



HÖGSKOLAN I GÄVLE

Performance and health in rapprochement business 7.5 cr

Prestation och hälsa i säljande organisationer 7,5 hp

Version

Valid from	Valid to
8/30/21	-

Course identifier

FEG323

Course Literature

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.

Mosquera, P., Soares, M. E., & Oliveira, D. (2020). Do intrinsic rewards matter for real estate agents?. *Journal of European Real Estate Research*, 13, 207 - 222.

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.

Zhao, H., & Seibert, S. E. (2006). The big five personality dimensions and entrepreneurial status: A meta-analytical review. *Journal of Applied Psychology*, 91, 259 - 271.

Further journal articles are added at the beginning of the course (about 300 pages)