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Herman Aguinis is the Avram Tucker Distinguished Scholar, Professor of Management, and Chairperson of the Department of Management at The George Washington University School of Business. He has been elected for the presidency track of the Academy of Management (AOM), served as Vice President and Program Chair for the AOM 2020 Virtual Conference and is serving as AOM President Elect, President ...

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What makes some businesses more successful than others? The answer: people. Organizations with motivated, talented employees that offer outstanding customer service are more likely to pull ahead of the competition. Performance Management is the first text to emphasize this key competitive advantage, showing readers that success in today's globalized business world can be found, not in technology and products, but in an organization's people.

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Implement best-in-class performance management systems Performance Management For Dummies is the definitive guide to infuse performance management with your organization's strategic goals and priorities. It provides the nuts and bolts of how to define and measure performance in terms of what employees do (i.e., behaviors) and the outcome of what they do (i.e., results) - both for individual employees as well as teams. Inside, you'll find a new multi-step, cyclical process to help you keep track of your employees' work, identify where they need to improve and how, and ensure they're growing with the organization-and helping the organization succeed. Plus, it'll show managers to C-Suites how to use performance management not just as an evaluation tool but, just as importantly, to help employees grow and improve on an ongoing basis so they are capable and motivated to support the organization's strategic objectives. Understand if your performance management system is working Make fixes where needed Get performance evaluation forms, interview protocols, and scripts for feedback meetings Grasp why people make some businesses more successful than others Make performance management a useful rather than painful management tool Get ready to define performance, measure it, help employees improve it, and align employee performance with the strategic goals and priorities of your organization.

Rethink, Redesign, Reboot. Most people associate performance management with the annual review, which is universally dreaded by employees, management, and HR professionals alike. It's a cookie-cutter, fear-based, top-down approach that emphasizes negatives over positives and stifles healthy career conversations. It's never been shown to motivate anyone to do anything but try to avoid it, but nobody feels like they have any alternative. Tamra Chandler has one-and it works. Actually, Chandler doesn't offer a single alternative-she offers an infinite number of them. Each organization that uses her Performance Management Reboot is able to develop its own unique version since it doesn't make a lot of sense for organizations with different cultures, in different industries and sectors, to do things exactly the same way. Grounded in the latest scientific findings about motivation, it's a transparent, employee-driven process that values collaboration over competition and rewards people for acquiring new skills and increasing their contribution instead of hitting arbitrary benchmarks. Chandler lays out the general principles and then walks you through each step in creating a performance management process that employees will actually embrace rather than avoid and that will help you meet the three objectives of great performance management: developing your people, rewarding them equitably, and driving your organization's performance. It's the first comprehensive, step-by-step guide to creating a performance management solution that's tailored to your organization's needs and goals and that places the emphasis squarely on your greatest asset: your people.

Does the stability of personality vary by gender or ethnicity? Does a particular therapy work better to treat clients with one type of personality disorder than those with another? Providing a solution to thorny problems such as these, Aguinis shows readers how to better assess whether the relationship between two variables is moderated by group membership through the use of a statistical technique, moderated multiple regression (MMR). Clearly written, the book requires only basic knowledge of inferential statistics. It helps students, researchers, and practitioners determine whether a particular intervention is likely to yield dissimilar outcomes for members of various groups. Associated computer programs and data sets are available at the author's website (<http://mypage.iu.edu/~haguinis/mmr>).

In Applied Psychology in Talent Management, world-renowned authors Wayne F. Cascio and Herman Aguinis provide the most comprehensive, future-oriented overview of psychological theories and how they impact people decisions in today's ever-changing workplace. Taking a rigorous, evidence-based approach, the new Eighth Edition includes more than 1,000 new citations from over 20 top-tier journal articles. The authors uniquely emphasize the latest developments in the field-all in the context of historical perspectives. Integrated coverage of technology, strategy, globalization, and social responsibility throughout the text provides students with a holistic view of the field and equips them with the practical tools necessary to create productive, enjoyable work environments.

There has been a shift in HR from performance appraisal to performance management. A new volume in the SIOP Professional Practice Series, this book contains a broad range of performance management topics, offers recommendations grounded in research, and many examples from a variety of organizations. In addition to offering state-of-the-art descriptions of performance management needs and solutions, this book provides empirical bases for recommendations, demonstrates how performance management tracks and helps promote organizational change, and exams critical issues. This book makes an ideal resource for I/O psychologists, HR professionals, and consultants. "In this comprehensive and timely volume, Smither and London assemble an exceptional collection of chapters on topics spanning the entire performance management process. Written by leading researchers and practitioners in the field, these chapters draw on years of research and offer a blueprint for implementing effective performance management systems in organizations. This volume is a 'must-read' for all those interested in performance management." -John W. Fleenor, Ph.D., research director, Center for Creative Leadership

Are your employees meeting their goals? Is their work improving over time? Understanding where your employees are succeeding-and falling short-is a pivotal part of ensuring you have the right talent to meet organizational objectives. In order to work with your people and effectively monitor their progress, you need a system in place. The HBR Guide to Performance Management provides a new multi-step, cyclical process to help you keep track of your employees' work, identify where they need to improve, and ensure they're growing with the organization. You'll learn to: Set clear employee goals that align with company objectives Monitor progress and check in regularly Close performance gaps Understand when to use performance analytics Create opportunities for growth, tailored to the individual Overcome and avoid burnout on your team Arm yourself with the advice you need to succeed on the job, with the most trusted brand in business. Packed with how-to essentials from leading experts, the HBR Guides provide smart answers to your most pressing work challenges.

Filled with real-world case studies and examples of ethical dilemmas, Understanding Business Ethics, Third Edition prepares students and managers alike to make ethical decisions in today's complex, global environment. Bestselling authors Peter A. Stanwick and Sarah D. Stanwick explain the fundamental importance of ethical leadership, decision making, and strategic planning while examining emerging trends in business ethics such as the developing world, human rights, environmental sustainability, and technology. In addition to presenting information related to the Association to Advance Collegiate Schools of Business (AACSB), the text's 26 real-world cases profile a variety of industries, countries, and ethical issues in a way that is relevant and meaningful to students' lives. The Third Edition features new cases from well-known companies such as Disney and General Motors, new coverage of emerging topics such as big data and social media, expanded coverage of corporate social responsibility, and more. Using an applied approach, this text helps students understand why and how business ethics really do matter!