



# HÖGSKOLAN I GÄVLE

## Prestation och hälsa i säljande organisationer 7,5 hp

*Performance and health in rapprochement business 7.5 cr*

### Version

Gäller fr.o.m.	Gäller till
2021-08-30	-

### Kurskod

FEG323

### Kurslitteratur

Hurtz, G. M., & Donovan, J. J. (2000). Personality and job performance: The Big Five revisited.. *Journal of Applied Psychology*, 85, 869 - 879.

Martin, R. W., & Munneke, H. J. (2010). Real Estate Brokerage Earnings: The Role of Choice of Compensation Scheme. *The Journal of Real Estate Finance and Economics*, 41, 369 - 389.

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Salzman, D., & Zwinkels, R. C. J. (2017). Behavioural real estate. *Journal of Real Estate Literature*, 25, 77 - 106.

Soto, C. J., & John, O. P. (2017). Short and extra-short forms of the Big Five Inventory–2: The BFI-2-S and BFI-2-XS. *Journal of Research in Personality*, 68, 69 - 81.

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Ytterligare tidskriftsartiklar tillkommer vid kursstart (ca 300 sidor)