemarketers to Boost Sales: A Field Experiment to Test Expanded Efficacy Theory.”
- 2003 – 2004 Grant from Tel Aviv University’s competitive University Research Grants Program for proposal titled, “Sabbatical Leave as a ‘Respite’ From Chronic Academic Job Stress: A Cross-Cultural Test of Conservation of Resources Theory.”
- 2004 – 2005 Grant from the Israel Institute of Business Research at Tel Aviv University for proposal titled, “Creating Pygmalion Effects Among Managers of New and Veteran Subordinates: A Field Experimental Attempt to Overcome Prior Acquaintance.”
- 2005 – 2008 Grant from the Israel Science Foundation for a four-year research program titled, “Impact of Means Efficacy on Performance.”
- 2006 – 2007 Grant from the Israel Institute of Business Research at Tel Aviv University for proposal titled, “Strong or Diluted: Does Adding B-level Publications to a CV with Top-tier Publications Increase or Decrease Recommendations for Promotion?”
- 2015 – 2017 Grant from the Israel Science Foundation for a two-year research program titled, “Boosting Means Efficacy to Enhance Motivation to Learn, Teamwork, and Performance: A True Experiment.”

Academic Activities and Posts Held

- 1974-1976 Member, Executive Committee of the Industrial-Occupational Psychology Division of the Israel Psychological Association
- 1975-1976 Coordinator, Organizational Behavior Track in Masters Program, Department of Labor Studies
- 1983-1985
1995-1998 Chairman, Program in Organizational Behavior, Faculty of Management

1984-1985	Academic Director, Top Executive Course (TEC-TELEM) Faculty of Management's year-long executive course
1987-1994	Member, Institutional Review Board (Helsinki Committee), Tel Aviv University
1999-2004	
1988-1991	Director, Israel Institute of Business Research, Tel Aviv University
1988-1991	Chairman, Research Committee, Faculty of Management, Tel Aviv University
1989-1994	Member, Executive Committee, Management Consulting Division, Academy of Management
1989-1994	Member, Executive Committee, Golda Meir Institute for Work and Society Research, Faculty of Social Sciences, Tel Aviv University
1990-1994	Member, Committee for Ethical Use of Laboratory Animals, Tel Aviv University
1991-1993	Member, Professional Affairs Committee for Social, Occupational, and Organizational Psychology, Ministry of Health, State of Israel
1991-1994	Academic Director, Top Executive Course (TEC-TELEM), Faculty of Management's year-long executive certification program
1992-1993	Member, Board of Directors of LAHAV, Faculty of Management's Executive Training Center
1992-1994	Member, Academic Committee of LAHAV, Faculty of Management's Executive Training Center
1992-1994; 1996-1997	Member, Doctoral Committee, Faculty of Management
1993-1997	Member, Council of Psychologists (the statutory body that advises the Minister of Health in matters pertaining to the Psychologists' Law)
1993-1994; 1999-2004	Member, Promotion and Tenure Committee, Faculty of Management
1995-1998	Member, Curriculum Committee, Faculty of Management
2007-2009	Member, Academy of Management Fellows Committee on Membership

- 2008 Member, Committee to select the winner of the Society for Industrial and Organizational Psychology's 2009 Distinguished Scientific Contributions Award
- 2009-2011 Member, The Society for Industrial and Organizational Psychology's Publication Board
- 2019- Member, Responsible Research in Business and Management

Editing:

- 2002-2005 Associate Editor, *Academy of Management Journal*
- 2006-present Member, Editorial Advisory Board, *Journal of Managerial Psychology*

Member, Editorial Board:

- 1980-1998 *Group & Organization Management* (formerly *Group & Organization Studies*)
- 1992-2002 *Megamot Behavioral Sciences Quarterly*
- 1993-1997 *Human Performance*
- 1993-present *Leadership Quarterly*
- 1997-2002;
2007-2010 *Journal of Applied Psychology*
- 1998-2002 *Academy of Management Journal*
- 1998-2002 *Organizational Behavior and Human Decision Processes*
- 2009-present *Organizational Psychology Review*

Ad hoc Reviewer for:

Academy of Management Executive
Academy of Management Journal
Academy of Management Review
Administrative Science Quarterly
Anxiety, Stress, and Coping
Applied Psychology: An International Review
Basic and Applied Social Psychology
British Journal of Psychology
European Journal of Work and Organizational Psychology

Human Relations
Human Performance
Industrial and Labor Relations Review
Industrial Relations
Journal of Applied Behavioral Science
Journal of Applied Psychology
Journal of Management Studies
Journal of Occupational Health Psychology
Journal of Occupational Psychology
Journal of Organizational Behavior
Journal of Service Research
Journal of Vocational Behavior
Management Science
Military psychology
Organizational Behavior and Human Decision Processes
Organizational Research Methods
Organization Science
Personnel Psychology
Psychological Bulletin
Psychological Reports
Work & Stress

Ad hoc Reviewer of Proposals Submitted to:

Israel Institute of Business Research
 Israel Foundations Trustees
 Israel Science Foundation
 National Science Foundation (USA)
 Swiss National Science Foundation

Professional Service and Activities:

Refereed papers submitted to the Research Methods Interest Group for presentation at the 1989 meeting of the Academy of Management in Washington, DC.

Chaired session titled “Boosting Consultant Effectiveness” of the Managerial Consultation Division of the Academy of Management at the annual meeting in Washington, DC in August, 1989.

Served as discussant at session titled “Measurement Issues in Organizational Research” of the Research Methods Division of the Academy of Management at the annual meeting in Washington, DC in August, 1989.

Chaired session titled “Expectations, Goals, and Emotions” at the Meeting of the Israel Psychological Association, Jerusalem, October, 1991.

Chaired session titled “Groups, Motivation, and Careers” at the meeting of the Society for Industrial and Organizational Psychology (Division 14 of the American Psychological Association) in Montreal, Canada, May, 1992.

Chaired session titled “Creating Productive Self-fulfilling Prophecy in Organizations: More Variations on a Theme” at the biannual scientific meeting of the Israel Psychological Association, Ramat-Gan, October, 1993.

Refereed papers submitted to the Organizational Behavior Division of the Society for Industrial and Organizational Psychology for its annual meeting in Saint Louis, May, 1997.

Served as member of the Academy of Management’s 1996 Outstanding Paper in Organizational Behavior Award Committee.

Chaired session titled “Efficacy and Motivation” at the biannual scientific meeting of the Israel Psychological Association, Tel Aviv, October, 1997.

Served as discussant at session titled “Longitudinal Examination of Self-Efficacy: Methodological, Theoretical, and Practical Contributions” at the 13th annual meeting of the Society for Industrial and Organizational Psychology, Dallas, April 24-26, 1998.

Refereed papers submitted to the Society for Industrial and Organizational Psychology for its annual meeting in Atlanta, May, 1999.

Served on the committee for selecting the best article published in the *Academy of Management Journal* in 1998.

Participated as an invited scholar in a pre-conference workshop for young researchers titled “Cognition in the Rough II: Exploring Unresolved Theoretical and Methodological Dilemmas in Managerial and Organizational Cognition Research” sponsored by the Managerial and Organizational Cognition (MOC) Interest Group at the Academy of Management meeting in Chicago, August, 1999.

Co-chaired doctoral dissertation committee for Taly Dvir, winner of the Society for Industrial and Organizational Psychology’s *S. Rains Wallace Dissertation Research Award* for 1998.

Served on the Academy of Management’s Awards Committee, 1999-2000.

Chaired symposium titled “Raising and Extending Efficacy Research to New Levels and Domains” at the 16th annual meeting of the Society for Industrial and Organizational Psychology, San Diego, CA, April, 2001.

Participated as an invited scholar in pre-conference workshop titled “Cognition in the Rough IV” at the Academy of Management meeting in Washington, DC, August, 2001.

Served as discussant at symposium titled “International Perspectives on Stress and Coping” at the Academy of Management meeting in Washington, DC, August, 2001.

Served as member of the Academy of Management’s 2001 Outstanding Paper in Organizational Behavior Award Committee.

Chaired symposium titled “Airing Contrary Views on Efficacy Beliefs’ Nature, Meaning, and Application” at the 17th annual meeting of the Society for Industrial and Organizational Psychology, Toronto, Canada, April, 2002.

Participated as an invited scholar in pre-conference workshop titled “Cognition in the Rough V” at the Academy of Management meeting in Denver, August, 2002.

Participated as an invited scholar in the OB/ODC/OMT Doctoral Consortium at the Academy of Management meeting in Denver, August, 2002.

Served as member of the Society for Industrial and Organizational Psychology’s William A. Owens Scholarly Achievement Award Committee for choosing the best article in industrial and organizational psychology in the year 2002.

Participated in panel discussion titled “The ABCs of Reviewing for Journals” at the 18th annual meeting of the Society for Industrial and Organizational Psychology, Orlando, April, 2003.

Participated as an invited scholar in pre-conference workshop titled “Cognition in the Rough VI” at the Academy of Management meeting in Chicago, August, 2003.

Participated as an invited scholar in pre-conference Professional Development Workshop for OB Junior Faculty at the Academy of Management meeting in New Orleans, August, 2004.

Participated as an invited scholar in pre-conference workshop titled “Cognition in the Rough VII” at the Academy of Management meeting in New Orleans, August, 2004.

Served as discussant at the workshop sponsored by the Organizational Behavior Division of the Academy of Management titled “Organizational Citizenship Behavior (OCB): Future Challenges in OCB Theory and Research” at Ben-Gurion University, Eilat, Israel, November, 2004.

Served as discussant at session titled “Affective experiences at work: The role of self-regulation” at the 20th annual meeting of the Society for Industrial and Organizational Psychology, Los Angeles, April 15-17, 2005.

Served as a panelist in symposium titled, “Managing Collaborative Cross-National Research Projects: Guidelines, Opportunities, and Pitfalls” at the Academy of Management meeting in Atlanta, August, 2006.

Participated as an invited scholar in the Ninth “Cognition in the Rough” (CIR-IX) pre-conference workshop at the Academy of Management meeting in Atlanta, August, 2006.

Chaired panel titled, “Creating, Motivating, Inspiring, and Leading High Performing Teams for Dangerous Contexts” at the Global Leadership Conference, United States Military Academy, West Point, April, 2007.

Participated in panel discussion titled “Working on the Edge: I-O Psychology and Marginalized Workers” at the 22nd annual meeting of the Society for Industrial and Organizational Psychology, New York, April, 2007.

Served on the panel of the “Sunday Seminar” workshop titled “Journal Editing: An Opening of the Black Box” at the 22nd annual meeting of the Society for Industrial and Organizational Psychology, New York, April, 2007.

Participated as an invited scholar in pre-conference Doctoral Consortium at the Academy of Management meeting, Philadelphia, August, 2007.

Participated as an invited scholar in the Tenth “Cognition in the Rough” (CIR-X) pre-conference workshop at the Academy of Management meeting, Philadelphia, August, 2007.

Served on the International Scientific Organizing Committee of the APA/NIOSH/SOHP-sponsored 2008 Work, Stress, and Health Conference titled “Health and Safe Work Through Research, Practice, and Partnerships,” Washington, DC, March 6-8, 2008.

Eden, D. Chaired Distinguished Scientific Contributions Award Winner Session (Winner: Ruth Kanfer; Topic: Work Motivation: Use-Inspired Research and Science-Based Practice) at the 23rd Annual Conference of the Society for Industrial and Organizational Psychology, San Francisco, April, 2008.

Served on the Society for Industrial and Organizational Psychology’s Distinguished Scientific Contributions Award Committee, 2008-2009; 2009-2010.

Participated as an invited scholar in the Eleventh “Cognition in the Rough” (CIR-XI) pre-conference workshop at the Academy of Management meeting, Anaheim, CA, August, 2008.

Participated in a pre-conference Professional Development Workshop (PDW) titled, “Journal Editing: An Opening of the Black Box” at the Academy of Management meeting, San Francisco, August, 2008.

Participated as a speaker in a symposium titled “Facing the Transition to Retirement: Now What?” at the Academy of Management meeting, Chicago, August, 2009.

Participated in a caucus session titled, “Field experiments: Strategies for gaining access, avoiding pitfalls and getting published” at the Academy of Management meeting, Chicago, August, 2009.

Participated as an invited scholar in the Twelfth “Cognition in the Rough” (CIR-XII) pre-conference workshop at the Academy of Management meeting, Chicago, August, 2009.

Chaired a symposium titled, “Means Efficacy: A Motivational Construct Whose Time Has Come” at the meeting of the Society for Industrial and Organizational Psychology, Atlanta, 2010.

Participated in a Panel Discussion titled, “Field experiments: Strategies for gaining access, avoiding pitfalls and getting published” at the meeting of the Society for Industrial and Organizational Psychology, Atlanta, 2010.

Participated as an invited scholar in the Thirteenth “Cognition in the Rough” (CIR-XIII) pre-conference workshop at the Academy of Management meeting, Chicago, August, 2010.

Served as discussant at session titled “What do Leaders Think of Followers? Exploring Implicit Followership Theories” at the Academy of Management meeting, Chicago, August, 2010.

Served as a member of the scientific committee for the first biannual Israel Organizational Behavior Conference (IOBC), Tel Aviv, 2012.

Served on the Thomas A. Mahoney Mentoring Award committee for the HR Division of the Academy of Management, 2013.

Served as a member of the scientific committee for the second biannual Israel Organizational Behavior Conference (IOBC), Tel Aviv, 2014.

Served as discussant at session titled “The Contribution of COR Theory to Organizational Research” at the 36th Annual Conference of the Stress and Anxiety Research Society, Tel Aviv, 2015.

Participated as an invited scholar in the Eighteenth “Cognition in the Rough” (CIR-XVIII) pre-conference workshop at the Academy of Management meeting, Vancouver, August, 2015.

Participated as an invited scholar and panel member in the pre-conference Professional Development Workshop (PDW) titled “Retirement: What Most Retirees Wish They Knew Beforehand” sponsored by the Careers Division (CAR) and by the Community of Academy Senior Scholars (CASS) at the Academy of Management meeting, Vancouver, August, 2015.

Participated as a panelist in a Symposium titled “Retirement Transitions” sponsored by the Careers Division (CAR) and by the Community of Academy Senior Scholars (CASS) at the Academy of Management meeting, Vancouver, August, 2015.

Served as panelist in Editorial Mentoring Workshop at the third biannual Israel Organizational Behavior Conference (IOBC), January, 2016.

Served as a member of the scientific committee for the third biannual Israel Organizational Behavior Conference (IOBC), Tel Aviv, 2016.

Participated as an invited scholar in the Nineteenth “Cognition in the Rough” (CIR-XIX) pre-conference workshop at the Academy of Management meeting, Anaheim, CA, August, 2016.

Participated as an invited scholar in the Twentieth “Cognition in the Rough” (CIR-XX) pre-conference workshop at the Academy of Management meeting, Atlanta, GA, August, 2017.

Served as a member of the scientific committee for the fourth biannual Israel Organizational Behavior Conference (IOBC), Tel Aviv, 2018.

Served as discussant at symposium titled “Character Strengths in Work Organizations: New Findings and Practical Implications” at the Organizational Behavior Division at the annual meeting of the Academy of Management in Chicago, August, 2018.

Participated as an invited scholar in the Twenty-first “Cognition in the Rough” (CIR-XXI) pre-conference workshop at the Academy of Management meeting, Chicago, August, 2018.

Participated as an invited scholar-facilitator in the micro-OB doctoral consortium at the Academy of Management Specialized Conference titled “From Start-up to Scale-up Strategies: Coping in a Volatile Business Environment,” Tel Aviv, December 17-19, 2018.

Invited to participate as a participating scholar in the Twenty-second “Cognition in the Rough” (CIR-XXII) pre-conference workshop at the Academy of Management meeting, Boston, August, 2019.

Served as a member of the scientific committee for the fifth biannual Israel Organizational Behavior Conference (IOBC), Tel Aviv, 2020.

Invited Addresses

Presented the 1987 *Fredrick Gaudet Annual Memorial Lecture* titled, “Leadership Effectiveness as a Self-fulfilling Prophecy” at Stevens Institute of Technology, Hoboken, NJ.

Presented invited address titled, “Self-fulfilling Prophecy in Organizations: Managing Expectations and Efficacy Beliefs to Motivate Improved Performance” at the 24th International Congress of Applied Psychology, San Francisco, August 9-14, 1998.

Presented address titled, “Corporate Leadership and Social Responsibility: ‘The Product of Work is People’” at the dedication ceremony marking the inauguration of the Lilly and Alejandro Saltiel Chair for Corporate Leadership and Social Responsibility, Tel Aviv University, May, 2001.

Presented address titled, “Pygmalion in Management: Productivity as a Self-fulfilling Prophecy” at the memorial event in honor of the late Professor Avraham Sagie at Bar-Ilan University, Ramat-Gan, Israel, May, 2004.

Presented address titled, “Pygmalion in Management After a Quarter of a Century: What We Know and What Remains to be Discovered” at the event celebrating the awarding of the Israel Prize in Management to Professor Miriam Erez at the Technion-Israel Institute of Technology, Haifa, Israel, May, 2005.

Presented the inaugural address titled, “Leading Followers to Believe in Themselves and in Their Circumstances” at the Bernard M. Bass Distinguished Speaker Series, Center for Leadership Studies, Binghamton University, October, 2008.

Presented address titled, “Pygmalion Leadership After a Quarter of a Century: What We Know and What Remains to be Discovered” as part of the Kravis Leadership Institute’s “Power and Persuasion” series at the Marian Miner Cook Athenaeum, Claremont McKenna College, April, 2009.

Presented the opening keynote address titled, “A journey from Survey Research to Field Experimentation” to the 5th biannual Israel Organizational Behavior Conference at Tel Aviv University, January, 2020.

Publications

Book

Eden, D. (1990). *Pygmalion in management: Productivity as a self-fulfilling prophecy*. Lexington, MA: Lexington Books.

Articles

Fine, B. D. (Former name) (1971). Comparison of work groups with stable and unstable membership. *Journal of Applied Psychology*, 55, 170-174.
<http://dx.doi.org/10.1037/h0030793>

Eden, D. (1973). Self-employed workers: A comparison group for organizational psychology. *Organizational Behavior and Human Performance*, 9, 186-214. doi:
[http://dx.doi.org/10.1016/0030-5073\(73\)90046-9](http://dx.doi.org/10.1016/0030-5073(73)90046-9)

Shirom, A., Eden, D., Silberwasser, S., & Kellermann, J. J. (1973). Job stresses and risk factors in coronary heart disease among five occupational categories in kibbutzim. *Social Science and Medicine*, 7, 875-892.

doi:[http://dx.doi.org/10.1016/0037-7856\(73\)90111-X](http://dx.doi.org/10.1016/0037-7856(73)90111-X)

Eden, D., & Leviatan, U. (1974). Farm and factory in the kibbutz: A study in agrico-industrial psychology. *Journal of Applied Psychology*, 59, 596-602.

<http://dx.doi.org/10.1037/h0037327>

Reprinted in U. Leviatan & M. Rosner (Eds.), *Work and organization in kibbutz industry* (pp. 34-42). Norwood, PA: Norwood Editions, 1980.

Eden, D. (1975). Organizational membership vs. self-employment: Another blow to the American dream. *Organizational Behavior and Human Performance*, 13, 79-94. doi:

[http://dx.doi.org/10.1016/0030-5073\(75\)90006-9](http://dx.doi.org/10.1016/0030-5073(75)90006-9)

Eden, D. (1975). Job Setting Characteristics Measure [Database record]. Retrieved from PsycTESTS.

doi:<http://dx.doi.org/10.1037/t20476-000>

Eden, D., & Leviatan, U. (1975). Implicit leadership theory as a determinant of the factor structure underlying supervisory behavior scales. *Journal of Applied Psychology*, 60, 736-741.

doi:<http://dx.doi.org/10.1037/0021-9010.60.6.736>

Eden, D. (1975). Intrinsic and extrinsic rewards and motives: Replication and extension with kibbutz workers. *Journal of Applied Social Psychology*, 5, 348-361.

doi:10.1111/j.1559-1816.1975.tb00687.x

Eden, D., & Jacobson, D. (1976). Propensity to retire among older executives. *Journal of Vocational Behavior*, 8, 145-154.

[doi:10.1016/0001-8791\(76\)90017-8](http://dx.doi.org/10.1016/0001-8791(76)90017-8)

Shirom, A., Eden, D., & Kellermann, J. J. (1981). Effects of population changes on psychological and physiological strain in kibbutz communities. *American Journal of Community Psychology*, 9, 27-43.

doi:<http://dx.doi.org/10.1007/BF00896358>

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

[doi:10.1016/0030-5073\(82\)90223-9](http://dx.doi.org/10.1016/0030-5073(82)90223-9)

Eden, D., & Ravid, G. (1982). Pygmalion versus self-expectancy: Effects of instructor- and self-expectancy on trainee performance. *Organizational Behavior and Human Performance*, 30, 351-364.

doi:[http://dx.doi.org/10.1016/0030-5073\(82\)90225-2](http://dx.doi.org/10.1016/0030-5073(82)90225-2)

- Eden, D., & Shani, A. B. (1982). Pygmalion goes to boot camp: Expectancy, leadership, and trainee performance. *Journal of Applied Psychology, 67*, 194-199.
<http://dx.doi.org/10.1037/0021-9010.67.2.194>
- Eden, D. (1984). Self-fulfilling prophecy as a management tool: Harnessing Pygmalion. *Academy of Management Review, 9*, 64-73.
 doi:<http://dx.doi.org/10.2307/258233>
- Tziner, A., & Eden, D. (1985). Effects of crew composition on crew performance: Does the whole equal the sum of its parts? *Journal of Applied Psychology, 70*, 85-93.
 doi:10.1037/0021-9010.70.1.85
- Reprinted in J. M. Levine, & R. L. Moreland (Eds.). (2006). *Small groups. Key Readings in Social Psychology* (pp. 55-64). New York: Psychology Press.
- Eden, D. (1985). Team development: A true field experiment employing three levels of rigor. *Journal of Applied Psychology, 70*, 94-100.
 doi:<http://dx.doi.org/10.1037/0021-9010.70.1.94>
- Reprinted in C. L. Cooper (Ed.). (1991). *Industrial and organizational psychology* (Vol. 1, pp. 590-596). London: Edward Elgar.
- Sykes, I. J., & Eden, D. (1985). Transitional stress, social support, and psychological strain: A failure of hardiness and as buffers. *Journal of Occupational Behaviour, 6*, 293-298.
 doi:10.1002/job.4030060406
- Westman, M., Eden, D. & Shirom, A. (1985). Job stress, cigarette smoking and cessation: The conditioning effects of peer support. *Social Science and Medicine, 20*, 637-644.
[doi:10.1016/0277-9536\(85\)90402-2](http://dx.doi.org/10.1016/0277-9536(85)90402-2)
- Izraeli, D. N., Izraeli, D., & Eden, D. (1985). Giving credit where credit is due: A case of no sex bias in attribution. *Journal of Applied Social Psychology, 15*, 516-530.
 doi:10.1111/j.1559-1816.1985.tb00917.x
- Eden, D. (1986). OD and self-fulfilling prophecy: Boosting productivity by raising expectations. *Journal of Applied Behavioral Science, 22*(1), 1-13.
 doi:10.1177/002188638602200104
- Eden, D. (1986). Correction. *Journal of Applied Behavioral Science, 22*(2), 90.
- Eden, D. (1986). Team development: Quasi-experimental confirmation among combat companies. *Group & Organization Studies, 11*, 133-146.
 doi:10.1177/105960118601100302

- Eden, D. (1988). Pygmalion, goal setting, and expectancy: Compatible ways to raise productivity. *Academy of Management Review*, *13*, 639-652.
doi:<http://dx.doi.org/10.2307/258381>
- Eden, D. (1988). Creating expectation effects in OD: Applying self-fulfilling prophecy. *Research in Organizational Change and Development*, *2*, 235-267.
- Eden, D. (1990). Acute and chronic job stress, strain, and vacation relief. *Organizational Behavior and Human Decision Processes*, *45*, 175-193.
doi:[http://dx.doi.org/10.1016/0749-5978\(90\)90010-7](http://dx.doi.org/10.1016/0749-5978(90)90010-7)
- Eden, D. (1990). Consultant as Messiah: Applying expectation effects in managerial consultation. *Consultation: An International Journal*, *9*(1), 37-50.
- Eden, D. (1990). Industrialization as a self-fulfilling prophecy: The role of expectations in development. *International Journal of Psychology*, *25*, 871-886.
doi:10.1080/00207599008247933
- Reprinted in H. S. R. Kao, K. Sung, & D. Sinha (Eds.). (1991). *Social values and effective organizations*, Chap. 19. Holland: Elsevier Science Publishers.
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