

Managing The Psychological Contract Using The Personal Deal To Increase Performance By Michael Wellin 2007 02 28

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~~Managing the Psychological Contract is the first book which shows how the psychological contract can be used in practice. In it Michael Wellin advocates going beyond the traditional static view of the psychological contract between the organisation and its employees.~~

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~~Mis-managing the psychological contract damages feelings of trust, motivation and employee engagement. Managing the psychological contract effectively increases feelings of loyalty, discretionary effort and a sense of well-being. It 's well known that higher employee engagement increases productivity and levels of customer service.~~

~~Managing the Psychological Contract at Work~~

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~~The psychological contract as a management tool was seen as a means of individualizing the employment relationship and, by making implicit beliefs explicit, it was felt that the psychological contract could be relatively easily controlled and managed. The psychological contract appears to be used by many organizations.~~

~~Managing the Psychological Contract - Oxford Scholarship~~

~~CHAPTER ONE: INTRODUCTION 1.1 Background The psychological contract is a widely researched issue that has affected many business organizations. And this is a challenge that many employees and their organizations face in trying to keep up the pace with a constantly changing business environment. Most of the pressures that business organizations face constantly has come [...]~~

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~~The importance of managing the psychological contract Fulfillment of TPC from employers has been proven to result in reciprocity from employees, leading to positive organisational attitudes, affective commitment (Tekleab & Taylor, 2000) and reduced turnover intention (Montes & Zweig, 2009), which lowers an organisations recruitment and training costs, therefore it increases its efficiency (Wilton, 2013).~~

~~Managing The Psychological Contract Essay~~

~~The psychological contract is a dynamic concept that can be applied to understand varying employer-worker relationships. Yet, patterns and trends can be observed over time. For many years the traditional psychological contract focused on the promise of job security.~~

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~~The Psychological Contract is fascinating for many reasons because it offers so many different perspectives. It's not a tool or a process. The Psychological Contract is a model and a philosophy which can guide us in the way we structure and manage organizations, and deal with employees within them.~~

~~The Psychological Contract - BusinessBalls.com~~

~~Unlike a formal, codified employee contract, a psychological contract is an unwritten set of expectations between the employee and the employer. It includes informal arrangements, mutual beliefs, common ground and perceptions between the two parties. Communication is a Key Element~~

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