

# James G. Clawson PUBLICATIONS

as of 9/23/2009

## Key to Authorship Codes

<b>Sole</b>	Material written alone.
<b>Lead</b>	Material on which I have done most of the writing.
<b>Co</b>	Material authored approximately equally with another--usually a research assistant--to whom I've given outlines, sources, and instructions for content.
<b>With</b>	Material authored with two or more co-authors
<b>Super</b>	Materials I have supervised, that is, designed, shaped, and edited--often extensively, but only made minor writing additions to. These are often student papers from assignments in various courses. This includes most student papers developed into teaching materials.
<b>Rev</b>	Significant revisions of previously written materials written by me or others.

YEAR

SORTED BY

YEAR	TITLE	TYPE	REFERENCE or NUMBER	AUTHORSHIP	PAGES	NOTES
2009	Balancing Your Life: Executive Lessons for Work, Family & Self	Book	World Scientific	Sole	343	
2009	Powered by Feel: How Companies, Teams and Individuals Excel	Book	World Scientific	Co- Doug Newburg	296	
2009	"Level Three Common Sense"	Refereed Journal Article	Management Decision	Sole	12	
2009	"Dennis Paustenbach: I Never Thought of It as Work"	Case	UVA-OB-0988	Gerry Yemen and James G. Clawson	22	
2009	"Leadership as Managing Energy"	Refereed Journal Article	International Journal of Organizational Analysis	Sole	12	
2009	Erika James: The Life and Career of an Associate Professor	CD-ROM	UVA-OB-0957M	Gerry Yemen and James G. Clawson		
2008	Taxi! Role Plays Teaching Note	Teaching Note	UVA-OB-0921TN	Sole	10	

2008	Hassan Shahrsebi: The Golden Boy Teaching Note	Teaching Note	UVA-OB-0590TN	Sole	7	
2008	K2: Brotherhood of the Rope (C)	Case	UVA-OB-0963	Gerry Yemen and James G. Clawson	15	
2008	K2: Brotherhood of the Rope (B)	Case	UVA-OB-0962	Gerry Yemen and James G. Clawson	20	
2008	K2: Brotherhood of the Rope (A)	Case	UVA-OB-0961	Gerry Yemen and James G. Clawson	25	
2008	Erika James: The Life and Career of an Associate Professor	Case	UVA-OB-0957	Gerry Yemen and James G. Clawson	13	
2008	Eddie Norris: The Life and Career of a Police Commissioner	Case	UVA-OB-0945	Gerry Yemen and James G. Clawson	16	
2008	What do you Want? Introduction and Baseline	Technical Note	UVA-OB-0934	Gerry Yemen and James G. Clawson	4	
2008	What do you Want? Fame	Technical Note	UVA-OB-0936	Gerry Yemen and James G. Clawson	6	
2008	What do you Want? Corporate Achievement	Technical Note	UVA-OB-0938	Gerry Yemen and James G. Clawson	8	
2008	What do you Want? Power	Technical Note	UVA-OB-0935	Gerry Yemen and James G. Clawson	5	
2008	What do you Want? To be Passionately Engaged at Work	Technical Note	UVA-OB-0937	Gerry Yemen and James G. Clawson	6	
2008	What do you Want? To be Attractive	Technical Note	UVA-OB-0939	Gerry Yemen and James G. Clawson	5	
2008	Instructor's Manual for Level Three Leadership, 4th Edition	Book	Prentice-Hall/Pearson	Sole	400+	
2008	Level Three Leadership, 4th Edition	Book	Prentice-Hall/Pearson	Sole	400+	
2007	How Course Portfolios Can Advance the Scholarship and Practice of Management Teaching	Refereed Journal Article	<i>Journal of Management Education</i> , Feb 2008, 32: 8-22	2nd with Randolph New, Richard Coughlan, Joe Ben Hoyle	15	
2007	Starpower™ Managing with Power Teaching Note	Teaching Note	OB-0903TN	With Gerry Yemen, Martin Davidson, Erika James, and Ryan Quinn		

2007	Advanced Laser Clinics (A)	Case	UVA-OB-0886	Elizabeth Ryan and <b>James G Clawson</b>	4	
2007	Motivating from the Top Down	Technical Note	UVA-OB-0906	James G. Clawson	1	
2007	Tough Guy	Case	UVA-OB-0913	Gerry Yemen and <b>James G. Clawson</b>	5	
2007	Taxi! Role-Play-One	Case	UVA-OB-0921	Gerry Yemen and <b>James G. Clawson</b>	2	
2007	Taxi! Role-Play-Two	Case	UVA-OB-0922	Gerry Yemen and <b>James G. Clawson</b>	2	
2007	Taxi! Role-Play-Three	Case	UVA-OB-0923	Gerry Yemen and <b>James G. Clawson</b>	2	
2007	Advanced Laser Clinics (E)	Case	UVA-0890	Elizabeth Ryan and <b>James G Clawson</b>	2	
2007	Advanced Laser Clinics (B)	Case	UVA-OB-0887	Elizabeth Ryan and <b>James G Clawson</b>	2	
2007	Advanced Laser Clinics (C )	Case	UVA-OB-0888	Elizabeth Ryan and <b>James G Clawson</b>	1	
2007	Advanced Laser Clinics (D)	Case	UVA-OB-0889	Elizabeth Ryan and <b>James G Clawson</b>	1	
2007	The Life and Career of a Free Spirit: Dee Dee Fisher (Media)	Case	UVA-OB-0871M	James Clawson		
2007	The Life and Career of a CEO Bob Johnson at Honeywell (Media)	Media	UVA-OB-0872M	Gerry Yemen and <b>James Clawson</b>		
2007	Buy-In	Technical Note	UVA-OB-0924	James G. Clawson	9	
2007	Silver Star's North American Flight Center (TN)	Teaching Note	UVA-OB-0714TN	<b>James G. Clawson</b> and Gerry Yemen	8	
2007	Advanced Laser Clinics (A), (B), (C), (D), and (E) (TN)	Teaching Note	UVA-OB-0886TN	Elizabeth Ryan and <b>James G Clawson</b>	5	
2006	Making it sticky: how to facilitate the transfer of executive education experiences back to the workplace	Refereed Journal Article	Journal of Management Development, Volume 25, 2006	Co with Mark Haskins	36	
2006	Seeing the Unseen: Initiating An MBA Program Committee Change Proces	Refereed Journal Article	International Journal of Management Education, 2006.	Co with Mark Haskins	18	<a href="http://www.emeraldinsight.com/Insight/viewContentItem.do?contentType=Article&amp;contentId=1556988">http://www.emeraldinsight.com/Insight/viewContentItem.do?contentType=Article&amp;contentId=1556988</a>

2006	Teaching Management: a fieldguide for professors, consultants, and corporate trainers	Book	Cambridge University Press, forthcoming 2006	Co with Mark Haskins	400+	
2006	The Inspirational Nature of Level Three Leadership	Book Chapter	Inspiring Leadership, Routledge, book edited by Ron Burke at York University and Cary Cooper Lancaster, 2006	Sole	15	
2006	The Life and Career of a Divisional CEO: Bob Johnson at Honeywell Aerospace (A)	Case	OB-0872	With Gerry Yemen	17	Restricted
2005	Goddard Space Flight Center: Building a Learning Organization (A)	Case	OB-0833	James G. Clawson and Gerry Yemen	20	
2005	Learning Teams: Shrinking to Fit (A)	Case	OB0839	Sondra Russell, <b>James G. Clawson</b> , and Gerry Yemen	5	
2005	The Life and Career of a High Tech Entrepreneur (A)	Case	OB-0843	James G. Clawson and Jason Clifton	20	
2005	Virginia Department of Transportation: Trying to Keep Virginia Moving (A)	Case	OB-0846	Gerry Yemen and <b>James G. Clawson</b>	13	
2005	Faculty and Students: Making the Grade	Case	PHA-0057	Charl du Plessis, Gerry Yemen, and <b>James G. Clawson</b>	10	
2005	Goddard Space Flight Center: Building a Learning Organization (B)	Case	OB-0835	Gerry Yemen and <b>James G. Clawson</b>	12	
2005	Learning Teams: Shrinking to Fit (B)	Case	OB-0840	Sondra Russell, <b>James G. Clawson</b> , and Gerry Yemen	1	
2005	Virginia Department of Transportation: Trying to Keep Virginia Moving (B)	Case	OB-0847	Gerry Yemen and <b>James G. Clawson</b>	8	
2005	Creative Business Leaders (Audio CD)	Media	BAT-1021	James G. Clawson, Michael Gelb, and Chic Thompson		
2005	Virginia Department of Transportation: Trying to Keep Virginia Moving (Media)	Media	OB-0846M	James G. Clawson and Gerry Yemen		
2005	What Do You Want? (Media)	Media	OB-0852M	James G. Clawson		

2005	Goddard Space Flight Center: Building a Learning Organization (A) and (B) (TN)	Book Chapter	OB-0833TN	Gerry Yemen and <b>James G Clawson</b>	17	
2005	Level Three Leadership Third Edition	Book	Prentice Hall, Upper Saddle River, NJ	Sole	402	
2005	"Case Method"	Encyclopedia Entry	The Blackwell Encyclopedia of Management, Second Edition, Blackwell Publishing, Oxford 2005	edited by Pat Werhane and Ed Freeman	1	
2004 published (6/29/04)	Creating a Learning Culture	Book	Cambridge University Press, 2004	Co with Marcia Conner		
2004 (12/3/04)	Strategic Planning on a Military Air Station: Calm Skies or Turbulence Up Ahead	Case	OB-0818	Yemen Clawson	9	
2004 (7/13/04)	Personal Charters	Technical Note	OB-0801	Clawson	9	
2004 (7/13/04)	Listen Up! How to be Appropriately Assertive	Technical Note	OB-0799	Clawson Yemen pazFigini	19	
2004 (7/13/04)	Pincanol China (D)	Case	OB-0798	Fernandez Clawson supv Liu	4	© 2003
2004 (7/13/04)	Pincanol China (C)	Case	OB-0797	Fernandez Clawson supv Liu	3	© 2003
2004 (7/13/04)	Pincanol China (B)	Case	OB-0796	Fernandez Clawson supv Liu	3	© 2003
2004 (7/13/04)	OH: One View of the World	Technical Note	OB-0794	Yemen Clawson	13	
2004 (7/13/04)	The "Modest Achievements" of Stephen P. Robbins (TN)	Teaching Note	OB-0732TN	Clawson New Yemen	11	© 2003
2004 (7/13/04)	Decision Making for Couples	Technical Note	PACS-0099	Clawson Yemen	8	
2003	A Note on Leadership and Change Management	Technical Note	OB-781	super	12	restricted
2003	WD-40 Teaching Note	Teaching Note	OB-764TN	Co Yemen	9	
2003	Odyssey: the Life and Career of a Senior Consultant	case	OB-788	Sole	13	
2003	The Leadership Point of View	Technical Note	OB-791	Sole	5	
2003	Levels of Leadership	Technical Note	OB-792	Sole	13	© 2001
2003	Edward Norris and the Baltimore Police Department A	case	OB-776	Co Yemen	27	

2003	Edward Norris and the Baltimore Police Department B	case	OB-777	Co Yemen	14	
2003	Edward Norris and the Baltimore Police Department MEDIA	CD ROM	OB-776M	Co Yemen	--	
2003	Edward Norris and the Baltimore Police Department Teaching Note	Teaching Note	OB-776TN	Co Yemen	15	
2003	Marsha Harris A&B Teaching Note	Teaching Note	OB-562TN	Sole	14	
2003	The Department of Work and Family Life at Marriott Teaching Note	Teaching Note	OB-425TN	Sole	6	
2003	The Locus of Control	Technical Note	OB-0786	Super Yemen	8	
2002	Cebu Pacific Air (A)	Case	OB-768	Super Ngoh and Yemen	15	Revised 2003
2002	Cebu Pacific Air (B)	Case	OB-769	Super Ngoh and Yemen	5	Revised 2003
2002	Cebu Pacific Air ( C )	Case	OB-770	Super Ngoh and Yemen	2	Revised 2003
2002	Cebu Pacific Air (D)	Case	OB-771	Super Ngoh and Yemen	3	Revised 2003
2002	WD-40 (A)	Case	OB-740	Clawson Yemen Conner	9	
2002	WD-40 (B)	Case	OB-741	Clawson Yemen Conner	14	
2002	Cebu Pacific Air CD Video clips	CD ROM	OB-768 CD	Ngoh Yemen		Bi-lingual clips of PI news reports of crash, For internal use only, PI TV station did not release for outside use
2002	<i>Level Three Leadership Second Edition</i>	Book	Prentice Hall, Upper Saddle River, NJ	Sole	250	
2002	<i>Practical Problems in Organizations: Cases in Leadership, Organizational Behavior and Human Resource Management</i>	Book	Prentice Hall, Upper Saddle River,	Co w/ Darden faculty	600	
2002	Mentoring for World Class Performance	Book Chapter	Handbook for Individual Performance, ed Sabine	Co w/ Doug Newburg	35	
2001	Assessing the Moral Foundation of Your Leadership	Assessment Instrument	OB-0734	Clawson	1	
2001	Leadership Steps Assessment (LSA)	Assessment Instrument	OB-0733	Bevan Clawson	15	
2001	Secom, Ltd.	Case	OB-0741	Super	12	
2001	Great Expectations (B)	Case	OB-0740	Super	8	
2001	Great Expectations (A)	Case	OB-0739	Super	8	
2001	The "Modest Achievements" of Stephen P. Robbins	Case	OB-0732	Clawson and New	27	
2001	Jack Woods (Media)	CD ROM	BP-0330M	Sole	1	
2001	Japanese Leadership: The Case of Tetsundo Iwakuni (Media)	CD ROM	OB-0627M	Sole	1	
2001	Chicago Park District (Media)	CD ROM	OB-0618M	Sole	1	
2001	NYT Pub Com (Media)	CD ROM	OB-0591M	Sole	1	
2001	Japanese Leadership: The Case of Tetsundo Iwakuni (TN)	Teaching Note	OB-0627TN	Sole	11	

2001	NYT Pub Com (TN)	Teaching Note	OB-0591TN	Sole	15	
2000	Leadership in the New Infocracies	Article Managerial	Ivey Business Journal, May-June 2000	Sole	15	
2000	Beating the Career Blues	Article refereed	<i>Academy of Management Executive</i> , August, 2000	Co with Mark Haskins	28	
2000	<i>Teaching Management</i>	Book	forthcoming, (in Japanese), Reimei Publishing Company, Tokyo, Japan, expected, 2003	Sole	250	
2000	Goodwin House, Inc.	Case	UVA-OB-704	Co with Randolph New	25	
2000	Robert O'Neill, Jr. and the Fairfax County Government (A)	Case	UVA-OB-702	Super with Lindsey Houser	25	
2000	Robert O'Neill, Jr. and the Fairfax County Government (B)	Case	UVA-OB-703	Super with Lindsey Houser	5	
2000	Energy Management Exercise	Technical Note	UVA-OB-716	Sole	4	
2000	Family Values Exercise	Technical Note	UVA-OB-717	Sole	4	
2000	Leadership Development Action Worksheet	Technical Note	UVA-OB-713	Co with Mark Haskins	7	
2000	Level Three Leadership: Core Leadership Values and Leadership Model Assignment	Technical Note	UVA-OB-715	Sole	5	
2000	Team Self Assessment	Technical Note	UVA-OB-694	Sole	4	
2000	E-Prime Language	Technical Note	UVA-OB-722	Sole	10	
1999	<i>Level Three Leadership: Getting Below the Surface</i>	Book	Prentice-Hall, Upper Saddle River, New Jersey, 1999.	Sole	231	
1999	<i>Level Three Leadership: Getting Below the Surface, Instructor's Manual</i>	Book, Instructor's Manual	Prentice-Hall, Upper Saddle River, New Jersey, 1999.	Sole/Lead	536	
1999	Intergroup Relations at Atlantica's Flight Center	Case	UVA-OB-682	Lead with Greg Bevan	8	Revised 2003
1999	Paragon Corporation and the Flight Department	Case	UVA-OB-668	Lead with Greg Bevan	7	Revised 2003
1999	Silver Star's North American Flight Center	Case	UVA-OB-714	Lead with Greg Bevan	8	Revised 2003
1999	Crossroads A	Case, Ldrshp	UVA-OB-665	Super	7	
1999	Crossroads B	Case, Ldrshp	UVA-OB-0666	Super	7	
1999	Comparing Organizational Charters	Case, Strategy	UVA-OB-666	Lead	6	
1999	Manabi	Experiential Exercise	UVA-OB-669	Lead	4	
1999	Crossroads A + B Teaching Note	Teaching Note	UVA-OB-665TN	Super	7	
1999	Intergroup Relations at Atlantica	Teaching Note	UVA-OB-682TN	Sole	5	
1999	Manabi Teaching Note	Teaching Note	UVA-OB-669TN	Lead	4	
1999	Paragon Corporation and the Flight Department	Teaching Note	UVA-OB-668TN	Sole	5	
1998	Current Events Periodicals and Business Ethics	Article refereed	with Rob Phillips, <i>Teaching Business Ethics</i> , 2: 165-174, 1998, Kluwer Academic Publishers, Dordrecht, Netherlands, 1998.	Co with Rob Phillips	9	
1998	Bob Baker's Career Development Paper	Case Careers	UVA-PACS-0092	Super	27	
1998	Bob Baker's Self Assessment Data	Case Careers	UVA-PACS-0089	Super	42	
1998	Bob Baker's Self Assessment Paper	Case Careers	UVA-PACS-0091	Super	33	
1998	Bob Baker's Written Interview	Case Careers	UVA-PACS-0090	Super	21	
1998	Reflections on a Summer's Internship in Investment Banking	Case Careers	UVA-PACS-0094	Super	8	
1998	Chicago Park District D	Case, OB	UVA-OB-621	Co	6	
1998	Kinds of Responses	Experiential Exercise	UVA-OB-653	Sole	7	

1998	Triad Exercise	Experiential Exercise	UVA-OB-654	Sole	2
1998	Kinds of Responses Teaching Note	Teaching Note	UVA-OB-653TN	Sole	9
1998	Triad Exercise	Teaching Note	UVA-OB-654TN	Sole	23
1998	Leading Organizational Design	Tech Note, OB	UVA-OB 657	Sole	15
1998	Leading Others	Tech Note, OB	UVA-OB-649	Sole	9
1998	Leading Teams	Tech Note, OB	UVA-OB-655	Co	11
1998	Workaholism	Technical Note, Careers	UVA-PACS-0096	Lead	19
1998	Writing Effective Resumes	Technical Note, Careers	UVA-PACS-0085	Sole	9
1998	Scenario Building	Technical Note, Strategy	UVA-G-0260	REV	18
1998	Strategic Thinking	Technical Note, Strategy	UVA-BP-391	Sole	16
1998	Orientation to Hierarchy	WIP: Article	Drafted	Co with Greg Bevan	35
1997	A Symphonic Approach to Balancing Your Life	Book chapter, refereed and edited	<i>Wharton-Merck Guide to Work and Family Life, 1997.</i>	Sole	29
1997	Elliott Waters	Case Careers	UVA-PACS-0084	Super	3
1997	Marriott Department of Work and Family Life (C)	Case, HRM	UVA-OB-0646	Lead	16
1997	Japanese Leadership: The Case of Tetsundo Iwakuni	Case, Ldrshp	UVA-OB-627	Sole	22
1997	Stewart Glapat vs. Caljan A	Case, Strategy	UVA-OB-628	Co	10
1997	Stewart Glapat vs. Caljan B	Case, Strategy	UVA-OB-629	Co	3
1997	Stewart Glapat vs. Caljan C	Case, Strategy	UVA-OB-630	Co	1
1997	Stewart Glapat vs. Caljan D	Case, Strategy	UVA-OB-631	Co	3
1997	Professor Hamilton and the Faculty Feedback Dilemma	Case, Teaching	UVA-PHA-0085	Sole	12
1997	Elliott Waters Teaching Note	Teaching Note	UVA-PACS-0084TN	Super	3
1997	Japanese Leadership: The Case of Tetsundo Iwakuni Teaching Note	Teaching Note	UVA-OB-627TN	Sole	10
1997	Stewart Glapat vs. Caljan A Teaching Note	Teaching Note	UVA-OB-628TN	Co	6
1997	Dialogue	Tech Note, OB	UVA-OB-633	Lead	15
1997	Leadership and Intelligence	Tech Note, OB	UVA-OB-652	Lead	9
1997	Leading Change	Tech Note, OB	UVA-OB-648	Sole	12
1997	Resonance	Tech Note, OB	UVA-OB-626	Lead	10
1997	Audio Visual Tools and Techniques	Tech Note, Pedagogy	UVA-PHA-050	Co	13
1997	Executive Education	Tech Note, Pedagogy	UVA-PHA-053	Co	8
1997	Fundamentals of Learning	Tech Note, Pedagogy	UVA-PHA-046	Sole	11
1997	Lecturing	Tech Note, Pedagogy	UVA-PHA-048	Co	12
1997	Managing Discussions	Tech Note, Pedagogy	UVA-PHA-049	Co	11
1997	Role Playing	Tech Note, Pedagogy	UVA-PHA-054	Lead	13
1997	A Weekend Guide to Self Assessment	Technical Note, Careers	UVA-PACS-0086	Sole	14
1997	Adult Learning Theory	Technical Note, Careers	UVA-PHA-047	Sole	13
1997	Steve Berreman's Job Search Diary	WIP: Case Careers	UVA-PACS-	Super	
1997	Steve Berreman's Self Assessment Paper	WIP: Case Careers	UVA-PACS-	Super	

1996	Mentoring in the New Information Age	Article refereed	<i>Leadership and Organizational Development Journal</i> , 1996	Sole	33	
1996	Teaching Leadership through Aikido	Article refereed	<i>Journal of Management Education</i> , May, 1996, Sage.	Co with Jon Doner	23	
1996	Financial Services Partner Time Log North America	Case Careers	UVA-PACS-078	Sole	12	
1996	Financial Services Partner Time Log South Pacific	Case Careers	UVA-PACS 079	Sole	12	
1996	Financial Services Partner Time Log Southeast Asia	Case Careers	UVA-PACS-080	Sole	12	
1996	Financial Services Partner Time Log, Australia	Case Careers	UVA-PACS-081	Sole	12	
1996	My First Annual Review	Case Careers	UVA-PACS-082	Sole	8	
1996	Carolyn Hendricks	Case, Ldrshp	UVA-OB-601	Super	7	
1996	Chicago Park District B	Case, OB	UVA-OB-619	Sole	26	
1996	Chicago Park District A	Case, OB	UVA-OB-618	Sole	15	
1996	Chicago Park District C	Case, OB	UVA-OB-620	Sole	16	
1996	Tom Ritter A	Case, OB	UVA-OB 598	Super	5	
1996	Tom Ritter B	Case, OB	UVA-OB-599	Super	2	
1996	An Introductory Comment A	Case, Teaching	UVA-PHA-042	Super	8	
1996	An Introductory Comment B	Case, Teaching	UVA-PHA-043	Super	4	
1996	Henk Learns to Swim	Case, Teaching	UVA-PHA-036	Super	14	
1996	Tom Moeller	Case, Teaching	UVA-PHA-041	Super	8	
1996	Carolyn Hendricks Teaching Note	Teaching Note	UVA-OB-601TN	Sole	4	
1996	Chicago Park District Teaching Note	Teaching Note	UVA-OB-618TN	Sole	15	
1996	Financial Services Partner Time Log Teaching Note	Teaching Note	UVA-PACS-078TN	Sole	12	
1996	Henk Learns to Swim Teaching Note	Teaching Note	UVA-PHA-036TN	Super	16	
1996	My First Annual Review Teaching Note	Teaching Note	UVA-PACS-082TN	Sole	8	
1996	Tom Moeller Teaching Note	Teaching Note	UVA-PHA-041TN	Super	8	
1996	Tom Ritter A & B Teaching Note	Teaching Note	UVA-OB 598TN	Super	3	
1996	Organization Charters	Tech Note, OB	UVA-OB-600	Sole	9	
1996	Six Steps to Effective Leadership	Tech Note, OB	UVA-OB-617	Sole	15	
1995	Legislative and Business Leadership: Exploring the Differences	Article Managerial	<i>The State Legislative Leader Review</i> , Volume 1, Number 1, Winter, 1995, page 10.	Sole	5	
1995	Hassan Shahrsebi	Case, HRM	UVA-OB-590	Super	6	
1995	Paul Mannweiler: Speaker of the House Indiana	Case, Ldrshp	--	Co with Chris Allen of SLLF	10	
1995	NYT Public Communications Department A	Case, OB	UVA-OB-591	REV	8	This series is a rewrite of a case developed by Bob Landel and Mr. Allen his research assistant. This rewrite divides the original case into three parts and significantly reorganizes it.
1995	NYT Public Communications Department B	Case, OB	UVA-OB-592	REV	5	
1995	NYT Public Communications Department C	Case, OB	UVA-OB-593	REV	3	
1995	Case of Values	Case, Teaching	UVA-PHA-037	Super	5	
1995	Hassan Shahrsebi Teaching Note	Teaching Note	UVA-OB-590TN	Super	6	
1995	NYT Public Communications Department Teaching Note	Teaching Note	UVA-OB-591TN	REV	5	

1995	Case Method	Tech Note, Pedagogy	UVA-PHA-032	Sole	15	
1995	Case Writing	Tech Note, Pedagogy	UVA-PHA-033	Sole	7	
1995	Teaching Notes	Tech Note, Pedagogy	UVA-PHA-034	Co	11	
1994	Greenland	Case, Ldrshp	UVA-OB-0581	Super	21	
1994	The Hyundai Group's Chung Ju Yung:	Case, Ldrshp	UVA-OB-0555	Super	26	
1994	Marsha Harris A	Case, OB	UVA-OB-0562	Co	9	Revised 2003
1994	Marsha Harris B	Case, OB	UVA-OB-0563	Co	3	Revised 2003
1994	Marsha Harris C	Case, OB	UVA-OB-0564	Co	3	Revised 2003
1994	Greenland Teaching Note	Teaching Note	UVA-OB-0581TN	Super	21	
1994	Marsha Harris Teaching Note	Teaching Note	UVA-OB-0564TN	Co	3	
1993	Jackie Woods (A)	Case, Ldrshp	UVA-BP-0330	Co	14	
1993	Jackie Woods (B)	Case, Ldrshp	UVA-BP-0331	Co	2	
1993	Organizing the Comanche Program (A)	Case, OB	UVA-OB-432	Co	15	
1993	Organizing the Comanche Program (B)	Case, OB	UVA-OB-433	Co	6	
1993	Organizing the Comanche Program (C)	Case, OB	UVA-OB-434	Co	4	
1993	Jackie Woods Teaching Note	Teaching Note	UVA-BP-0330TN	Co	2	
1993	Organizing the Comanche Program Teaching Note	Teaching Note	UVA-OB-434TN	Co	4	
1993	One Model for Analyzing Problems	Tech Note, OB	UVA-OB-176	REV	13	This is a rewrite and reorganization of a note by Eileen Hogan.
1993	Jackie Woods	Video		Co	15 mins	
1992	<i>The First Fifteen Years</i>	Booklet	An annotated index to the Journal of Management Education, formerly the Organizational Behavior Teaching Review and the Exchange. Disk and hard copies. Developed on Alpha4 database.	Lead	237	0
1992	Alvarez (A, B, & C)	Case, interpersonal relations	IUJ/UVA	Super	7	
1992	Great Expectations A	Case, interpersonal relations	IUJ/UVA	Super	14	
1992	Great Expectations B	Case, interpersonal relations	IUJ/UVA	Super	14	
1992	Asada Life Insurance Company	Case, OB	IUJ/UVA	Super	9	
1992	Bank of Urasa	Case, OB	IUJ/UVA	Super	12	
1992	Foreign and Energy Survey Section (A & B)	Case, OB	IUJ/UVA	Super	10	
1992	Hitachi Metals Ltd: Education System	Case, OB	IUJ/UVA	Super	19	
1992	Nippon Fire & Marine Insurance Company	Case, OB	IUJ/UVA	Super	11	
1992	Price-Kyoei	Case, OB	IUJ/UVA	Super	15	
1992	Secom, Ltd. (A & B)	Case, OB	IUJ/UVA	Super	18	
1992	Step-by-Step (A & B)	Case, OB	IUJ/UVA	Super	16	
1992	ANA Cargo Kanto and AGH (A & B)	Case, teams	IUJ/UVA	Super	12	
1992	Great Expectations Teaching Note	Teaching Note	IUJ/UVA	Super	14	

1992	Annual Marker					Collected data for "Organizing the Comanche Program" and "Jackie Woods" (see below) and geared up for teaching "Strategy, Leadership, & Change."
1991	Empowering Language	Tech Note, OB	UVA-OB-400	Sole	20	
1990	Global Markets: A large-scale, non-computer, general management simulation	Article refereed	with Phil Pfeifer, <i>Organizational Behavior Teaching Review</i> , Spring, 1990.	Co with Phil Pfeifer	9	
1990	What matters most in mentoring?	Article refereed	with Michael B. Blank, <i>International Journal of Mentoring</i> , Spring 1990.	Co with Michael Blank	4	
1990	<i>Self Assessment and Career Development, 3E</i>	Book	Prentice-Hall, Englewood Cliffs, NJ.	Lead	457	
1990	<i>The Leadership Factor</i> by John Kotter	Book Review	<i>Journal of Management</i> , March 1990, review of book by John Kotter.	Sole	2	
1990	<i>Self Assessment and Career Development, 3E</i> Instructor's Manual	Book, Instructor's Manual	Prentice-Hall, Englewood Cliffs, NJ.	Lead	247	
1990	Carrie Baugh's 24-Hour Diary	Case Careers	UVA-PACS-063	Super	4	
1990	Carrie Baugh's Career Development Paper	Case Careers	UVA-PACS-069	Super	16	
1990	Carrie Baugh's Dyad Exercise	Case Careers	UVA-PACS-061	Super	7	
1990	Carrie Baugh's Epilogue	Case Careers	UVA-PACS-072	Super	1	
1990	Carrie Baugh's Feelings Record	Case Careers	UVA-PACS-066	Super	5	
1990	Carrie Baugh's Figure Test	Case Careers	UVA-PACS-060	Super	3	
1990	Carrie Baugh's FIRO-B	Case Careers	UVA-PACS-053	Super	1	
1990	Carrie Baugh's Interpersonal Style Inventory	Case Careers	UVA-PACS-052	Super	3	
1990	Carrie Baugh's Learning Style Inventory	Case Careers	UVA-PACS-059	Super	4	
1990	Carrie Baugh's Life & Career Values Card Sort	Case Careers	UVA-PACS-054	Super	3	
1990	Carrie Baugh's Lifestyle Diagram	Case Careers	UVA-PACS-064	Super	3	
1990	Carrie Baugh's Other Data Generating Devices	Case Careers	UVA-PACS-071	Super	29	
1990	Carrie Baugh's Personality Type Indicator	Case Careers	UVA-PACS-055	Super	2	
1990	Carrie Baugh's Predisposition Test	Case Careers	UVA-PACS-062	Super	1	
1990	Carrie Baugh's Self Assessment Paper	Case Careers	UVA-PACS-070	Super	33	
1990	Carrie Baugh's Strong Interest Inventory	Case Careers	UVA-PACS-065	Super	4	
1990	Carrie Baugh's Survey of Behavioral Characteristics	Case Careers	UVA-PACS-051	Super	1	
1990	Carrie Baugh's Survey of Leadership Style	Case Careers	UVA-PACS-050	Super	1	
1990	Carrie Baugh's Theme Implications	Case Careers	UVA-PACS-056	Super	5	
1990	Carrie Baugh's Themes List	Case Careers	UVA-PACS-058	Super	1	
1990	Carrie Baugh's Written Interview A	Case Careers	UVA-PACS-067	Super	24	
1990	Carrie Baugh's Written Interview B	Case Careers	UVA-PACS-068	Super	9	
1990	FMC Aberdeen Teaching Note	Case, HRM	UVA-OB-385TN	Sole	37	
1990	FMC Aberdeen	Case, HRM & Organizational Design	UVA-OB-385	Sole	37	
1990	Cheryl Young	Case, Prejudice	UVA-OB-383	Super	3	
1990	John Franklin	Case, Prejudice	UVA-OB-382	Super	4	
1990	Where Do I Go From Here (A)	Case, Teaching	UVA-PHA-026	REV	9	

1990	Where Do I Go From Here? (B)	Case, Teaching	UVA-PHA-027	Super	8	
1990	Where Do I Go From Here? Teaching Note	Case, Teaching	UVA-PHA-026TN	Super	9	
1990	Prejudice in Organizations Teaching Note	Teaching Note	UVA-OB-381TN	Lead	5	This teaching note is intended to be used with the note and the Cheryl Young and John Taylor cases.
1990	Leadership in Organizations	Tech Note, OB	UVA-OB-386	Sole	22	
1990	Prejudice in Organizations	Tech Note, OB	UVA-OB-381	Lead	20	
1989	The Interpersonal Learning Ladder	Article Managerial	<i>Executive Excellence, Provo, UT, 1989.</i>	Sole	4	Stephen Covey's newsletter
1989	Judy Moore (Mrs. Tom Curren)	Case Careers	UVA-PACS-024	Sole	6	
1989	Steven Taylor's 24-Hour Diary	Case Careers	UVA-PACS-028	Super	3	
1989	Steven Taylor's Career Development Paper	Case Careers	UVA-PACS-025	Super	15	
1989	Steven Taylor's Dyad Exercise	Case Careers	UVA-PACS-038	Super	3	
1989	Steven Taylor's Epilogue	Case Careers	UVA-PACS-047	Super	1	
1989	Steven Taylor's Feelings Record	Case Careers	UVA-PACS-026	Super	6	
1989	Steven Taylor's Figure Test	Case Careers	UVA-PACS-036	Super	3	
1989	Steven Taylor's FIRO-B	Case Careers	UVA-PACS-045	Super	1	
1989	Steven Taylor's Hong Kong Job Search	Case Careers	UVA-PACS-048	Super	5	
1989	Steven Taylor's Interpersonal Style Inventory	Case Careers	UVA-PACS-029	Super	2	
1989	Steven Taylor's Job Search Diary	Case Careers	UVA-PACS-039	Super	3	
1989	Steven Taylor's Learning Style Inventory	Case Careers	UVA-PACS-035	Super	3	
1989	Steven Taylor's Life & Career Values Card Sort	Case Careers	UVA-PACS-046	Super	2	
1989	Steven Taylor's Lifestyle Diagram	Case Careers	UVA-PACS-031	Super	1	
1989	Steven Taylor's Other Data Generating Devices	Case Careers	UVA-PACS-030	Super	18	
1989	Steven Taylor's Personality Type Indicator	Case Careers	UVA-PACS-042	Super	1	
1989	Steven Taylor's Predisposition Test	Case Careers	UVA-PACS-027	Super	1	
1989	Steven Taylor's Resume	Case Careers	UVA-PACS-043	Super	1	
1989	Steven Taylor's Self Assessment Theme Imp's	Case Careers	UVA-PACS-049	Super	3	
1989	Steven Taylor's Self-Assessment Paper	Case Careers	UVA-PACS-041	Super	20	
1989	Steven Taylor's Strong Interest Inventory	Case Careers	UVA-PACS-032	Super	3	
1989	Steven Taylor's Survey of Behavioral Characteristics	Case Careers	UVA-PACS-037	Super	1	
1989	Steven Taylor's Survey of Leadership Style	Case Careers	UVA-PACS-044	Super	1	
1989	Steven Taylor's Themes List	Case Careers	UVA-PACS-040	Super	1	
1989	Steven Taylor's Written Interview A	Case Careers	UVA-PACS-033	Super	11	
1989	Steven Taylor's Written Interview B	Case Careers	UVA-PACS-034	Super	11	
1989	The Life and Career of a Senior Executive Officer	Case Careers	UVA-PACS-023	Sole	22	
1989	The Life and Career of a Senior Executive Officer	Video	UVA-AV-8045	Sole	20 mins	
1988	Robert Jones	Case, Prejudice	UVA-OB-369	Sole	6	
1988	Professor Jim Gordon's Week	Case, Teaching	UVA-PHA-017	Sole	10	
1988	Organizational Structure	Tech Note, OB	UVA-OB-361	Sole(15)	15	
1987	Interpersonal Style and Mentoring	Article refereed	with Michael Blank, <i>International Journal of Mentoring, 1987.</i>	Co with Michael Blank	20	

1987	Mapping Case Pedagogy	Article refereed	with Sherwood Frey, <i>Organizational Behavior Teaching Review</i> , Volume XI, Issue 1, 1986-1987.	Co with Sherwood Frey	8	Selected as the lead article for that issue.
1987	Lee Saunders' Career Development Paper	Case Careers	UVA-PHA-016	Super	22	A "graded" career development paper so students can see how one might assess this kind of material.
1987	Martha Pollock	Case Careers	UVA-PHA-021	Super	15	
1987	Stewart-Glapat Corporation (A)	Case, Ldrshp	UVA-OB-348	Sole	17	
1987	Stewart-Glapat Corporation (B)	Case, Ldrshp	UVA-OB-349	Sole	9	
1987	Stewart-Glapat Corporation (C)	Case, Ldrshp	UVA-OB-350	Sole	4	
1987	Stewart-Glapat Corporation (D)	Case, Ldrshp	UVA-OB-351	Sole	2	
1987	Stewart-Glapat Corporation (E)	Case, Ldrshp	UVA-OB-352	Sole	1	
1987	Stewart-Glapat Corporation (F)	Case, Ldrshp	UVA-OB-353	Sole	2	
1987	Eugene Kirby (C)	Case, performance review	UVA-OB-324	Co	1	
1987	Global Markets: A large-scale, non-computer, general management simulation	Experiential Exercise	UVA-OB-356	Co	9	Used three years as an introductory exercise for the First Year class.
1987	Stewart-Glapat Corporation	Video	UVA-AV-4029	Co contr	26 mins	
1987	Stewart-Glapat Corporation	Video	UVA-AV-4028	Super	15 mins	
1986	Developmental Dynamics of Small Groups	Article Managerial	reprinted in <i>Advanced Management Report</i> , 1986, to be reprinted in the Spanish edition, <i>Gerencia Avanzada</i> . with Paul Kingston (UVA Sociology department), (also presented by Professor Kingston at the American Sociology Association annual meetings, Washington, D.C.), <i>International Journal of Sociology and Social Policy</i> , Spring 1986.	Co with Paul McKinnon	14	
1986	Getting on the fast track: Recruiting at an elite business school	Article refereed	reprinted in <i>Advanced Management Report</i> , 1986, to be reprinted in the Spanish edition, <i>Gerencia Avanzada</i> . with Paul Kingston (UVA Sociology department), (also presented by Professor Kingston at the American Sociology Association annual meetings, Washington, D.C.), <i>International Journal of Sociology and Social Policy</i> , Spring 1986.	Co with Paul Kingston	17	
1986	<i>An MBA's Guide to Self Assessment and Career Development</i>	Book	Prentice-Hall, Inc., Englewood Cliffs, NJ, 1986.	Lead with David Ward	265	
1986	Managing Male-Female Attractions at Work	Book Chapter, edited	<i>Women in the Workplace</i> , Lynda Moore, editor, Lexington Books, 1986.	Co with Duncan Spelman, Marcy Cray, and Kathy Kram		
1986	Balancing Your Life	Experiential Exercise	UVA-OB-323	Sole	4	
1986	Developmental Dynamics of Small Groups	Tech Note, OB	UVA-OB-270	Co with Paul McKinnon	14	
1986	Interpreting the FIRO-B	Technical Note, Careers	UVA-OB-338	Co( 6)	6	
1985	A Modern Executive's Report Card	Article Managerial	<i>Pace</i> , Fisher-Harrison Publications, summer 1985.	Sole	4	This was Piedmont Airway's, now US Air, in flight magazine.
1985	Predictable Crises in Managing Teams: Developmental Dynamics and Effective Leadership	Article Managerial	<i>Intercontinental Advanced Management Report</i> , Advanced Management Publishers, Newton, MA, Volume 6, Number 8., p. 6	Co with Paul McKinnon	4	

1985	Don't Teach Mentoring	Article Managerial, international	reprinted in <i>Laufbahn und Laufbahngestaltung</i> , edited by H.-J. Kurtz and R. Th. Stiefel, Academic, Munich, 1985.	Sole	13	
1985	Is Mentoring necessary?	Article refereed	<i>Training and Development Journal</i> , April 1985.	Sole	4	
1985	<i>Self-Assessment and Career Development, 2E</i>	Book	with John Kotter, Victor Faux, and Charles McArthur, Prentice-Hall, Englewood Cliffs, NJ, Spring 1985.	Lead	416	
1985	<i>The Corporate Steeplechase: Predictable crises in a Business Career</i>	Book Review	<i>Administrative Science Quarterly</i> , review of book by Sully Blotnick.	Sole	3	
1985	<i>Self-Assessment and Career Development, 2E, Teacher's Manual</i>	Book, Instructor's Manual	Prentice-Hall, 1985, Englewood Cliffs, NJ.	Lead	237	
1985	Genetronics (A)	Case, HRM	UVA-OB-306	Super	39	
1985	Genetronics (B)	Case, HRM	UVA-OB-307	Super	5	
1985	Genetronics (C)	Case, HRM	UVA-OB-308	Super	26	
1985	Midwestern School of Business Teaching Note	Teaching Note	UVA-CP-035TN	Sole	5	
1985	Coaching, Chemistry, and Contingency Theory: a Theory of Developmental Relationships in Organizations	Working Paper	DSWP 85-02	Sole	29	
1985	Competition Within Organizations	Working Paper	DSWP 85-03, with Gail Brown	Co	34	
1985	The Role of Interpersonal Respect and Trust in Developmental Relationships	Working Paper	DSWP 85--15	Co with Michael Blank	30	Later published as "What Really Matters in Superior Subordinate Relationships" in <i>Mentoring International</i>
1984	Don't Teach Mentoring	Article refereed	<i>Exchange: Journal of the Organizational Behavior Teaching Society, Organizational Behavior Teaching Society, Stanford, CA. Vol. VIII, No. 4, 1984.</i>	Sole	13	Now named <i>Journal of Management Education</i> , the journal won a national award in 1999 for being one of the most innovative journals in America.
1984	Managing Cross-Gender Mentoring	Article refereed	<i>Business Horizons</i> , May-June 1984	Co with Kathy Kram	11	
1984	Jewel Savadelis (B)	Case Careers	UVA-OB-309	Co	6	
1984	Jewel Savadelis (C)	Case Careers	UVA-OB-310	Co	6	
1984	Bob Nelson (A)	Case, Teaching	UVA-PHA-015	Sole	6	
1984	Bob Nelson (B)	Case, Teaching	UVA-PHA-016	Sole	3	
1984	Interpersonal Style Inventory	Experiential Exercise	UVA-PACS-075	Sole/REV	10	
1984	Profiles of Personal Mentors	Form	UVA-OB-283	Sole	1	
1984	Aspen Institute Teaching Note	Teaching Note	UVA-OB-293TN	Sole	7	
1984	Teaching Note for "Brubaker"	Teaching Note	UVA-OB-295	Sole	13	
1984	Don't Worry About Mentoring	Tech Note, OB	UVA-OB-277	Sole	11	
1983	Making Career Choices	Article Managerial	<i>Careers and the MBA</i> , Bob Adams Inc., Brighton, MA, 1983.	Sole	3	
1983	Aspen Institute	Case, HRM	UVA-OB-274	Co	30	
1983	Ray Hagen (A)	Case, HRM	UVA-OB-262	Sole	7	
1983	Ray Hagen (B)	Case, HRM	UVA-OB-263	Sole	1	

1983	Ray Hagen (C)	Case, HRM	UVA-OB-264	Sole	1	
1983	Ray Hagen (D)	Case, HRM	UVA-OB-265	Sole	1	
1983	Christina Collins & Phillip Barry	Case, Teaching	UVA-PHA-011	Super	5	
1983	Christina Collins and Grant Levitz	Case, Teaching	UVA-PHA-012	Super	3	
1983	Grant Levitz	Case, Teaching	UVA-PHA-010	Super	3	
1983	Phillip Barry	Case, Teaching	UVA-PHA-009	Super	3	
1983	Ray Hagen (A-D) Teaching Note	Teaching Note	UVA-OB-273TN	Sole	5	
1983	Ray Hagen Teaching Note	Teaching Note	UVA-OB-265TN	Sole	1	
1983	The Developmental Dynamics of Small Groups	Tech Note, OB	UVA-OB-270	Lead	14	
1982	Searching for Success	Article Managerial	<i>New Jersey Bell Journal</i> , New Jersey Bell Telephone Company, Newark, NJ	Sole	11	reprinted by request in Cincinnati Bell Journal.
1982	Jewel Savadelis	Case Careers	UVA-OB-190	Sole	22	
1982	John Moore (A)	Case Careers	UVA-OB-230	Co	32	
1982	John Moore (B)	Case Careers	UVA-OB-231	Co	1	
1982	Lauren Davis' Career Development Paper	Case Careers	UVA-OB-254	Super	19	
1982	Lauren Davis' Self-Assessment Data	Case Careers	UVA-OB-194	Super	36	
1982	Lauren Davis Theme Implications	Case Careers	UVA-OB-193	Super	3	
1982	Lauren Davis Theme List	Case Careers	UVA-OB-212	Super	1	
1982	Making the Transition	Case Careers	UVA-OB-255	Co	8	
1982	Mike Downer (A)	Case Careers	UVA-OB-227	Co	17	
1982	Mike Downer (B)	Case Careers	UVA-OB-228	Co	3	
1982	Mike Downer (C)	Case Careers	UVA-OB-229	Co	2	
1982	Mike Downer's Career Development Paper	Case Careers	UVA-OB-234	Super	25	
1982	Tom Wilson 24 Hour Diary	Case Careers	UVA-OB-199	Super	4	
1982	Tom Wilson Dyad Exercise	Case Careers	UVA-OB-202	Super	1	
1982	Tom Wilson Feelings Record	Case Careers	UVA-OB-210	Super	5	
1982	Tom Wilson Predisposition Test	Case Careers	UVA-OB-206	Super	1	
1982	Tom Wilson Rorschach Test	Case Careers	UVA-OB-207	Super	2	
1982	Tom Wilson Theme List	Case Careers	UVA-OB-209	Super	2	
1982	Tom Wilson's AVL Scores	Case Careers	UVA-OB-205	Super	1	
1982	Tom Wilson's FIRO-B	Case Careers	UVA-OB-211	Super	1	
1982	Tom Wilson's ISI	Case Careers	UVA-OB-203	Super	4	
1982	Tom Wilson's Learning Style Inventory.	Case Careers	UVA-OB-204	Super	2	
1982	Tom Wilson's Self-Assessment Paper	Case Careers	UVA-OB-195	Super	42	
1982	Tom Wilson's Summary of Tests	Case Careers	UVA-OB-200	Super	9	
1982	Tom Wilson's Theme Implications	Case Careers	UVA-OB-226	Super	5	
1982	Tom Wilson's Written Interview (A)	Case Careers	UVA-OB-197	Super	22	
1982	Tom Wilson's Written Interview (B)	Case Careers	UVA-OB-198	Super	6	
1982	Ben Tipton (A)	Case, Teaching	UVA-PHA-004	Super	4	
1982	Ben Tipton (B)	Case, Teaching	UVA-PHA-005	Super	4	
1982	Center for the Study of Marketing Processes	Case, Teaching	UVA-PHA-008	Super	9	
1982	Head of Engineering, SUB	Case, Teaching	UVA-PHA-013	Super	10	
1982	Midwestern School of Business	Case, Teaching	UVA-CP-035	Sole	17	
1982	To Fight or Switch	Case, Teaching	UVA-PHA-006	Super	3	
1982	To Pause or Not to Pause (A)	Case, Teaching	UVA-PHA-001	Sole	4	

1982	To Pause or Not to Pause (B)	Case, Teaching	UVA-PHA-002	Sole	1	
1982	To Pause or Not to Pause (C)	Case, Teaching	UVA-PHA-003	Sole	1	
1982	Jewel Savadelis Teaching Note	Teaching Note	UVA-OB-260TN	Sole	13	
1982	Life and Career of a Chief Executive Officer Teaching Note	Teaching Note	UVA-OB-259TN	Sole	9	
1982	Individuals and Organizations	Tech Note, OB	UVA-OB-185	Sole	7	
1982	Interpersonal Learning Ladder	Tech Note, OB	UVA-OB-184	Sole	9	Later published in Stephen Covey's newsletter.
1982	Systems Theory & Organizational Analysis	Tech Note, OB	UVA-OB-214	Sole	9	
1982	Why People Behave The Way They Do	Tech Note, OB	UVA-OB-183	Sole	17	
1982	Adult Career and Life Stages	Technical Note, Careers	UVA-OB-224	Sole	13	Revised in early 1990's
1982	Hard Facts About MBA Job Searches	Technical Note, Careers	UVA-OB-213	Co	15	
1982	A Quick Reference Guide to ScreenWriter's Editor	Technical Note, Computers	UVA-CP-033	Sole	7	
1982	A Second Lesson in ScreenWriter's Editor	Technical Note, Computers	UVA-CP-031	Co	8	
1982	An Introduction to Screen Writer's Embedded Commands	Technical Note, Computers	UVA-CP-032	Sole	7	
1982	An Introduction to ScreenWriter's Editor	Technical Note, Computers	UVA-CP-030R	Co	9	
1982	Printing with Screenwriter's Runoff	Technical Note, Computers	UVA-CP-034	Co	9	
1981						The year we moved to Charlottesville.
1980	Mentoring in Managerial Careers	Book chapter, edited	<i>Work, Family, and the Career: New Frontiers in Theory and Research</i> , C. Brooklyn Derr, editor, Praeger Special Studies, New York, 1980.	Sole	21	
1980	The Life and Career of a CEO	Case Careers	9-480-036	Sole	22	
1980	The Life and Career of a CEO	Film	9-480-036	Sole	8 minutes	
1979	Alexander Hathaway AVL Scores	Case Careers	9-481-032	Super	1	
1979	Alexander Hathaway Hand Test	Case Careers	9-481-029	Super	2	
1979	Alexander Hathaway Lifestyle Diagram	Case Careers	9-481-036	Super	1	
1979	Alexander Hathaway Predisposition Test	Case Careers	9-481-035	Super	1	
1979	Alexander Hathaway Rorschach Test	Case Careers	9-481-030	Super	2	
1979	Alexander Hathaway Self-Assessment Paper	Case Careers	9-481-037	Super	15	
1979	Alexander Hathaway SIV	Case Careers	9-481-034	Super	1	
1979	Alexander Hathaway SPV	Case Careers	9-481-033	Super	1	
1979	Alexander Hathaway Theme List	Case Careers	9-481-038	Super	2	
1979	Alexander Hathaway Written Interview (A)	Case Careers	9-481-024	Super	11	
1979	Alexander Hathaway Written Interview (B)	Case Careers	9-481-025	Super	6	
1979	Brian Nelson (A)	Case Careers	9-480-037	Super	18	
1979	Brian Nelson (B)	Case Careers	9-480-038	Super	2	
1979	Brian Nelson (C)	Case Careers	9-480-039	Super	3	
1979	Jill Tucker Self-Assessment Data	Case Careers	9-481-041	Super	37	
1979	Jill Tucker Self-Assessment Paper	Case Careers	9-481-042	Super	23	

1979	Jill Tucker Theme List	Case Careers	9-481-043	Super	2	
1979	Lifestyle Implications of Choosing	Case Careers	9-481-019	Sole	9	
1979	Managing Job Search	Case Careers	9-481-018	Sole	14	
1979	Martin Taylor	Case Careers	9-480-035	Sole	8	
1979	On-Campus Recruit. Interview Forms	Case Careers	9-480-023	Super	12	
1979	Resume of Kathleen Johnson	Case Careers	9-481-016	Super	1	
1979	Dyad Exercise	Experiential Exercise	9-481-015	Co	1	
1979	Paper Box: An Intergroup-Competition Activity	Experiential Exercise	<i>The 1979 Annual Handbook for Group Facilitator's</i> , Pfeifer, Los Angeles, 1979	Sole	5	
1979	SACD Background Data Form	Form	9-481-021	Co	1	
1979	SACD Test Scores Report Form	Form	9-481-023	Sole	1	
1979	Self-Assessment Checklist	Form	9-481-022	Sole	1	
1979	Creating Lifestyle Representations	Technical Note, Careers	SACD Book	Lead	5	
1979	Writing Life Theme Labels	Technical Note, Careers	9-480-019	Sole	3	
1978	Colonial Food Services Company	Case, performance review	HCS 478-005	Lead	5	This best seller has recently been rewritten as Old Colony Associates by Mike Beer, the original supervising author.
1978	Eugene Kirby (A)	Case, performance review	HCS 478-007	Lead	5	Part of the Colonial Food Services performance appraisal and feedback module.
1978	Eugene Kirby (B)	Case, performance review	HCS 9-478-010	Lead	1	
1978	James Cranston	Case, performance review	HCS 478-006	Lead	6	Part of the Colonial Food Services performance appraisal and feedback module.
1978	John Mahoney, Regional Manager	Case, performance review	HCS 9-480-070	Sole	6	
1978	Tony Fowler, District Manager	Case, performance review	HCS 9-480-069	Sole	6	
1978	Colonial Food Services Company	Film	9-478-005	Sole	45 mins	
1977	Overhead Reduction Task Force	Case, teams	9-478-013	Lead	18	Still in use in various places.
1977	Overhead Reduction Task Force	Film	9-478-013	Co	45 mins	
1976	Power Electronics Corporation	Case	HCS 9-177-065	Co	11	
1976	Virginia Mutual Trust, Inc.	Case	HCS 9-177-011	Co	9	