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Organizational Behavior and Human Performance 3:12–35; E.E. Lawler, III & J.L. Suttle. 1972. A causal correlational test of the need hierarchy concept. Organizational Behavior and Human Performance 7:265–287; M.A. Wahba & L.G. Bridwell. 1973. Maslow reconsidered: A review of research on the need hierarchy theory.

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Dr. Judge is a co-author of Essentials of Organizational Behavior, 14th ed., with Stephen P. Robbins, and Staffing Organizations, 8th ed., with Herbert G. Heneman III. He is married and has three children—a daughter who is a health care social worker, a daughter who is studying for a master's degree, and a son in middle school.

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Registered Behavior Technician (RBT) | Florida Tech

Negotiation Behavior Skilled Negotiators Average Negotiators; Source: Based on data reported in N. J. Adler and A. Gunderson, International Dimensions of Organizational Behavior 5 th edition (Mason, OH: Cengage Learning, 2008), pp. 165–181. Before the Negotiation: Number of options considered per issue: 5.1: 2.6

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