

## James G. S. Clawson

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### PUBLICATIONS

as of **December, 2025**

#### Key to Authorship Codes

**Sole** = Material written alone.

**Lead** = Material on which I have done most of the writing.

**Co** = Material authored approximately equally with another--usually a research assistant--to whom I've given outlines, sources, and instructions for content.

**With** = Material authored with two or more co-authors

**Super** = 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.

**Rev** = Significant revisions of previously written materials written by me or others.

TOTALS =	TYPE	AUTHORSHIP
Cases =	267	Sole = 143
Teaching Notes =	46	Co-Author = 105
Technical Notes =	80	Lead = 33
Books =	22	with = 15
Book Chapters =	8	Supervised = 126
Refereed Journal Articles =	22	Revisions = 6
Unrefereed Articles =	12	
Media =	27	
Book Reviews =	1	
Working Papers =	6	
<b>TOTAL ITEMS =</b>	<b>491</b>	

YEAR	TITLE	TYPE	REFERENCE or NUMBER	AUTHORSHIP	PAGES	NOTES
2024	Consulting with Cathy Engelbert and the WNBA	Case	OB-1479	Co-Author	13	Simulated consulting with WNBA about growth and players
2025	BLOG: The Three Most Important Insights for Me	Media	<a href="http://www.level3leadership.com">www.level3leadership.com</a>	Sole	3	My most important insights in life.
2021	Fundamentals of Level Three Leadership: How to become an Effective Executive	Book	Business Expert Press, 2021	Sole	400	Short chapters each with concept, defn, example and illustration
2016	A Song of Humanity: A Science-based Alternative to the World's Scriptures	Book	© 2016 L3L, LLC, Lulu Publishing ISBN 978-1-4834-5574-7 (soft) ISBN 978-1-4834-5576-1 (hard) ISBN 978-1-4834-5575-4 (e-copy)	Sole	576	20 pp of references 920 footnotes
2016	Level Three Leadership	Media	<a href="http://www.level3leadership.com">www.level3leadership.com</a>	Sole	100+	Subscriptions to text and video clips on Level Three Leadership, Teaching Management, Career Management, and A Song of Humanity: A Science-based Alternative to the World's Scriptures-- Rebuilding after collapse
2015	"Custom executive education program charters: a beneficial task and useful template" with Mark Haskins	Article Refereed	Development and Learning in Organizations: An International Journal, Vol. 29, Iss 1, pp. 7-10	Co	3	Based on my Charter Framework
2013	FindingFIT: in your job and career	Book	UVA-PACS-0102	Lead	459	PDF version of FindingFIT process and web-site
2013	"Greenland: Creating World Class Teams"	Book Chapter	Extreme Leadership, edited by Cristina Gianantonio and Amy Hanson, Edward Elgar Publishing , 2013	Super	15	Revision of Greenland case into a chapter with takeaways
2013	"Are You a Good Manager?"	Article Managerial	Business Aviation Insider, NBAA, Jan/Feb 2013, pp 22-26	Co	5	with Mark Haskins, Reports LPI data from EE programs

2013	"Career Option Workbook" (COW)	Media	On-line Excel Workbook	Sole	25	Excel workbook for organizing and analyzing self-assessment data pools
2012	Personal Charter Exercise	Technical Note	OB-1027	Sole	7	A guide for individuals who want to create a plan for their lives.
2012	Negotiating with the Cuban Sugar Industry (A), (B), and (C) (TN)	Teaching Note	OB-1019TN	Co	18	with Chris Burger, ESMT
2012	Negotiating with the Cuban Sugar Industry (A), (B), and (C) (POWERPOINT TN)	Media	OB-1019TNP	Co		with Chris Burger, ESMT
2012	Negotiating with the Cuban Sugar Industry (A), (B), and (C) (SPREADSHEET TN)	Media	OB-1019TNX	Co		with Chris Burger, ESMT
2012	K2: Brotherhood of the Rope	Article Refereed	Journal of Organizational Behavior Education 5:2012	Co	36	Refereed case review published in international journal
2012	Greenland	Article Refereed	Journal of Organizational Behavior Education 5:2012	Co	15	Refereed case review published in international journal
2012	Odyssey: the Life and Career of a Senior Consultant	Article Refereed	Journal of Organizational Behavior Education 5:2012	Co	30	Refereed case review published in international journal
2011	"Faculty and Students: Making the Grade"	Case	PHA-0057	Super	10	by Megan Hess
2011	"Review: <i>Teaching Leadership: Know, Be, Do</i> , edited by Scott Snook, Rakesh Khurana, Nitin Norhia"	Book Review	Academy of Management Learning & Education, August 2011	Sole	8	
2011	Negotiating with the Cuban Sugar Industry: No Way Out? (A)	Case	UVA-OB-1019	Co	2	with Chris Burger, ESMT
2011	Negotiating with the Cuban Sugar Industry: No Way Out? (B)	Case	UVA-OB-1020	Co	2	with Chris Burger, ESMT
2011	Negotiating with the Cuban Sugar Industry: No Way Out? (C)	Case	UVA-OB-1021	Co	2	with Chris Burger, ESMT
2011	Career COMPASS: Navigating Key Aspects of Employer-Employee Relationships	Article Refereed	Person & Strategy, 34.1, April 2011	Co	20	with Mark Haskins
2011	<i>Level Three Leadership</i> , 5th Edition	Book	Prentice-Hall/Pearson	Sole	434	
2011	Instructor's Manual, <i>Level Three Leadership</i> , 5th Edition	Book	Prentice-Hall/Pearson	Sole	470	
2010	Dennis Paustenbach: I Never Thought of it as Work (TN)	Teaching Note	OB-0988TN	Co	21	James G. Clawson and Gerry Yemen

2010	Greenland (Supplement)	Media	S-OB-0581	Media	22	Mortin Lie and James G. Clawson
2010	Erika James: The Life and Career of an Associate Professor (MEDIA)	Media	OB-0957M	with		Gerry Yemen and James G. Clawson
2010	The Aberdeen Experiment	Case	OB-0998	Revision	28	James G. Clawson
2010	Erika James: Life and Career of an Associate Professor (TN)	Teaching Note	OB-0957TN	Sole	8	Gerry Yemen
2010	Joyce Sinclair's Work Group Charter (SUPPLEMENT)	Media	S-OB-0600B	with	2	Gerry Yemen
2010	Roger Steel's Personal and Work Group Charters (SUPPLEMENT)	Media	S-OB-0600A	with	2	Gerry Yemen
2010	Tyson Toles on Leadership	Case	OB-0997	Super	10	Tyson Toles
2009	<i>Balancing Your Life: Executive Lessons for Work, Family &amp; Self</i>	Book	World Scientific	Sole	350	
2009	<i>Powered by Feel: How Companies, Teams and Individuals Excel</i>	Book	World Scientific	Co	300	Doug Newburg
2009	"Level Three Common Sense"	Article Refereed	Management Decision	Sole	10	Vol. 47, No. 3, pp 470-480.
2009	"Leadership as Managing Energy"	Article Refereed	International Journal of Organizational Analysis	Sole	7	Vol. 16, No. 3, 2008, pp 174-181
2009	Erika James: The Life and Career of an Associate Professor	Media	UVA-OB-0957M	Co		
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	Co	15	Gerry Yemen
2008	K2: Brotherhood of the Rope (B)	Case	UVA-OB-0962	Co	20	Gerry Yemen
2008	K2: Brotherhood of the Rope (A)	Case	UVA-OB-0961	Co	25	Gerry Yemen

2008	Erika James: The Life and Career of an Associate Professor	Case	UVA-OB-0957	Co	13	Gerry Yemen
2008	Eddie Norris: The Life and Career of a Police Commissioner	Case	UVA-OB-0945	Co	16	Gerry Yemen
2008	What do you Want? Introduction and Baseline	Technical Note	UVA-OB-0934	Co	4	Gerry Yemen
2008	What do you Want? Fame	Technical Note	UVA-OB-0936	Co	6	Gerry Yemen
2008	What do you Want? Corporate Achievement	Technical Note	UVA-OB-0938	Co	8	Gerry Yemen
2008	What do you Want? Power	Technical Note	UVA-OB-0935	with	5	Gerry Yemen
2008	What do you Want? To be Passionately Engaged at Work	Technical Note	UVA-OB-0937	with	6	Gerry Yemen
2008	What do you Want? To be Attractive	Technical Note	UVA-OB-0939	with	5	Gerry Yemen
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	Article Refereed	<i>Journal of Management Education</i> , Feb 2008, 32: 8- 22	with	15	2nd with Randolph New, Richard Coughlan, Joe Ben Hoyle
2007	Starpower™ Managing with Power Teaching Note	Teaching Note	OB-0903TN	with		With Gerry Yemen, Martin Davidson, Erika James, and Ryan Quinn
2007	Advanced Laser Clinics (A)	Case	UVA-OB-0886	with	4	Elizabeth Ryan and <b>James G Clawson</b>
2007	Motivating from the Top Down	Technical Note	UVA-OB-0906	Sole	1	
2007	Tough Guy	Case	UVA-OB-0913	Co	5	Gerry Yemen
2007	Taxi! Role-Play-One	Case	UVA-OB-0921	Co	2	Gerry Yemen
2007	Taxi! Role-Play-Two	Case	UVA-OB-0922	Co	2	Gerry Yemen
2007	Taxi! Role-Play-Three	Case	UVA-OB-0923	Co	2	Gerry Yemen

2007	Advanced Laser Clinics (E)	Case	UVA-0890	Co	2	Elizabeth Ryan
2007	Advanced Laser Clinics (B)	Case	UVA-OB-0887	Co	2	Elizabeth Ryan
2007	Advanced Laser Clinics (C )	Case	UVA-OB-0888	Co	1	Elizabeth Ryan
2007	Advanced Laser Clinics (D)	Case	UVA-OB-0889	Co	1	Elizabeth Ryan
2007	The Life and Career of a Free Spirit: Dee Dee Fisher (Media)	Case	UVA-OB-0871M	with		Gerry Yemen and Gary Peters
2007	The Life and Career of a CEO Bob Johnson at Honeywell (Media)	Media	UVA-OB-0872M	with		Gerry Yemean and Gary Peters
2007	Buy-In	Technical Note	UVA-OB-0924	Sole	9	
2007	Silver Star's North American Flight Center (TN)	Teaching Note	UVA-OB-0714TN	Co	8	
2007	Advanced Laser Clinics (A), (B), (C), (D), and (E) (TN)	Teaching Note	UVA-OB-0886TN	Co	5	Elizabeth Ryan
2006	Making it sticky: how to facilitate the transfer of executive education experiences back to the workplace	Article Refereed	<i>Journal of Management Development, Volume 25, 2006</i>	Co	36	Mark Haskins
2006	Seeing the Unseen: Initiating An MBA Program Committee Change Proces	Article Refereed	<i>International Journal of Management Education, 2006.</i>	Co	18	Mark Haskins
2006	Teaching Management: a fieldguide for professors, consultants, and corporate trainers	Book	Cambridge University Press, forthcoming 2006	Co	400+	Mark Haskins
2006	The Inspirational Nature of Level Three Leadership	Book Chapter	<i>Inspiring Leadership</i> , 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	Co	17	Gerry Yemen
2005	"The Motivator's Dilemma"	Book Chapter	in <i>The Future of Human Resource Management: 64 Thought Leaders Explore the Critical HR Issues of Today and Tomorrow</i> . Mike Losev (Author). Dave	Lead	7	Doug Newburg

2005	Goddard Space Flight Center: Building a Learning Organization (A)	Case	OB-0833	Co	20	Gerry Yemen
2005	Learning Teams: Shrinking to Fit (A)	Case	OB0839	with	5	Sondra Russell, <b>James G. Clawson</b> , and Gerry Yemen
2005	The Life and Career of a High Tech Entrepreneur (A)	Case	OB-0843	Co	20	Jason Clifton
2005	Virginia Department of Transportation: Trying to Keep Virginia Moving (A)	Case	OB-0846	Co	13	Gerry Yemen
2005	Faculty and Students: Making the Grade	Case	PHA-0057	Super	10	Charl du Plessis, Gerry Yemen, and <b>James G. Clawson</b>
2005	Goddard Space Flight Center: Building a Learning Organization (B)	Case	OB-0835	Co	12	Gerry Yemen
2005	Learning Teams: Shrinking to Fit (B)	Case	OB-0840	with	1	Sondra Russell, <b>James G. Clawson</b> , and Gerry Yemen
2005	Virginia Department of Transportation: Trying to Keep Virginia Moving (B)	Case	OB-0847	Co	8	Gerry Yemen
2005	Creative Business Leaders (Audio CD)	Media	BAT-1021	Co		James G. Clawson, Michael Gelb, and Chic Thompson
2005	Virginia Department of Transportation: Trying to Keep Virginia Moving (Media)	Media	OB-0846M	Co		Gerry Yemen and Gary Peters
2005	What Do You Want? (Media)	Media	OB-0852M	Co		Gerry Yemen and Gary Peters
2005	Goddard Space Flight Center: Building a Learning Organization (A) and (B) (TN)	Teaching Note	OB-0833TN	Co	17	Gerry Yemen
2005	Level Three Leadership Third Edition	Book	Prentice Hall, Upper Saddle River, NJ	Sole	402	
2005	"Case Method"	Book Chapter	<i>The Blackwell Encyclopedia of Management , Second Edition, Blackwell Publishing, Oxford 2005.</i>	with	1	Pat Werhane and Ed Freeman (editors)
2004	Creating a Learning Culture	Book	Cambridge University Press, 2004	Co		Marcia Connor
2004	Strategic Planning on a Military Air Station: Calm Skies or Turbulence Up Ahead	Case	OB-0818	Co	9	Gerry Yemen
2004	Personal Charters	Technical Note	OB-0801	Sole	9	
2004	Listen Up! How to be Appropriately Assertive	Technical Note	OB-0799	Co	19	Gerry Yemen and pazFagini
2004	Pincanof China (D)	Case	OB-0798	Super	4	Fernandez Clawson supv Liu
2004	Pincanof China (C)	Case	OB-0797	Super	3	Fernandez Clawson supv Liu
2004	Pincanof China (B)	Case	OB-0796	Super	3	Fernandez Clawson supv Liu
2004	OH: One View of the World	Technical Note	OB-0794	Lead	13	Gerry Yemen
2004	The Modest Achievements of Stephen P. Robbins (TN)	Teaching Note	OB-0732TN	Co	11	Gerry Yemen, Randolph New

2004	Decision Making for Couples	Technical Note	PACS-0099	with	8	Gerry Yemen and Victor Faux
2003	A Note on Leadership and Change Management	Technical Note	OB-781	Sole	12	
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	Media	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	Media	OB-768 CD	Ngoh Yemen		Bi-lingual clips of PI news reports of crash, For internal use only, PI TV station

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, NJ	Lead	600	Editor, contributions by Darden Faculty
2002	Mentoring for World Class Performance	Book Chapter	Handbook for Individual Performance, ed Sabine Sonnentag, Blackwell, 2002	Lead	35	Doug Newburg
2001	Assessing the Moral Foundation of Your Leadership	Technical note	OB-0734	Sole	1	
2001	Leadership Steps Assessment (LSA)	Technical note	OB-0733	Lead	15	Greg Bevan
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	Lead	27	Randolph New
2001	Jackie Woods (Media)	Media	BP-0330M	Sole	1	
2001	Japanese Leadership: The Case of Tetsundo Iwakuni (Media)	Media	OB-0627M	Sole	1	
2001	Chicago Park District (Media)	Media	OB-0618M	Sole	1	
2001	NYT Pub Com (Media)	Media	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	Academy of Management Executive, August, 2000	Co with Mark Haskins	28	
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	Prentice-Hall, Upper Saddle River, New Jersey, 1999.	Sole	536	
1999	Intergroup Relations at Atlantica's Flight Center	Case	UVA-OB-682	Lead	8	Greg Bevan
1999	Paragon Corporation and the Flight Department	Case	UVA-OB-668	Lead	7	Greg Bevan
1999	Silver Star's North American Flight Center	Case	UVA-OB-714	Lead	8	Greg Bevan
1999	Crossroads A	Case	UVA-OB-665	Super	7	
1999	Crossroads B	Case	UVA-OB-0666	Super	7	
1999	Comparing Organizational Charters	Case	UVA-OB-666	Lead	6	
1999	Manabi	Case	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.	Co	9	Rob Phillips
1998	Bob Baker's Career Development Paper	Case	UVA-PACS-0092	Super	27	
1998	Bob Baker's Self Assessment Data	Case	UVA-PACS-0089	Super	42	
1998	Bob Baker's Self Assessment Paper	Case	UVA-PACS-0091	Super	33	
1998	Bob Baker's Written Interview	Case	UVA-PACS-0090	Super	21	
1998	Reflections on a Summer's Internship in Investment Banking	Case	UVA-PACS-0094	Super	8	
1998	Chicago Park District D	Case	UVA-OB-621	Co	6	
1998	Kinds of Responses	Technical Note	UVA-OB-653	Sole	7	
1998	Triad Exercise	Case	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	Technical Note	UVA-OB-657	Sole	15	
1998	Leading Others	Technical Note	UVA-OB-649	Sole	9	
1998	Leading Teams	Technical Note	UVA-OB-655	Co	11	
1998	Workaholism	Technical Note	UVA-PACS-0096	Lead	19	
1998	Writing Effective Resumes	Technical Note	UVA-PACS-0085	Sole	9	
1998	Scenario Building	Technical Note	UVA-G-0260	Revision	18	
1998	Strategic Thinking	Technical Note	UVA-BP-391	Sole	16	
1998	Orientation to Hierarchy	Working Paper	Drafted	Co	35	Greg Bevan
1997	A Symphonic Approach to Balancing Your Life	Book Chapter	<i>Wharton-Merck Guide to Work and Family Life, 1997.</i>	Sole	29	
1997	Elliott Waters	Case	UVA-PACS-0084	Super	3	
1997	Marriott Department of Work and Family Life (C)	Case	UVA-OB-0646	Lead	16	
1997	Japanese Leadership: The Case of Tetsundo Iwakuni	Case	UVA-OB-627	Sole	22	
1997	Stewart Glapat vs. Caljan A	Case	UVA-OB-628	Co	10	
1997	Stewart Glapat vs. Caljan B	Case	UVA-OB-629	Co	3	
1997	Stewart Glapat vs. Caljan C	Case	UVA-OB-630	Co	1	
1997	Stewart Glapat vs. Caljan D	Case	UVA-OB-631	Co	3	
1997	Professor Hamilton and the Faculty Feedback Dilemma	Case	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	Technical Note	UVA-OB-633	Lead	15	
1997	Leadership and Intelligence	Technical Note	UVA-OB-652	Lead	9	
1997	Leading Change	Technical Note	UVA-OB-648	Sole	12	
1997	Resonance	Technical Note	UVA-OB-626	Lead	10	
1997	Audio Visual Tools and Techniques	Technical Note	UVA-PHA-050	Co	13	
1997	Executive Education	Technical Note	UVA-PHA-053	Co	8	
1997	Fundamentals of Learning	Technical Note	UVA-PHA-046	Sole	11	
1997	Lecturing	Technical Note	UVA-PHA-048	Co	12	
1997	Managing Discussions	Technical Note	UVA-PHA-049	Co	11	
1997	Role Playing	Technical Note	UVA-PHA-054	Lead	13	
1997	A Weekend Guide to Self Assessment	Technical Note	UVA-PACS-0086	Sole	14	
1997	Adult Learning Theory	Technical Note	UVA-PHA-047	Sole	13	
1997	Steve Berreman's Job Search Diary	Working Paper		Super		
1997	Steve Berreman's Self Assessment Paper	Working Paper		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.	Lead	23	Jon Doner
1996	Financial Services Partner Time Log North America	Case	UVA-PACS-078	Sole	12	
1996	Financial Services Partner Time Log South Pacific	Case	UVA-PACS 079	Sole	12	
1996	Financial Services Partner Time Log Southeast Asia	Case	UVA-PACS-080	Sole	12	
1996	Financial Services Partner Time Log, Australia	Case	UVA-PACS-081	Sole	12	
1996	My First Annual Review	Case	UVA-PACS-082	Sole	8	
1996	Carolyn Hendricks	Case	UVA-OB-601	Super	7	
1996	Chicago Park District B	Case	UVA-OB-619	Sole	26	
1996	Chicago Park District A	Case	UVA-OB-618	Sole	15	
1996	Chicago Park District C	Case	UVA-OB-620	Sole	16	
1996	Tom Ritter A	Case	UVA-OB 598	Super	5	
1996	Tom Ritter B	Case	UVA-OB-599	Super	2	
1996	An Introductory Comment A	Case	UVA-PHA-042	Super	8	
1996	An Introductory Comment B	Case	UVA-PHA-043	Super	4	
1996	Henk Learns to Swim	Case	UVA-PHA-036	Super	14	
1996	Tom Moeller	Case	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	Technical Note	UVA-OB-600	Sole	9	
1996	Six Steps to Effective Leadership	Technical Note	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	UVA-OB-590	Super	6	

1995	Paul Mannweiler: Speaker of the House Indiana	Case	Unpublished	Lead	10	Co with Chris Allen of SLLF
1995	NYT Public Communications Department A	Case	UVA-OB-591	Revision	8	This series is a rewrite of a case developed by Bob Lande and Mr. Allen
1995	NYT Public Communications Department B	Case	UVA-OB-592	REV	5	
1995	NYT Public Communications Department C	Case	UVA-OB-593	REV	3	
1995	Case of Values	Case	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	Revision	5	
1995	Case Method	Technical Note	UVA-PHA-032	Sole	15	
1995	Case Writing	Technical Note	UVA-PHA-033	Sole	7	
1995	Teaching Notes	Technical Note	UVA-PHA-034	Co	11	
1994	Greenland	Case	UVA-OB-0581	Super	21	
1994	The Hyundai Group's Chung Ju Yung:	Case	UVA-OB-0555	Super	26	
1994	Marsha Harris A	Case	UVA-OB-0562	Co	9	Revised 2003
1994	Marsha Harris B	Case	UVA-OB-0563	Co	3	Revised 2003
1994	Marsha Harris C	Case	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	UVA-BP-0330	Co	14	
1993	Jackie Woods (B)	Case	UVA-BP-0331	Co	2	
1993	Organizing the Comanche Program (A)	Case	UVA-OB-432	Co	15	
1993	Organizing the Comanche Program (B)	Case	UVA-OB-433	Co	6	
1993	Organizing the Comanche Program (C)	Case	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	Technical Note	UVA-OB-176	Revision	13	This is a rewrite and reorganization of a note by Eileen Hogan

1993	Jackie Woods	Media		Co	15 mins	
1992	<i>The First Fifteen Years</i>	Book	An annotated index to the <i>Journal of Management Education</i> , formerly the <i>Organizational Behavior</i>	Lead	237	
1992	Alvarez (A, B, & C)	Case	IUJ/UVA	Super	7	
1992	Great Expectations A	Case	IUJ/UVA	Super	14	
1992	Great Expectations B	Case	IUJ/UVA	Super	14	
1992	Asada Life Insurance Company	Case	IUJ/UVA	Super	9	
1992	Bank of Urasa	Case	IUJ/UVA	Super	12	
1992	Foreign and Energy Survey Section (A & B)	Case	IUJ/UVA	Super	10	
1992	Hitachi Metals Ltd: Education System	Case	IUJ/UVA	Super	19	
1992	Nippon Fire & Marine Insurance Company	Case	IUJ/UVA	Super	11	
1992	Price-Kyoei	Case	IUJ/UVA	Super	15	
1992	Secom, Ltd. (A & B)	Case	IUJ/UVA	Super	18	
1992	Step-by-Step (A & B)	Case	IUJ/UVA	Super	16	
1992	ANA Cargo Kanto and AGH (A & B)	Case	IUJ/UVA	Super	12	
1992	Great Expectations Teaching Note	Teaching Note	IUJ/UVA	Super	14	
1991	Empowering Language	Technical Note	UVA-OB-400	Sole	20	Spent a semester abroad at IUJ in Japan
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	9	Phil Pfeifer
1990	What matters most in mentoring?	Article Refereed	with Michael B. Blank, <i>International Journal of Mentoring</i> , Spring 1990.	Co	4	Michael Blank
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	Article Managerial	<i>Journal of Management</i> , March 1990, review of book by John Kotter.	Sole	2	
1990	<i>Self Assessment and Career Development, 3E Instructor's Manual</i>	Book	Prentice-Hall, Englewood Cliffs, NJ.	Lead	247	
1990	Carrie Baugh's 24-Hour Diary	Case	UVA-PACS-063	Super	4	
1990	Carrie Baugh's Career Development Paper	Case	UVA-PACS-069	Super	16	
1990	Carrie Baugh's Dyad Exercise	Case	UVA-PACS-061	Super	7	

1990	Carrie Baugh's Epilogue	Case	UVA-PACS-072	Super	1	
1990	Carrie Baugh's Feelings Record	Case	UVA-PACS-066	Super	5	
1990	Carrie Baugh's Figure Test	Case	UVA-PACS-060	Super	3	
1990	Carrie Baugh's FIRO-B	Case	UVA-PACS-053	Super	1	
1990	Carrie Baugh's Interpersonal Style Inventory	Case	UVA-PACS-052	Super	3	
1990	Carrie Baugh's Learning Style Inventory	Case	UVA-PACS-059	Super	4	
1990	Carrie Baugh's Life & Career Values Card Sort	Case	UVA-PACS-054	Super	3	
1990	Carrie Baugh's Lifestyle Diagram	Case	UVA-PACS-064	Super	3	
1990	Carrie Baugh's Other Data Generating Devices	Case	UVA-PACS-071	Super	29	
1990	Carrie Baugh's Personality Type Indicator	Case	UVA-PACS-055	Super	2	
1990	Carrie Baugh's Predisposition Test	Case	UVA-PACS-062	Super	1	
1990	Carrie Baugh's Self Assessment Paper	Case	UVA-PACS-070	Super	33	
1990	Carrie Baugh's Strong Interest Inventory	Case	UVA-PACS-065	Super	4	
1990	Carrie Baugh's Survey of Behavioral Characteristics	Case	UVA-PACS-051	Super	1	
1990	Carrie Baugh's Survey of Leadership Style	Case	UVA-PACS-050	Super	1	
1990	Carrie Baugh's Theme Implications	Case	UVA-PACS-056	Super	5	
1990	Carrie Baugh's Themes List	Case	UVA-PACS-058	Super	1	
1990	Carrie Baugh's Written Interview A	Case	UVA-PACS-067	Super	24	
1990	Carrie Baugh's Written Interview B	Case	UVA-PACS-068	Super	9	
1990	FMC Aberdeen Teaching Note	Case	UVA-OB-385TN	Sole	37	
1990	FMC Aberdeen	Case	UVA-OB-385	Sole	37	
1990	Cheryl Young	Case	UVA-OB-383	Super	3	
1990	John Franklin	Case	UVA-OB-382	Super	4	
1990	Where Do I Go From Here (A)	Case	UVA-PHA-026	Revision	9	
1990	Where Do I Go From Here? (B)	Case	UVA-PHA-027	Super	8	
1990	Where Do I Go From Here? Teaching Note	Case	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
1990	Leadership in Organizations	Technical Note	UVA-OB-386	Sole	22	
1990	Prejudice in Organizations	Technical Note	UVA-OB-381	Lead	20	
1989	You Can't Manage Them if They Don't Trust You: 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	UVA-PACS-024	Sole	6	

1989	Steven Taylor's 24-Hour Diary	Case	UVA-PACS-028	Super	3	
1989	Steven Taylor's Career Development Paper	Case	UVA-PACS-025	Super	15	
1989	Steven Taylor's Dyad Exercise	Case	UVA-PACS-038	Super	3	
1989	Steven Taylor's Epilogue	Case	UVA-PACS-047	Super	1	
1989	Steven Taylor's Feelings Record	Case	UVA-PACS-026	Super	6	
1989	Steven Taylor's Figure Test	Case	UVA-PACS-036	Super	3	
1989	Steven Taylor's FIRO-B	Case	UVA-PACS-045	Super	1	
1989	Steven Taylor's Hong Kong Job Search	Case	UVA-PACS-048	Super	5	
1989	Steven Taylor's Interpersonal Style Inventory	Case	UVA-PACS-029	Super	2	
1989	Steven Taylor's Job Search Diary	Case	UVA-PACS-039	Super	3	
1989	Steven Taylor's Learning Style Inventory	Case	UVA-PACS-035	Super	3	
1989	Steven Taylor's Life & Career Values Card Sort	Case	UVA-PACS-046	Super	2	
1989	Steven Taylor's Lifestyle Diagram	Case	UVA-PACS-031	Super	1	
1989	Steven Taylor's Other Data Generating Devices	Case	UVA-PACS-030	Super	18	
1989	Steven Taylor's Personality Type Indicator	Case	UVA-PACS-042	Super	1	
1989	Steven Taylor's Predisposition Test	Case	UVA-PACS-027	Super	1	
1989	Steven Taylor's Resume	Case	UVA-PACS-043	Super	1	
1989	Steven Taylor's Self Assessment Theme Imp's	Case	UVA-PACS-049	Super	3	
1989	Steven Taylor's Self-Assessment Paper	Case	UVA-PACS-041	Super	20	
1989	Steven Taylor's Strong Interest Inventory	Case	UVA-PACS-032	Super	3	
1989	Steven Taylor's Survey of Behavioral Characteristics	Case	UVA-PACS-037	Super	1	
1989	Steven Taylor's Survey of Leadership Style	Case	UVA-PACS-044	Super	1	
1989	Steven Taylor's Themes List	Case	UVA-PACS-040	Super	1	
1989	Steven Taylor's Written Interview A	Case	UVA-PACS-033	Super	11	
1989	Steven Taylor's Written Interview B	Case	UVA-PACS-034	Super	11	
1989	The Life and Career of a Senior Executive Officer	Case	UVA-PACS-023	Sole	22	
1989	The Life and Career of a Senior Executive Officer	Media	UVA-AV-8045	Sole	20 mins	
1988	Robert Jones	Case	UVA-OB-369	Sole	6	
1988	Professor Jim Gordon's Week	Case	UVA-PHA-017	Sole	10	

1988	Organizational Structure	Technical Note	UVA-OB-361	Sole(15)	15	
1987	Interpersonal Style and Mentoring	Article Refereed	with Michael Blank, <i>International Journal of Mentoring</i> , 1987.	Co	20	Michael Blank
1987	Mapping Case Pedagogy	Article Refereed	with Sherwood Frey, <i>Organizational Behavior Teaching Review</i> , Volume XI, Issue 1, 1986-1987.	Co	8	Sherwood Frey
1987	Lee Saunders' Career Development Paper	Case	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	UVA-PHA-021	Super	15	
1987	Stewart-Glapat Corporation (A)	Case	UVA-OB-348	Sole	17	
1987	Stewart-Glapat Corporation (B)	Case	UVA-OB-349	Sole	9	
1987	Stewart-Glapat Corporation (C)	Case	UVA-OB-350	Sole	4	
1987	Stewart-Glapat Corporation (D)	Case	UVA-OB-351	Sole	2	
1987	Stewart-Glapat Corporation (E)	Case	UVA-OB-352	Sole	1	
1987	Stewart-Glapat Corporation (F)	Case	UVA-OB-353	Sole	2	
1987	Eugene Kirby (C)	Case	UVA-OB-324	Co	1	
1987	Global Markets: A large-scale, non-computer, general management simulation	Case	UVA-OB-356	Co	9	Used three years as an introductory exercise for the First Year class.
1987	Stewart-Glapat Corporation	Media	UVA-AV-4029	Co contr	26 mins	
1987	Stewart-Glapat Corporation	Media	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> .	Co with Paul McKinnon	14	
1986	Getting on the fast track: Recruiting at an elite business school	Article Refereed	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</i>	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	265	David Ward
1986	Managing Male-Female Attractions at Work	Book Chapter	<i>Women in the Workplace</i> , Lynda Moore, editor, Lexington Books, 1986.	Co		Co with Duncan Spelman, Marcy Cray, and Kathy Kram

1986	Balancing Your Life	Technical Note	UVA-OB-323	Sole	4	
1986	Developmental Dynamics of Small Groups	Technical Note	UVA-OB-270	Co	14	Paul McKinnon
1986	Interpreting the FIRO-B	Technical Note	UVA-OB-338	Co	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	4	Paul McKinnon
1985	Don't Teach Mentoring	Article Managerial	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>	Article Managerial	<i>Administrative Science Quarterly</i> , review of book by Srully Blotnick.	Sole	3	
1985	<i>Self-Assessment and Career Development, 2E, Teacher's Manual</i>	Book	Prentice-Hall, 1985, Englewood Cliffs, NJ.	Lead	237	
1985	Genetronics (A)	Case	UVA-OB-306	Super	39	
1985	Genetronics (B)	Case	UVA-OB-307	Super	5	
1985	Genetronics (C)	Case	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	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	30	Michael Blank, 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</i>	Sole	13	Now named <i>Journal of Management Education</i> , the journal won a national
1984	Managing Cross-Gender Mentoring	Article Refereed	<i>Business Horizons</i> , May-June 1984	Co	11	Kathy Kram
1984	Jewel Savadelis (B)	Case	UVA-OB-309	Co	6	
1984	Jewel Savadelis (C)	Case	UVA-OB-310	Co	6	
1984	Bob Nelson (A)	Case	UVA-PHA-015	Sole	6	
1984	Bob Nelson (B)	Case	UVA-PHA-016	Sole	3	
1984	Interpersonal Style Inventory	Technical Note	UVA-PACS-075	Sole	10	
1984	Profiles of Personal Mentors	Technical Note	UVA-OB-283	Sole	1	
1984	Teaching Note for "Brubaker"	Teaching Note	UVA-OB-295	Sole	13	
1984	Don't Worry About Mentoring	Technical Note	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	UVA-OB-274	Co	30	
1983	Ray Hagen (A)	Case	UVA-OB-262	Sole	7	
1983	Ray Hagen (B)	Case	UVA-OB-263	Sole	1	
1983	Ray Hagen (C)	Case	UVA-OB-264	Sole	1	
1983	Ray Hagen (D)	Case	UVA-OB-265	Sole	1	
1983	Christina Collins & Phillip Barry	Case	UVA-PHA-011	Super	5	
1983	Christina Collins and Grant Levitz	Case	UVA-PHA-012	Super	3	
1983	Grant Levitz	Case	UVA-PHA-010	Super	3	
1983	Phillip Barry	Case	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	Technical Note	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	UVA-OB-190	Sole	22	
1982	John Moore (A)	Case	UVA-OB-230	Co	32	
1982	John Moore (B)	Case	UVA-OB-231	Co	1	
1982	Lauren Davis' Career Development Paper	Case	UVA-OB-254	Super	19	
1982	Lauren Davis' Self-Assessment Data	Case	UVA-OB-194	Super	36	
1982	Lauren Davis Theme Implications	Case	UVA-OB-193	Super	3	
1982	Lauren Davis Theme List	Case	UVA-OB-212	Super	1	
1982	Making the Transition	Case	UVA-OB-255	Co	8	
1982	Mike Downer (A)	Case	UVA-OB-227	Co	17	
1982	Mike Downer (B)	Case	UVA-OB-228	Co	3	
1982	Mike Downer (C)	Case	UVA-OB-229	Co	2	
1982	Mike Downer's Career Development Paper	Case	UVA-OB-234	Super	25	
1982	Tom Wilson 24 Hour Diary	Case	UVA-OB-199	Super	4	
1982	Tom Wilson Dyad Exercise	Case	UVA-OB-202	Super	1	
1982	Tom Wilson Feelings Record	Case	UVA-OB-210	Super	5	
1982	Tom Wilson Predisposition Test	Case	UVA-OB-206	Super	1	
1982	Tom Wilson Rorschach Test	Case	UVA-OB-207	Super	2	
1982	Tom Wilson Theme List	Case	UVA-OB-209	Super	2	
1982	Tom Wilson's AVL Scores	Case	UVA-OB-205	Super	1	
1982	Tom Wilson's FIRO-B	Case	UVA-OB-211	Super	1	
1982	Tom Wilson's ISI	Case	UVA-OB-203	Super	4	
1982	Tom Wilson's Learning Style Inventory.	Case	UVA-OB-204	Super	2	
1982	Tom Wilson's Self-Assessment Paper	Case	UVA-OB-195	Super	42	
1982	Tom Wilson's Summary of Tests	Case	UVA-OB-200	Super	9	
1982	Tom Wilson's Theme Implications	Case	UVA-OB-226	Super	5	
1982	Tom Wilson's Written Interview (A)	Case	UVA-OB-197	Super	22	
1982	Tom Wilson's Written Interview (B)	Case	UVA-OB-198	Super	6	
1982	Ben Tipton (A)	Case	UVA-PHA-004	Super	4	
1982	Ben Tipton (B)	Case	UVA-PHA-005	Super	4	
1982	Center for the Study of Marketing Processes	Case	UVA-PHA-008	Super	9	
1982	Head of Engineering, SUB	Case	UVA-PHA-013	Super	10	
1982	Midwestern School of Business	Case	UVA-CP-035	Sole	17	
1982	To Fight or Switch	Case	UVA-PHA-006	Super	3	
1982	To Pause or Not to Pause (A)	Case	UVA-PHA-001	Sole	4	
1982	To Pause or Not to Pause (B)	Case	UVA-PHA-002	Sole	1	
1982	To Pause or Not to Pause (C)	Case	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	Technical Note	UVA-OB-185	Sole	7	
1982	Interpersonal Learning Ladder	Technical Note	UVA-OB-184	Sole	9	Later published in Stephen Covey's newsletter
1982	Systems Theory & Organizational Analysis	Technical Note	UVA-OB-214	Sole	9	
1982	Why People Behave The Way They Do	Technical Note	UVA-OB-183	Sole	17	
1982	Adult Career and Life Stages	Technical Note	UVA-OB-224	Sole	13	Revised in early 1990's
1982	Hard Facts About MBA Job Searches	Technical Note	UVA-OB-213	Co	15	
1982	A Quick Reference Guide to ScreenWriter's Editor	Technical Note	UVA-CP-033	Sole	7	
1982	A Second Lesson in ScreenWriter's Editor	Technical Note	UVA-CP-031	Co	8	
1982	An Introduction to Screen Writer's Embedded Commands	Technical Note	UVA-CP-032	Sole	7	
1982	An Introduction to ScreenWriter's Editor	Technical Note	UVA-CP-030R	Co	9	
1982	Printing with Screenwriter's Runoff	Technical Note	UVA-CP-034	Co	9	
1981						The year we moved to Charlottesville.
1980	Mentoring in Managerial Careers	Book Chapter	<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	9-480-036	Sole	22	
1980	The Life and Career of a CEO	Media	9-480-036	Sole	8 minutes	
1979	Alexander Hathaway AVL Scores	Case	9-481-032	Super	1	
1979	Alexander Hathaway Hand Test	Case	9-481-029	Super	2	
1979	Alexander Hathaway Lifestyle Diagram	Case	9-481-036	Super	1	
1979	Alexander Hathaway Predisposition Test	Case	9-481-035	Super	1	
1979	Alexander Hathaway Rorschach Test	Case	9-481-030	Super	2	
1979	Alexander Hathaway Self-Assessment Paper	Case	9-481-037	Super	15	
1979	Alexander Hathaway SIV	Case	9-481-034	Super	1	
1979	Alexander Hathaway SPV	Case	9-481-033	Super	1	
1979	Alexander Hathaway Theme List	Case	9-481-038	Super	2	
1979	Alexander Hathaway Written Interview (A)	Case	9-481-024	Super	11	

1979	Alexander Hathaway Written Interview (B)	Case	9-481-025	Super	6	
1979	Brian Nelson (A)	Case	9-480-037	Super	18	
1979	Brian Nelson (B)	Case	9-480-038	Super	2	
1979	Brian Nelson (C)	Case	9-480-039	Super	3	
1979	Jill Tucker Self-Assessment Data	Case	9-481-041	Super	37	
1979	Jill Tucker Self-Assessment Paper	Case	9-481-042	Super	23	
1979	Jill Tucker Theme List	Case	9-481-043	Super	2	
1979	Lifestyle Implications of Choosing	Case	9-481-019	Sole	9	
1979	Managing Job Search	Case	9-481-018	Sole	14	
1979	Martin Taylor	Case	9-480-035	Sole	8	
1979	On-Campus Recruit. Interview Forms	Case	9-480-023	Super	12	
1979	Resume of Kathleen Johnson	Case	9-481-016	Super	1	
1979	Dyad Exercise	Technical Note	9-481-015	Co	1	
1979	Paper Box: An Intergroup-Competition Activity	Technical Note	<i>The 1979 Annual Handbook for Group Facilitators, Pfeiffer, Los Angeles, 1979.</i>	Sole	5	
1979	SACD Background Data Form	Technical Note	9-481-021	Co	1	
1979	SACD Test Scores Report Form	Technical Note	9-481-023	Sole	1	
1979	Self-Assessment Checklist	Technical Note	9-481-022	Sole	1	
1979	Creating Lifestyle Representations	Technical Note	SACD Book	Lead	5	
1979	Writing Life Theme Labels	Technical Note	9-480-019	Sole	3	
1978	Colonial Food Services Company	Case	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	HCS 478-007	Lead	5	Part of the Colonial Food Services performance appraisal and feedback module.
1978	Eugene Kirby (B)	Case	HCS 9-478-010	Lead	1	
1978	James Cranston	Case	HCS 478-006	Lead	6	Part of the Colonial Food Services performance appraisal and feedback module.
1978	John Mahoney, Regional Manager	Case	HCS 9-480-070	Sole	6	
1978	Tony Fowler, District Manager	Case	HCS 9-480-069	Sole	6	
1978	Colonial Food Services Company	Media	9-478-005	Sole	45 mins	
1977	Overhead Reduction Task Force	Case	9-478-013	Lead	18	Still in use in various places.
1977	Overhead Reduction Task Force	Media	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	