

**Webber, Sheila (Full Professor)**

**Refereed Journal Articles**

**Journal Article, Academic Journal**

- Detjen, J., Webber, S. (2017). Strategic Shifts that Build Executive Leadership. *Business Horizons*, 60(3), 335-343.
- Webber, S., O'Neill, R., Dossinger, K. (2020). The Empowering Leadership Project. *Journal of Management Education*, 44, 342-361.
- Webber, S. S., Detjen, J., MacLean, T., Thomas, D. (2019). Team Challenges: Is Artificial Intelligence the Solution? *Business Horizons*, 62(6), 741-750.
- Payne, S. C., Andrew, N., Webber, S. (2018). The Relative Influence of Trustor and Trustee Individual Differences on Peer Assessments of Trust. *Personality and Individual Differences*, 128(1), 62-68.
- MacLean, T., Webber, S. (2015). Navigating Multiple Identities Across Multiple Boundaries:. *Journal of Management Inquiry*, 24(2).  
<http://journals.sagepub.com/doi/abs/10.1177/1056492614546222>
- Webber, S., Webber, D. S. (2015). Launching and Leading Intense Teams. *Business Horizons*, 58, 449-457.
- Webber, S., Bishop, K., O'Neill, R. (2012). Trust repair: The impact of perceived organizational support and issue-selling success. *Journal Of Management Development*, 31(7), 724-737.
- Roussin, C., Webber, S. (2012). Impact of Organizational Identification and Psychological Safety on Initial Perceptions of Coworker Trustworthiness. *Journal of Business and Psychology*, 27(3), 317-329.
- Webber, S., Payne, S. (2012). Personality and Trust Fosters Service Quality. *Journal of Business and Psychology*, 27(2), 193-203.
- Bishop, K., Webber, S., O'Neill, R. (2011). Doing One's Homework: The Influence of Preparatory Moves and Prior Experience on Issue-Selling Success. *Journal Of Managerial Issues*, 23(3), 323-340.
- Webber, S. (2011). Dual Organizational Identification Impacting Client Satisfaction and Word of Mouth Loyalty. *Journal Of Business Research*, 64(2), 119-125.
- Webber, S. (2008). Blending Service Provider/Client Project Teams to Achieve Client Trust: Implications for Project Team Trust, Cohesion, and Performance. *Project Management Journal*, 39(2), 72-81.
- Webber, S. (2008). Development of Cognitive and Affective Trust in Teams: A Longitudinal Study. *Small Group Research*, 39(6), 746-769.
- Kainen, T., Webber, S. S., Boyd, D. (2008). Morton Electronics: The Collapse of High-Performance, Self-Managed Work Teams. *Journal of Business Case Studies*, 4(1), 79-86.

- Shao, L., Webber, S. S. (2006). A cross-cultural test of the Five-factor Model of Personality and Transformational Leadership'. *Journal Of Business Research*, 59(8), 936-944.
- Payne, S. C., Webber, S. (2006). Effects of service provider attitudes and employment status on citizenships behaviors and customers' attitudes and loyalty behaviors. *Journal Of Applied Psychology*, 91(2), 365-378.
- Cramton, C. D., Webber, S. (2005). Relationships among geographic dispersion, team processes, and effectiveness in software development work teams. *Journal Of Business Research*, 58, 758-765.
- Webber, S. S., Klimoski, R. J. (2004). Client - project manager engagements, trust, and loyalty. *Journal Of Organizational Behavior*.
- Webber, S. (2004). Client co-production: Professionals as stewards. *International Journal of Knowledge, Culture and Change Management*, 4, 55-66.
- Webber, S., Klimoski, R. J. (2004). Crews: A distinct type of team. *Journal of Business and Psychology*, 18(3), 261-279.
- Webber, S. S., Torti, M. (2004). Project managers doubling as client account executives. *Academy Of Management Executive*, 18(1), 60-72.
- Webber, S. (2002). Leadership and trust facilitating cross-functional team success. *Journal Of Management Development*, 21(3), 201-214.
- Chen, G., Webber, S. S., Mathieu, J., Bliese, P. D., Payne, S. C. (2002). Simultaneous examination of the antecedents and consequences of efficacy beliefs at multiple levels of analysis. *Human Performance*, 15(4), 381-409.
- Webber, S., Donahue, L. (2001). Impact of highly and less job-related diversity on work group cohesion and performance: A meta-analysis. *Journal Of Management*, 7(2), 141-162.
- Webber, S. S., Chen, G., Payne, S. C. (2000). Enhancing team mental model measurement through performance appraisal practices. *Organizational Research Methods*, 3(4), 307-322.

### **Other Intellectual Contributions**

#### **Instructor's Manual**

- Webber, S. (2013). *Human Resource Management Textbook Instructor's Manual* (1st ed.). Boston, MA: Cengage Publishing.

#### **Presentations**

- Naber, Andrew, Stephanie, Payne, Webber, Sheila, Academy of Management, "Relative Influence of Trustee and Trustor Individual Differences on Peer Trust," Vancouver. (August 2015).
- Payne, Stephanie C (Presenter & Author), Andrew, Naber (Author Only), Webber, Sheila (Author Only), Society of Industrial/Organizational Psychology, "Antecedents and Consequences of Peer Trust," Honolulu, Hawaii. (April 2014).

Webber, Sheila, MacLean, Tammy (Presenter & Author), Academy of Management, "Navigating Multiple Identities Across Multiple Boundaries: A Cross-Level Model of Organizational Identification," Boston, MA. (August 2012).

MacLean, Tammy, Webber, Sheila, Academy of Management Annual Conference, "Navigating Factional Hybrid Identities," Boston MA. (August 2012).

Webber, Sheila, Society of Industrial/Organizational Psychology, "Oh the Places You'll Go: An Examination of I-O Careers," San Diego, CA. (April 2012).

MacLean, Tammy (Presenter & Author), Webber, Sheila (Presenter & Author), Eastern Academy of Management Annual Conference, "Negotiating the Identification Process in Dual-Identity Organizations'," Eastern Academy of Management, Boston MA. (May 2011).

Webber, Sheila (Presenter & Author), Bishop, Karen (Author Only), O'Neill, Regina (Author Only), Southern Management Association, "'Trust Repair: Impact of Perceived Organizational Support and Issue-Selling Success'," St. Pete Beach, Florida. (October 2010).

Webber, Sheila (Presenter & Author), Payne, Stephanie C (Author Only), Southern Management Association, "Impact of Service Provider Service Orientation on Customer Trust and Service Quality," St. Petersburg, FL. (October 2010).

Roussin, Christopher, Webber, Sheila Simsarian, "Impact of Organizational Identification and Psychological Safety on Initial Perceptions of Trustworthiness," Academy of Management, Montreal, Massachusetts. (August 2010).

Webber, Sheila, "Co-production Engagements and Dual Organizational Identities Impacting Client Satisfaction and Loyalty," Eastern Academy of Management, Hartford, Connecticut. (2009).

Bishop, Karen Simsarian, Webber, Sheila Simsarian, O'Neill, Regina, "Doing Ones Homework: Preparatory Moves, Prior Experience, and Issue Selling Success," Academy of Management, Chicago, Massachusetts. (2009).

Webber, Sheila, "Teaming with the Client: A Co-production Strategy for Innovation," MOPAN Conference, Boston, Massachusetts. (June 2008).

Webber, Sheila, "Blended Project Teams," Society for Industrial and Organizational Psychology (SIOP), New York, New York. (2007).

Webber, Sheila, "Project Management Research," Academy of Management, Philadelphia, Pennsylvania. (2007).

Webber, Sheila, "Blended Service Provider Client Teams," Academy of Management, Atlanta, Georgia. (2006).

Webber, Sheila, "Escalation and Deterioration of Cognitive and Affective Trust in Work Teams," Academy of Management, Atlanta, Georgia. (2006).

Webber, Sheila, "Project Management Research Methodology," Academy of Management, Atlanta, Georgia. (2006).

Webber, Sheila, "Impact of Time, Task and Communication Mode on Computer-Mediated Work Team Effectiveness: A Meta-analysis," Southern Management Association Annual Meeting, Charleston, South Carolina. (2005).

Webber, Sheila, "Morton International: Designing High Performance, Self-managed Work Teams for Strategic Advantage," North American Case Research Conference, Cape Cod, Massachusetts. (2005).

Webber, Sheila, "Client co-production: Professionals as stewards," International Conference on Knowledge, Culture and Change in Organizations, London, United Kingdom. (2004).

Webber, Sheila, "Obtaining Client Loyalty in Low Trust Situations," Academy of Management, New Orleans, Louisiana. (2004).