

## **Publications, Papers and Presentations**

### **Refereed Journal Articles**

Anna, A. A., Chandler, G. N., Jansen, E., Mero, N. P. (2000). Women business owners in traditional and non-traditional industries. Journal of Business Venturing, 15(3), pp. 279-303.

Thomas, K. W., Jansen, E. & Tymon, W. G. (1997). Navigating in the realm of theory: An empowering view of construct development. Recent Advances in Organizational Development, 10, pp. 1-30.

Jansen, E. & Chandler, G. N. (1994). Innovation and restrictive conformity among hospital employees: Individual outcomes and organizational considerations. Hospital and Health Services Administration, 39(1), pp. 63-80.

Hanks, S., & Watson, C., Jansen, E. & Chandler, G. N. (1993). Tightening the life cycle construct: A taxonomic study of growth stage configurations in high technology organizations. Entrepreneurship Theory and Practice, 18(2), pp. 5-29.

Chandler, G. N. & Jansen, E. (1992). The founder's self-assessed competence and venture performance. Journal of Business Venturing, 7(3), 223-236.

Chandler, G. N. & Jansen, E. (1993, October). Career orientations, career choice, and career success: The case of business founders. In Proceedings of the Association on Employment Practices and Principles. San Diego, California.

Jansen, E. & Chandler, G. N. (1990). The psychological contract between volunteers and not-for-profit organizations: A career perspective. In Toward the 21st Century: Challenges for the voluntary sector. London School of Economics: Centre for Voluntary Organisation. (ISBN 0-85328-117-3).

Jansen, E. & Von Glinow, M. A. (1985). Ethical ambivalence and organizational reward systems. Academy of Management Review, 10(4), 814-822.

### **Published Proceedings**

Chandler, G. N. & Jansen, E. (1997). Reciprocal dynamics between self-efficacy and organizational performance: The case of entrepreneurs. In Proceedings of the Fifty-Seventh Academy of Management, Boston, Massachusetts.

Chandler, G. N. & Jansen, E. (1993, October). Career orientations, career choice, and career success: The case of business founders. In Proceedings of the Association on Employment Practices and Principles, San Diego, California.

Hanks, S., Watson, C. & Jansen, E. (1990, August). Toward a configurational taxonomy of the organizational life cycle. In Proceedings of the American Marketing Association's Symposium on Entrepreneurship, University of Chicago, Chicago, Illinois.

## **Book Chapters and Cases in Texts**

Jansen, E. & Derr, B. (1993). Managing careers in Europe. In Gutteridge, R. Leibowitz, Z. & Shore, J. (Eds.). Organizational career development: Benchmarks for Building a World-Class Workforce. San Francisco: Jossey-Bass, pp. 35-56. (ISBN 1-55542-526-7).

Jansen, E. (1991). Turning around Lockheed's TriStar plant. In Kelly, J., Prince, J. B., & Ashforth, B. Organizational behavior: Readings, cases and exercises. Scarborough, Ontario: Prentice-Hall.

## **Technical Reports**

Thomas, K. W., & Jansen, E. (1996). Intrinsic motivation in the military: Models and strategic importance. Monterey, California: Naval Postgraduate School (NPS-SM-96-002).

Berwick, K. & Jansen, E. (1986). Beyond the accounting stereotype: Surveys and focus groups of California high school and college students. Sacramento, California: The California Society of Certified Public Accountants (CSCPA 86-1).

Hocevar, S. P., Jansen, E., & Teagarden, M. (1982). Socio-technical and human resource factors in designing a space station. Pasadena, California: California Institute of Technology. Jet Propulsion Laboratories (LSS Study 315.4-058).

Durning, K. & Jansen, E. (1976, November). Problem drinking and attitudes toward alcohol among Naval recruits. San Diego, California: Naval Personnel Research & Development Center (NPRDC 76-21).

## **Presentations and workshops at professional meetings**

Jansen, E. Time and intrinsic work motivation: A Buddhist perspective. (2000, August). All Academy Symposium at the Academy of Management Annual Meeting, Toronto, Canada.

Thomas, K., Jansen, E., Barrios-Choplin, B. & Thornburg, B. J. (1998, March). What makes research impactful? Traditional and non-traditional lessons from a high-impact project. Symposium conducted at the Western Academy of Management Annual Meeting, Portland, Oregon.

Chandler, G. N. & Jansen, E. (1997, August). Founder self-efficacy & venture performance: A longitudinal study. Paper presented at the Academy of Management Annual Meeting, San Diego, California.

Englebrecht, A., Jansen, E. & Heeley, Michael B. (1995, August). Traditional versus Non-traditional Industries: Exploring the Effect of Entrepreneurial Efficacy on Women Business Owners. Paper presented at the Academy of Management, Vancouver, British Columbia.

Pavia, T., Moore, W., Jansen, E., & Khanwilkar, P. (1994, April) Within and Across Project Learning in the Development of Biomechanical Heart and Heart Assist Devices. Paper presented at the Marketing Science Conference, Tucson, Arizona.

Jansen, E., Seybolt, P. M. & Fladmoe-Lindquist, K. (1994, August). Antecedents of Anticipatory and Sequential Planning: A Social Cognitive Theory. Paper presented at the Academy of Management, Dallas, Texas.

Chandler, G. N., Jones, C. & Jansen, E. (1993, October). Career orientations, leisure motivations, and work-leisure linkages. Paper presented at the Association on Employment Practices and Principles, San Diego, California.

Jansen, E. (1993, August). Bureaucracy and innovation among operational hospital employees: A reward systems perspective. Paper presented at the Academy of Management, Atlanta, Georgia.

Chandler, G. N. & Jansen, E. (1991, August). A social cognitive approach to career orientations: The case for business founders. Paper presented at the Academy of Management, Miami, Florida.

Jansen, E. & McConnell, R. (1991, March). Meetings with managers: Integrating career development with the business curriculum. Paper presented at the Western Academy of Management, Santa Barbara, California.

Hesterly, W. H. & Jansen, E. (1990, November). The impact of monitoring styles and reward systems on strategic persistence. Paper presented at Decision Sciences, San Diego, California.

Chandler, G. N. & Jansen, E. (1990, August). Rewarding innovation of hospital employees. Paper presented at the Academy of Management, San Francisco, California.

Hocevar S. P. & Jansen, E. (1989, August). The structure of reward preferences: A confirmatory analysis. Paper presented at the Academy of Management, Washington, D.C.

Jansen, E. (1984, April). Beyond the planned obsolescence of man: Work and the aging workforce. Paper presented at the Western Academy of Management, Vancouver, British Columbia.

Hocevar, S. P., Jansen, E. & Teagarden, M. (1983, March). Learning by designing: an experiential exercise in designing a space station. Paper presented at the Western Academy of Management, Santa Barbara, California.