

Select Papers on Social Effectiveness: Alan Witt

- Treadway, D., Witt, L. A., Perry, S. J., Stoner, J., & Shaughnessy, B. (2013). Political skill as a moderator of the relationship between subordinate perceptions of interactional justice and supervisor ratings of interpersonal facilitation, *American Journal of Business*, 28, 233-251.
- Penney, L. M., David, E. M., & Witt, L. A. (2012, April). *Interpersonal aggression at work: Beware the socially unskilled*. Presented at the conference of the Society for Industrial and Organizational Psychology, San Diego.
- Roth, L. W. & Witt, L. A. (2008, April). *Predicting social skill from personality dimensions*. Presented at the annual conference of the Society for Industrial and Organizational Psychology, San Francisco.
- Weinberger, E., Witt, L. A., Malka, A., & David, E. (2008, April). *Impression management by association: Beware the socially unskilled*. Presented at the annual conference of the Society for Industrial and Organizational Psychology, San Francisco.
- Witt, L. A., David, E., Wilson, J. E., & Hochwarter, W. A. (2007, May). *Effects of social skill and organizational support on interpersonal deviance*. Presented at the annual conference of the Society for Industrial and Organizational Psychology, New York City.
- Treadway, D., & Witt, L. A. (2007, May). *The impact of political skill and fairness on interpersonal facilitation*. Presented at the annual conference of the Society for Industrial and Organizational Psychology, New York City.
- Hochwarter, W., A., Witt, L. A., Treadway, D. C., & Ferris, G. A. (2006). Interaction of organizational support and social skill on job performance. *Journal of Applied Psychology*, 91, 482-489.
- Wilson, J. W., & Witt, L. A. (2004, November). *Interactive effects of extroversion and agreeableness on social skill*. Presented at the annual conference of the Southern Management Association, San Antonio.
- Wilson, J. W., & Witt, L. A. (2004, April). *Predisposition toward social skill: A three-way interaction study*. Presented at the annual conference of the Society for Industrial and Organizational Psychology, Chicago.
- Zivnuska, S., Kacmar, K. M., Witt, L. A., Carlson, D. S., & Bratton, V. K. (2004). Interactive effects of impression management and organizational politics on job performance. *Journal of Organizational Behavior*, 25, 1-14.
- Witt, L. A., & Ferris, G. R. (2003). Social skill as moderator of the conscientiousness-performance relationship: Convergent results across four studies. *Journal of Applied Psychology*, 88, 809-820.
- Witt, L. A. & Andrews, M. (2002, November). *Personality predictors of social skill*. Presented at the annual conference of the Southern Management Association, Atlanta.
- Ferris, G. F., Witt, L. A., & Hochwarter, W. A. (2001). Interaction of social skill and general mental ability on job performance and salary. *Journal of Applied Psychology*, 86, 1075-1082.