

Universal Scholars Journal of Business and Management Research (US-JBMR)





Vol. 02 Issue 05 May - 2025

Manuscript ID: #96

EPISTEMOLOGICAL BENCHMARKS IN THE TEACHER'S ROLE

By Hila Balalis*

College degree: University Education doctoral student Trisfol Moldova Position: lecturer and teacher of Economics and Management Place of work: ORT Israel

ABSTRACT:-

Alongside the importance of OCB and job satisfaction as key organizational behavior components, several demographic variables were found to moderate the relationships between these concepts.

Keywords: - OCB, organizational citizenship behavior, job satisfaction, General policy makers



Philosophers and educational figures have discussed the nature of education in schools and the definition of teachers' roles since the inception of the public school system in the United States in the beginning of the 19th century. The matter of the teacher's tasks and expected duties is contextualized by the educational goals of the school system and the societal image of the optimal 'adult'. Cuban, for instance, demonstrated that the concept of a "good school" cannot be uniform and shared by all, but is rather the result of educational ideologies that construct the image of the ideal adult, and subsequently, the school's goals and criteria for measuring success [60].

This brief introduction emphasizes the relative, vague, and undefined nature of the teacher's role, which leaves us with questions and ethical dilemmas regarding the findings of the present study. Some scholars assume that the principal, foremost task of the teacher, which distinguishes their profession from others, is the pedagogical-didactic mission. As part of his service to society and the younger generation, the teacher is charged with introducing students to a wide range of knowledge that is perceived as significant to the development of the student as an individual and a member of society, by the society in which the teacher lives and works. The teacher is therefore required to be well versed in the curriculum, to create lesson plans, and to assess students' achievements. Findings of current research could improve teachers' motivation at school and therefore to improve their performance with students, and specifically to imply some answers for the following questions: How is it possible that many teachers feel that helping a struggling student is not an official job requirement? Is it conceivable that a teacher is not obligated to express positive, strong emotions toward his students? How can educators indicate that they are not, in fact, morally obligated to fulfill all of the aspects that contribute to students' growth and development, such as in-depth assessment of assignments, diversity in teaching methods, or participation in committees for the improvement of the school's educational program?

Hence, the findings of this study challenge the educational and social concept that the teacher's role is in fact boundless, that teachers are expected to fulfill any role that contributes to students, i.e., the future generation. Not any longer. Respondents reveal a dichotomy that distinguishes between tasks that are required and tasks that are not.

Dichotomy is a presumably 'natural' condition in any workplace, but is doubly hard to digest when it comes to a profession that is perceived as 'moral', 'noble', and ideological, such as the teaching profession. Is this due to the internalization of capitalist values that require compensation in return for investing in one's work? Do these attitudes deplete the moral foundation of teaching and omit its uniqueness when compared to other professions? Should this type of distinction be accepted? Or perhaps we can trust that those who work in education will go beyond what is required in order to promote success among students, and ignore the rules and regulations that define the scope of their duties? Do we not trust that teachers will adopt the professional ethics related to their role? I will leave the answers to these questions, and others stemming from this study, up to the reader's personal judgment.

The present study's findings can be substantiated with previous research findings that showed more job security in the public sector, which promoted high potential and motivation among employees [96]. Main educational institute that was tested in this study is 'H.I.T - Holon Institute of Technology'. In recent years, HIT underwent a process of organizational change,

and with the help of business consultants, worked to increase job satisfaction, encouraging a sense of contentment, belonging, and commitment to the role, the team, and the organization, thereby fostering and implementing

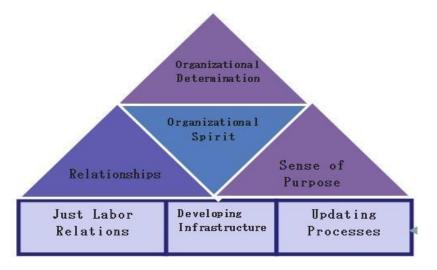
'organizational citizenship behavior'.

The purpose of the organizational process as a public institution was to confront the increasing competition in the academic field on one hand, and the inability of a public organization to encourage motivation through material rewards on the other. Therefore, the Institute constructed a unique model focused on a sense of purpose (training students in the technological field vital to the State of Israel); relationships (relationships among colleagues themselves, the administrative and academic staff, and the faculty and students); organizational determination (every employee department feels obligated to do everything in its power in order to operate as efficiently and effectively as possible). These factors represent organizational culture and spirit, which cultivates commitment and recognition of the need to improve and succeed, generates motivation among employees, and raises employees' satisfaction with the positive work environment and climate, leading to a significant degree of organizational citizenship behavior.

The results were not long in coming, and last year HIT earned two prestigious awards for quality and excellence: the "Mil" award (Israeli Administrative Organization Award for Quality and Excellence), and the National Award for Quality and Excellence in the business sector in the name of Yitzhak Rabin on behalf of the Prime Minister.

Figure 11 presents the study model. As can be seen in the model, results showed that relationships between teachers and sense of purpose increased teachers' motivation, job satisfaction and their willing to contribute to school system. Relationships provided them a stronger sense of belongings, while sense of purpose increased their coping mechanisms to cope problems with students. In addition to these individual and social variables, results also showed important influence of the organization to both OCB and job satisfaction. Specifically, it has been shown that the way teachers perceive school climate, principle's leadership and school goals, affect their motivation to engage with school's activities. Because of these effects, job satisfaction and OCB could affect just labor relationship, developing infrastructure and updating process.

Figure 11: Study model



This finding supports results uncovered in studies by Vigoda [87], Cole [85], and Itzhaky [88], who found no significant correlation between seniority and job satisfaction among employees. However, the findings of the present research do not support the study conducted by Ilies, Scott, and Judge [95], which found that a positive correlation between participants' seniority, job satisfaction, and organizational citizenship behavior can be found on an individual basis overtime. One of the explanations provided by the researchers is that when employees first join an organization they must face new challenges, which is accompanied by unpleasant feelings, and will therefore demonstrate dissatisfaction during this time and lack organizational citizenship behavior. After working for the organization for a more substantial period, however, employees develop a sense of comfort and belonging towards their work environment. It was therefore concluded, that employees need to feel like a part of the organization as experienced, veteran employees, in order to exhibit organizational citizenship behavior.

We note that this finding fits with the inconsistent, contradictory findings in scholarly literature regarding the correlation between seniority in the workplace and job satisfaction. Some researchers found a negative correlation [81] [82], while the side - bet theory introduced by Becker [83] argues that the more one contributes to their organization, the harder it will be for them to leave. A positive correlation was also found between organizational commitment and employee seniority, such that the more seniority an employee had, the more organizational commitment and job satisfaction they exhibited.

The cause of previous findings' inconsistency is that some investigated role seniority, some workplace seniority, and some professional seniority. Seniority may have a varying effect in different professions, different age groups, and different roles.

This study also examined the relationship between 'job satisfaction' and 'organizational citizenship behavior' according to age group. A significant, positive, moderate to strong correlation between the variables was found in every age group. However, there is an indication that the older the age group, the more the intensity of this relationship declines. Meaning, there is a negative correlation trend between the age group and the strength of the relationship between the aforementioned variables (job satisfaction and organizational citizenship behavior).

This finding supports the research of Goulet and Frank [90], which also found a negative correlation between these variables, such that the older the employee, the less job satisfaction and organizational commitment they exhibit. However, this study does not support research indicating a positive correlation between the age of the employee and their job satisfaction, such that the older the employee the higher their degree of satisfaction [88] [89].

We further note that findings of the present research contradict those presented by Meyer and Allen [86], which found a positive correlation between employees' age and seniority in the workplace and their organizational commitment, according to which the older an employee is and the more significant their seniority, the higher their degree of organizational commitment (organizational commitment is presented as a spectrum of job satisfaction and organizational citizenship behavior). A possible cause for the research findings is related to the Facet Importance and Job Satisfaction Model [77, In: 78] and the Equity Theory [72, in: 73], such

that the significance of aspects related to satisfaction varies at every stage of an employee's life cycle. The level of expectation increases with age, and if work conditions remain stagnant (even if they are at a high standard), their effectiveness in cultivating job satisfaction at an older age, decreases. Another interesting finding stemming from the present study is a distinct, positive, significant correlation between 'job satisfaction' and 'organizational citizenship behavior' among employees who participate in staff meetings as opposed to those who do not. The strength of the correlation between the variables increases the more employees participate in meetings and take an active part in collective thought-processes and decision-making.

This discovery is consistent with the findings presented in the study by Organ and Ryan [35], which found that some of the related criteria such as fairness in the workplace, organizational commitment, and supportive leadership, have roughly the same level of impact on establishing organizational citizenship behavior as they do on cultivating job satisfaction. They also investigated job satisfaction as an indicator.

Out of familiarity with the research population and its characteristics, a possible explanation for this finding is that the more employees are involved in strategic thinking, the more transparency there is in meetings, and the more they manage to express their views and positions and receive administrative attention – the higher their degree of job satisfaction and commitment to organizational decisions will be, and the more organizational citizenship behavior they are bound to exhibit.

Bibliography

- [1].Samuel J. Organizations, Properties, Structures and Processes. Haifa: University Press of Haifa Zamora house, 1990.
- [2].Crossman J. Environmental and Spiritual Leadership: Tracing the Synergies from an Organizational Perspective. In: Journal of Business Ethics. 2011, 103. 4, p. 553-565.
- [3].Organ D. W. Organizational Citizenship Behavior: The Good Soldier Syndrome (1st ed.). Lexington, Massachusetts and Toronto: D.C. Heath and Company, 1988.
- [4].Sharma J. P., Bajpai N., Holani U. Organizational Citizenship Behavior in Public and Private Sector and its Impact on Job Satisfaction: A Comparative Study in Indian Perspective. In: International Journal of Business and Management, 2011, 6, 1, p. 67-75.
- [5].Diefendorff, J. M., Brown, D.J., Kamin, A.M., & Lord, R.G. Examining the Roles of Job Involvement and Work Centrality in Predicting Organizational Citizenship Behaviors and Job Performance. Journal of Organizational Behavior, 2002, 23, 1, 93-108.
- [6].Schnake, M. Organizational Citizenship: A Review, Proposed Model, and Research Agenda. Human Relations, 1991, 44, 7, 735-759.
- [7]. Vigoda, E. Better Organization Citizenship Behavior: Characterization of Voluntary Behavior and Factors Affecting Work on It. Trends, UAV) 1999, 4.
- [8].Bogler, R., & Somech, A. Organizational Citizenship Behaviour in School: How Does it Relate to Participation in Decision-Making? Journal of Educational Administration, 2005, 43, 5, 420-438.
- [9].Dipola, M., & Tschannen-Moran, M. Organizational Citizenship Behavior in Schools and its Relationship to School Climate. Journal of School Leadership, 2001, 11, 424-445.

- [10]. Somech, A., & Drach-Zahavy, A. Understanding Extra-Role Behavior in Schools: The Relationships between Job Satisfaction, Sense of Efficacy, and Teachers' Extra-Role Behavior. Teaching and Teacher Education, 2000, 16, 649-659.
- [11]. Hargreaves A. Changing Teachers, Changing Times: Teachers' Work and Culture in the Post Modern Age. London: Cassell, 1994
- [12]. Nias J. Primary Teaching as a Culture of Care. In: J. Prosser (Ed.), School Culture (pp. 66-81). London: Paul Chapman, 1999.
- [13]. Bolino, M. C. Citizenship and Impression Management: Good Soldiers or Good Actors. Academy of Management Review, 1999, 24, 1, 82-98.
- [14]. Murray F. B. Beyond Natural Teaching: The Case for Professional Education. In: FB Murray (Ed.), The Teacher Educator's Handbook (pp. 3-13). San Francisco: Jossey-Bass, 1996.
- [15]. Pearson A. T. The teacher: Theory and Practice in Teacher Education. New York: Routledge, 1989.
- [16]. Socket H. The Moral Base for Teacher Professionalism. New York: Teachers College Press, 1993.
- [17]. Kidwell, R.E., Mossholder, K.W., & Bennett, N. Cohesiveness and Organizational Citizenship Behavior: A Multilevel Analysis Using Work Groups and Individuals. Journal of Management, 1997, 23, 6, 775-793.
- [18]. Podsakoff P. M. et al. Organizational Citizenship Behaviors: A Critical Review of the Theoretical and Empirical Literature and Suggestions for Future Research. In: Journal of Management, 2000, 26 (3), 513-563.
- [19]. Van Dyne, L. Graham, J., & Dienesch, R. Organizational Citizenship Behavior: Construct Redefinition, Measurement and Validation. Academy of Management, 1994, 37, 765-802.
- [20]. Paine, J. B., & Organ, D. W. The Cultural Matrix of Organizational Citizenship Behavior: Some Preliminary Conceptual and Empirical Observations. Human Resource Management Review, 2000, 10, 1, 45-59.
- [21]. Wong, T. Y., Ngo, H. Y., & Wong, C. S. Antecedents and Outcomes of Employees' Trust in Chinese Joint Ventures. Asia Pacific Journal of Management, 2003, 20, 481-499.
- [22]. Chhokar, J.S., Zhuplev, A., Fok, L.Y., & Hatman, S.J. The Impact of Culture on Equity Sensitivity Perceptions and Organizational Citizenship Behavior: A Five-Country Study. International Journal of Value-Based Management, 2001, 14, 1, 79-98.
- [23]. Organ, D. W. Organizational Citizenship Behavior: It's Construct Clean-Up Time. Human Performance, 1997, 10, 85-97.
- [24]. Motowidlo, S. J. Some Basic Issues Related to Contextual Performance and Organizational Citizenship Behaviour in Human Resource Management. Human Resource Management Review, 2000, 10, 1, 115-126.
- [25]. Graham, J. W. An Essay on Organizational Citizenship Behavior. Employee Responsibilities and Rights Journal, 1991, 6, 232-248.

Volume-5 | Issue-1 | Jan, 2019

- [26]. Organ D. W. The Motivational Basis of Organizational Citizenship Behavior. In: LL Cummings & BM Staw (Eds.), Research in Organizational Behavior Object (vol. 12, pp. 43-72). Greenwich: JAI Press, 1990.
- [27]. Bruner J. Actual Minds, Possible Worlds. CA: Harvard University Press, 1986.
- [28]. Graham, J. W. Organizational Citizenship Behavior. Employee Responsibilities and Rights Journal, 1989, 4, 249-270.
- [29]. Moorman, R. H., & Blakely, G. L. Individualism-Collectivism as an Individual Difference Predictor of Organizational Citizenship Behavior. Journal of Organizational Behavior, 1995, 16, 2, 127-142.
- [30]. MacKenzie, S.B., Podsakoff, P.M., & Fetter, R. The Impact of Organizational Citizenship Behavior on Evaluations of Sales Performance. Journal of Marketing, 1993.
- [31]. Graham, J. W. Promoting Civic Virtue Organizational Citizenship Behavior: Contemporary Questions Rooted in Classical Quandaries from Political Philosophy. Human Resource Management Review, 2000, 10, 1, 61-77.
- [32]. Kidder, D. L., & McLean Parks, J. The Good Soldier: Who is S (he)? Journal of Organizational Behaviour, 2001, 22, 939-959.
- [33]. Turnipseed, D. L. Are Good Soldiers Good?: Exploring the Link between Organization Citizenship Behavior and Personal Ethics. Journal of Business Research, 2002, 55, 1, 1-15.
- [34]. Ryan, J. J. Work Values and Organizational Citizenship Behaviors: Values that Work for Employees and Organizations. Journal of Business and Psychology, 2002, 17, 1, 123-132.
- [35]. Organ D. W., Ryan K. A Meta-Analytic Review of Attitudinal and Dispositional Predictors of Organizational Citizenship Behavior. In: Personnel Psychology, 1995, 48, p. 775-802.
- [36]. Tompson, H. B., & Werner, J. M. The Impact of Role Conflict / Facilitation on Core and Discretionary Behaviors: Testing a Mediated Model. Journal of Management, 1997, 23, 4, 583-601.
- [37]. Stamper, C. L., & Van Dyne, L. Organizational Citizenship: A Comparison between Part-Time and Full-Time Service Employees. The Cornell Hotel and Restaurant Administration Quarterly, 2003, 44, 1, 33-42.
- [38]. Kidder, D. L. The Influence of Gender on the Performance of Organizational Citizenship Behaviors. Journal of Management, 2002, 28, 5, 629-648.
- [39]. Spector, P. E., & Fox, S. An Emotion-Centered Model of Voluntary Work Behavior: Some Parallels between Counterproductive Work Behavior and Organizational Citizenship Behavior. Human Resource Management Review, 2002, 12, 2, 269-292.
- [40]. Wayne, S.J., Shore, L.M., & Liden, R.C. Perceived Organizational Support and Leader-Member Exchange: A Social Exchange Perspective. Academy of Management Journal, 1997, 40, 82-111.
- [41]. Bogler, R., & Somech, A. Influence of Teacher Empowerment on Teachers' Organizational Commitment, Professional Commitment and Organizational Citizenship Behaviour in Schools. Teaching and Teacher Education, 2004, 20, 3, 277-289.
- [42]. Christ, O., Van Dick, R., Wagner, U., & Stellmacher, J. When Teachers Go the Extra Mile: Foci or Organizational Identification as Determinants of Different Forms of Organizational Citizenship Behavior among Schoolteachers. British Journal of Educational Psychology, 2003, 73, 3, 329-341.
- [43]. Van Dyne L., Cummings L. L., McLean P. J. Extra-Role Behaviors: In Pursuit of Construct and Definitional Clarity (A Bridge Over Muddied Waters). In: L. L. Cummings

- and B. M. Staw (Eds.), Research in Organizational Behavior. Greenwich, CT: JAI Press, 1995, pp. 215-285.
- [44]. Allen, T.D., Barnard, S., Rush, M.C., & Russell, J.E.A. Ratings of Organizational Citizenship Behavior: Does the Source Make a Difference? Human Resource Management Review, 2000, 10, 1, 97-114.
- [45]. Paton M. Q. Qualitative Research and Evaluation Method. Newbury Park: Sage Publications, 2002.
- [46]. Day C. Developing Teachers: The Challenges of Lifelong Learning. London: Falmer Press, 1999.
- [47]. Marshall C., & Rossman G. Designing Qualitative Research. Thousand Oaks, Sage, 1995.
- [48]. Glaser G., & Strauss A. The Discovery of Grounded Theory. Chicago: Aldine, 1967.
- [49]. Hargreaves, A. Mixed Emotions: Teachers' Perceptions of Their Interactions with Students. Teacher and Teacher Education, 2000, 16, 811-826.
- [50]. Frost P.J., Dutton J.E. Worline M.C., & Wilson A. Narratives of Compassion in Organizations. In: S. Fineman (Ed.), Emotion in Organizations (pp. 25-45). London: Sage, 2000.
- [51]. Jackson P. W. The Practice of Teaching. New York: Teachers College Press, 1986.
- [52]. Shulman, L. Knowledge and Teaching: Foundations of the New Reform. Harvard Educational Review, 1987, 57, 1, 1-22.
- [53]. Darling-Hammond L., & Cobb V. L. The Changing Context of Teacher Education. In: FB Murray (Ed.), The teacher educator's handbook (pp. 15-59). San Francisco: Jossey-Bass, 1996.
- [54]. Erez R. Guide to Teacher Rights. Tel Aviv: Organization of High School Teachers, 2003.
- [55]. Pollard A. Primary School Teachers and Their Colleagues. In: S. Delamont (Ed.), The Primary School Teacher (pp. 100-119). London: The Falmer Press, 1987.
- [56]. Kram, K. Phases in the Mentor Relationship. Academy of Management Journal, 1983, 26, 608-625.
- [57]. Oplatka I. The Components of "Organizational Citizenship Behavior" among Schoolteachers. Jerusalem: The German-Israel Foundation, 2004.
- [58]. Oplatka, I. Imposed School Change and Women Teachers' Self-Renewal: A new Insight on Successful Implementation of Changes in Schools. School Leadership and Management, 2005, 25, 2, 171-190.
- [59]. Oplatka, I., Hemsley-Brown, J., Foskett, N.H. The Voice of Teachers in Marketing Their School: Personal Perspectives in Competitive Environments. School Leadership and Management, 2002, 22, 2, 177-196.
- [60]. Cuban L. Why Is It So Hard to Get Good Schools? New York: Teacher College Press, 2003.
- [61]. HIT Holon Institute of Technology. http://www.hit.ac.il/web/default.asp (Retrieved 18.10.2011). Council for Higher Education. http://www.che.org.il/ (Retrieved 18.10.2011).
- [62]. Capra F. The web of life. USA: Anchor Books, 1997.
- [63]. Stacey R. D., Griffin D., Shaw P. Complexity and Management. London and New York: Routledge, 2000.
- [64]. Waldrop M. M. Complexity. NY: Touchstone, 1992.

- [65]. Rich B. L., LePine J. A., Crawford E. R. Job Engagement: Antecedents and Effects on Job Performance. In: Academy of Management Journal, 2010, 53, p. 617635.
- [66]. Jones S. F. et al. Thank God it's Friday!: Achieving Balance between Continuity of Care and Intensivist Burnout. In: American Journal of Respiratory and Critical Care Medicine, 2011, 184, 7, p. 749-750.
- [67]. George J. M., Jones G. R. Understanding and Managing Organizational Behavior. Prentice Hall, 2002.
- [68]. Steers R. M., Black J. S. Organizational Behavior. New York: Harper Collins College Publisher, 1994.
- [69]. Adams S. J. Inequity in Social Exchange. In L. Berkowitz (Ed.), Advances in Experimental Social Psychology. San Diego, CA: Academic Press, 1965.
- [70]. Abayomi O. A., Aniebiet E. S., Obiajulu N. A. U. Influence of Perceived Co-Worker Involvement and Supervisory Support on Job Satisfaction. In: IFE Psychologia, 2011, 19, 2, p. 28-42.
- [71]. Herzberg F. Work and the Nature of Man. Cleveland, OH: World Publishers, 1966.
- [72]. Rashid U., Rashid S. The Effect of Job Enrichment on Job Satisfaction: A Case Study of Faculty Members. In: Interdisciplinary Journal of Contemporary Research In Business, 2011, 3, 4, p. 106-117.
- [73]. Weathington B. L., Reddock C. M. Equity Sensitivity in "Fringe" Benefit Value and Satisfaction. In: Journal of Behavioral and Applied Management, 2011, 13, 1, p. 44-59.
- [74]. Rice R. W. et al. Facet Importance and Job Satisfaction: Two Experimental Tests of Locke's Range of Affect Hypothesis. In: Journal of Applied Social Psychology, 1991, 21, 24, p. 1977–1987.
- [75]. Wu C. H., Chen L. H., Tsai Y. M. Investigating Importance Weighting of Satisfaction Scores from a Formative Model with Partial Least Squares Analysis. In: Social Indicators Research, 2009, 90, 3, p. 351-363.
- [76]. Chou S. Y., Garcia D. C. Group Organizational Citizenship Behavior in the Stages of Group Development. In: International Journal of Business and Management, 2011, 6, 10, p. 3-15.
- [77]. Bolino M. C., Turner W. H. Going the Extra Mile: Cultivating and Managing Employee Citizenship Behavior. In: Academy of Management Executive, 2003, 17, 3, p. 60-70.
- [78]. Price J. L. Handbook of Organizational Measurement. In: International Journal of Manpower, 1997, 18, (4/5/6), p. 305-558.
- [79]. Porter L.W., Steers, R. M. Organizational, Work, and Personal Factors in Employee Turnover and Absenteeism. In: Psychological Bulletin, 1973, 80, p. 17-151.
- [80]. Becker H. S. Notes on the Concept of Commitment. In: American Journal of Sociology, 1960, 66, p. 32-40.
- [81]. Granot-Shlonsky L. Effect of Personal Variables, Functional and Organizational Promotion of Women to Management Positions in High Schools in Israel. Unpublished MA thesis. In Haifa University, Department of Political Science, 1999.
- [82]. Cole J. Organizational Citizenship Behavior in Health: The Relationship between Professional and OCB. Unpublished doctoral dissertation. In Haifa. University, 2000.
- [83]. Meyer J. P., Allen N. J. Commitment in the Work Place. Newbury Park, CA: Sage, 1997.

- [84]. Vigoda E. Organizational Politics: Characteristics, Causes, and Consequences of Interpersonal Influence Processes on the Performance of Employees, the Public Administration. Unpublished doctoral dissertation. In Haifa University, 1997.
- [85]. Itzhaky H. Effects of Organizational and Role Components on Job Satisfaction: A Study of Nonprofessional Women Workers. In: Administration in Social Work, 1995, 19, 3, p. 1-17. [86]. Silberberg A., & Ptolemy D. Job Satisfaction: Organizations in General and the Police and Prison Service in Particular. Ramat Gan, Ziv Institute for Organizational Development, 1999.
- [87]. Goulet L. R., Frank M. L. Organizational Commitment across Three Sectors: Public, Non-Profit, and For-Profit. In: Public Personnel Management, 2002, 31, 2, p. 201-210.
- [88]. Smith C. A., Organ D. W., Near J. P. Organizational Citizenship Behavior: Its Nature and Antecedents. In: Journal of Applied Psychology, 1983, 68, 1, p. 653-663.
- [89]. Penner L. A., Midili A. R., Kegelmeyer J. beyond Job Attitudes: A Personality and Social Psychology Perspective on the Causes of OCB. In: Human Performance, 1997, 10, p. 111-131.
- [90]. Moorman R. H. The Influence of Cognitive and Affective Based Job Satisfaction Measures on the Relationship between Satisfactions Organizational Citizenship Behavior. In: Human Relations, 1993, 46, 6, p. 759-776.
- [91]. Payne S. C., Simsarian W. S. Effects of Service Provider Attitudes and Employment Status on Citizenship Behaviors and Customers 'Attitudes and Loyalty Behavior. In: Journal of Applied Psychology, 2006, 91, 2, p. 365-378.
- [92]. Ilies R., Scott B. A., Judge T. A. The Interactive Effects of Personal Traits and Experienced States on Intraindividual Patterns of Citizenship Behavior. In: Academy of Management Journal, 2006, 49, 3, p. 561-575.
- [93]. Wegge J. et al. Work Motivation, Organizational Identification, and Well-Being in Call Centre work. In: Work and Stress, 2006, 20, 1, p. 60-83.
- [94]. Todd S. Y., Kent A. Direct and Indirect Effects of Task Characteristics on Organizational Citizenship Behavior. In: North American Journal of Psychology, 2006, 8, 2, p. 253-268.
- [95]. Chen C. H. V., Indartono S. Study of Commitment Antecedents: The Dynamic Point of View. In: Journal of Business Ethics, 2011, 103. 4, p. 529-541.
- [96]. Harif H. A. A Test of the Relationships among Perceptions of Justice, Job Satisfaction, Affective Commitment and Organizational Citizenship Behavior. In: Gadjah Mada International Journal of Business, 2005, 7, 2, p. 131-154.
- [97]. Dirks K. T., Ferrin D. L. The Effects of Trust in Leadership on Employee Performance, Behavior, and Attitudes: A Meta-Analysis. In: Academy of Management Proceedings, OB: H1, 2000.
- [98]. Gilbert D. et al. Enhancing Performance: Bringing Trust Commitment and Motivation Together in Organizations. In: Journal of General Management, 2011, 36, 3, p. 1-18.
- [99]. Barrick M. R., Mount M. K. The Big five Personality Dimensions and Job Performance: A Meta-Analysis. In: Personnel Psychology, 1991, 44, p. 1-27.
- [100]. John O. P., Srivastava S. The Big Five Trait Taxonomy: History, Measurement, and Theoretical Perspectives. In: L. A. Pervin and O.P. John (Eds.), Handbook of personality. New York: Guilford Press, 1999. 102-138 p.

- [101]. Elanain H. A. Relationship between Personality and Organizational Citizenship Behavior: Does Personality Influence Employee Citizenship? In: International Review of Business Research Papers, 2007, 3. p. 31-43.
- [102]. Chaudhry M. S. et al. Exploring the Relationship between Salary Satisfaction and Job Satisfaction: A Comparison of Public and Private Sector Organizations. In: The Journal of Commerce, 2011, 3, 4, p. 1-14.
- [103]. Satisfaction. In: S. Bhatt and M. Plateau, Dictionary Present: The Standard Handy Hebrew Dictionary. Ma'ariv Library. Aitab Publishing House, 1995.
- [104]. Locke E. A. The Nature and Causes of Job Satisfaction. In M. Bunnete (Ed.), Handbook of Industrial and Organizational Psychology. Chicago: Rand McNally, 1976. 1297-1349 p.
- [105]. Smith P. C., Kendall L. M., Hulin C. L. The Measurement of Satisfaction in Work and Retirement. Chicago, IL: Rand McNally, 1969.
- [106]. Weiss D. J. et al. Manual for the Minnesota Satisfaction Questionnaire. Industrial Relations Center, University of Minnesota, Minneapolis, 1967.
- [107]. Marschke E., Preziosi R., Harrington W. J. How Sales Personnel View the Relationship between Job Satisfaction and Spirituality in the Workplace. In: Journal of Organizational Culture, Communications and Conflict, 2011, 15, 2, p. 71-84.
- [108]. O'Reilly C. A., Chatman J., Caldwell D. F. People and Organizational Culture: A Profile Comparisons Approach to Assessing Person-Organization Fit. In: Academy of Management Journal, 1991, 34, 3, p. 487-516.
- [109]. Organ, D. W., & Lingl, A. (1995). Personality, satisfaction, and organizational citizenship behavior. The journal of social psychology, 135(3), 339-350.
- [110]. Werner, J. M. (1994). Dimensions that make a difference: Examining the impact of inrole and extra-role behaviors 4on supervisory ratings. Journal of Applied Psychology, 79: 98–107.
- [111]. Bateman, T. S., and Organ, D. W. (1983). Job satisfaction and the good soldier: The relationship between affect and employee "citizenship." Academy of Management Journal, 26: 587–595.
- [112]. Schnake M. et al, (1995). Encouraging Organizational Citizenship: The Effects of Job Satisfaction, Perceived Equity and Leadership. J. Manage. Issues, 7:1-209
- [113]. Organ, D. W. and Ryan, K. (1995). A meta-analytic review of attitudinal and dispositional predictors of organizational citizenship behavior, Personnel Psychology, 48: 775–802.
- [114]. Konovsky, M. A., and Organ, D. W. (1996). Dispositional and contextual determinants of organizational citizenship behavior Journal of Organizational Behavior 17, 253–266.
- [115]. Moorman, R. H. (1991). Relationship between organizational justice and organizational citizenship behaviors: Do fairness perceptions influence employee citizenship, Journal of Applied Psychology, 76: 845–855.
- [116]. Murphy G. et al, (2002). Job Satisfaction and Organizational Citizenship Behavior J. Manag Psychol17287-297.
- [117]. Mahal, P. K. (2013). Organizational Citizenship Behavior and Job Satisfaction among Call Centre Representatives In Relation To Stressful Environment.
- [118]. Rainey, Hal G., and Barry Bozeman. 2000. Comparing Public and Private Organizations: Empirical Research and the Power of the A Priori. Journal of Public Administration Research and Theory **10**(2): 447–69.

- [119]. Wright, Bradley E. 2001. Public-Sector Work Motivation: A Review of the Current Literature and a Revised Conceptual Model. Journal of Public Administration Research and Theory **11**(4): 559–86.
- [120]. Boyne, George A. 2002. Public and Private Management: What's the Difference? Journal of Management Studies **39**(1): 97–122.
- [121]. Perry, James L. 2000. Bringing Society In: Toward a Theory of Public-Service Motivation. Journal of Public Administration Research and Theory **10**(2): 471–88.
- [122]. Houston, David J. 2000. Public Service Motivation: A Multivariate Test. Journal of Public Administration Research and Theory **10**(4):713–27.
- [123]. Box, Richard C. 1999. Running Government like a Business: Implications for Public Administration Theory and Practice. American Review of Public Administration **29**(1): 19–43
- [124]. Perry, James L., and Lois R. Wise. 1990. The Motivational Bases of Public Service. Public Administration Review **50**(3): 367–73.
- [125]. Wittmer, Dennis. 1991. Serving the People or Serving for Pay: Reward Preferences among Government, Hybrid Sector, and Business Managers. Public Productivity and Management Review **14**(4): 369–83.
- [126]. Newstrom, John W., William E. Reif, and Robert M. Monczka. 1976. Motivating the Public Employee: Fact vs. Fiction. Public Personnel Management **5**(1): 67–72.
- [127]. Jurkiewicz, Carole L., Tom K. Massey, Jr., and Roger G. Brown. 1998. Motivation in Public and Private Organizations: A Comparative Study. Public Productivity and Management Review **21**(3): 230–50.
- [128]. Khojasteh, Mak. 1993. Motivating the Private vs. Public Sector Managers. Public Personnel Management **22**(3): 391–401.
- [129]. Moon, M. Jae. 2000. Organizational Commitment Revisited in New Public Management: Motivation, Organizational Culture, and Managerial Level. Public Performance and Management Review **24**(2): 177–94.
- [130]. Crewson, Philip E. 1997. Public Service Motivation: Building Empirical Evidence of Incidence and Effect. Journal of Public Administration Research and Theory **7**(4): 499–518.
- [131]. Crewson, Philip E. 1997. Public Service Motivation: Building Empirical Evidence of Incidence and Effect. Journal of Public Administration Research and Theory **7**(4): 499–518.
- [132]. Leete, Laura. 2000. Wage Equity and Employee Motivation in Non-profit and For Profit Organizations. Journal of Economic Behavior and Organization **43**(4): 423–46.
- [133]. Houston, David J. 2000. Public Service Motivation: A Multivariate Test. Journal of Public Administration Research and Theory 10(4): 713–27.
- [134]. Lewis, Gregory B., and Sue A. Frank. 2002. Who Wants to Work for the Government? Public Administration Review 62(4): 395–404.
- [135]. Kihlgren, Annica L., Ingegerd Fagerberg, Kirsti Skovdahl, and Mona Kihlgren. 2003. Referrals from Home Care to Emergency Hospital Care: Basis for Decisions. Journal of Clinical Nursing 12(1): 28–36.
- [136]. Posner, Barry Z., and Warren H. Schmidt. 1996. The Values of Business and Federal Government Executives: More Different Than Alike. Public Personnel Management **25**(3): 277–89.

- [137]. Zeffane, Rachid. 1994. Patterns of Organizational Commitment and Perceived Management Style: A Comparison of Public and Private Sector Employees. Human Relations **47**(8): 977–1010.
- [138]. Buchman, Bruce. 1974a. Building Organizational Commitment: The Socialization of Managers in Work Organizations. Administrative Science Quarterly **19**(4): 509–32.
- [139]. Rainey, Hal G. 1982. Reward Preferences among Public and Private Managers: In Search of the Service Ethic. American Review of Public Administration **16**(4): 288–302.
- [140]. Moon, M. Jae. 2000. Organizational Commitment Revisited in New Public Management: Motivation, Organizational Culture, and Managerial Level. Public Performance and Management Review **24**(2): 177–94.
- [141]. Goulet, Laurel R., and Margaret L. Frank. 2002. Organizational Commitment across Three Sectors: Public, Non-Profit, and For-Profit. Public Personnel Management **31**(2): 201–10.
- [142]. Farid, Mamadouh I. 1997. Job Characteristics, Leadership, and Organizational Commitment as Perceived by Managers in the Egyptian Public and Private Sectors. Academy of Strategic and Organizational Leadership Journal **1**(1): 20–31.
- [143]. Balfour, Danny L., and Barton Wechsler. 1991. Commitment, Performance, and Productivity in Public Organizations. Public Productivity and Management Review **14**(4): 355–67.
- [144]. Baldwin, Norman J. 1991. Public versus Private Employees: Debunking Stereotypes. Review of Public Personnel Administration **11**(1–2): 1–27.
- [145]. Kline, Cathy J., and Lawrence H. Peters. 1991. Behavioral Commitment and Tenure of New Employees: A Replication and Extension. Academy of Management Journal **34**(1): 194–204.
- [146]. Cho, Kyung-Ho, and Seok-Hwan Lee. 2001. Another Look at Public–Private Distinction and Organizational Commitment: A Cultural Explanation. International Journal of Organizational Analysis **9**(1): 84–102.
- [147]. Perry, James L. , and Lois R. Wise. 1990. The Motivational Bases of Public Service. Public Administration Review 50 (3): 367 73.