

## **VITA**

Daniel M. Cable, Ph.D.  
London Business School  
Regent's Park, London NW1 4SA

Tel: 44 (0) 20-7000-8906  
Email: [dcable@london.edu](mailto:dcable@london.edu)  
<http://dan-cable.com/>

## **EDUCATION**

Ph.D.            Cornell University, May 1995  
                    Dissertation: The role of person-organization fit in organizational entry.

M.S.            Cornell University, Ithaca, NY, May 1993

B.A.            The Pennsylvania State University, State College, PA, May 1991

## **EMPLOYMENT HISTORY**

|                              |   |
|------------------------------|---|
| 2010 to present              | Professor of Organisational Behaviour<br>London Business School                               |
| 2011 to 2014<br>2016 to 2017 | Department Chair, Organisational Behaviour<br>London Business School                          |
| 2004 to 2010                 | Townsend Distinguished Professor of Management<br>University of North Carolina at Chapel Hill |
| 1999 to 2004                 | Associate Professor of Management<br>University of North Carolina at Chapel Hill              |
| 1997 to 1999                 | Assistant Professor of Management<br>University of North Carolina at Chapel Hill              |
| 1995 to 1997                 | Assistant Professor of Management<br>Georgia Institute of Technology                          |

## **BOOKS**

Cable, D. M. 2020. *Exceptional: Build Your Personal Highlight Reel and Unlock Your Potential*. San Francisco: Chronicle.

Cable, D. M. 2018. *Alive at work: The Neuroscience of Helping Your People Love What They Do.* Boston, MA: Harvard Business School Press.

Yu, K. Y. T. & Cable, D. M. 2014. *Oxford Handbook of Recruitment*. New York: Oxford University Press.

Cable, D. M. 2007. *Change to Strange: Create a Great Organization by Building a Strange Workforce*. Saddlepack, NJ: Wharton Business Press.

Rynes, S. & Cable, D. M. (2003). Recruitment. Borman, W., Ilgen, D., & Klimoski, R. (Eds.), Handbook of Psychology Volume 12: Industrial and Organizational Psychology. Tampa, FL. John Wiley & Sons, Inc.

### **REFEREED ARTICLES**

55. Mele-Cormier, G., Cable, D. M., & Gorbatov, S. (2025). After shocks: Humble leadership improves employee adjustment following shock events. Journal of Applied Psychology. Advance online publication. <https://doi.org/10.1037/apl0001301>.

54. Rydberg, M., Fried, A., Appleton, L.K., & Cable, D.M., & Bynum, D.L. 2024. Implementation of a “Best Self” Exercise to Decrease Imposter Phenomenon in Medical Residents. Journal of Graduate Medical Education

53. Zou, X., Wang, D., Wildschut, T., Sedikides, C., & Cable, D. M. 2023. Cultural distances between home and host countries inspire sojourners to engage in intercultural exchange upon repatriation. Scientific Reports, 13(1), 17518.

52. Effron, D. A., Kakkar, H., & Cable, D. M. (2021). Consequences of perceiving organization members as a unified entity: Stronger attraction, but greater blame for member transgressions. Journal of Applied Psychology.

51. Lee Cunningham, J., Gino, F., Cable, D. M., & Staats, B. R. (2021). Seeing oneself as a valued contributor: Social worth affirmation improves team information sharing. Academy of Management Journal, 64, 1816-1841.

50. Moser, K. J., Tumasjan, A. & Cable, D. (2020). Don't be so emotional: How social media communication affects potential applicants' engagement. Research Papers, 123, [https://aisel.aisnet.org/ecis2020\\_rp/123](https://aisel.aisnet.org/ecis2020_rp/123)

49. Elsbach, K. & Cable, D. M. 2019. Explaining stakeholder identification with moderate prestige collectives. A study of NASCAR fans. Organization Studies, 40, 1–27. <https://doi.org/10.1177/0170840618789190>

48. Zou, X., Wildschut, T., Cable, D. M., & Sedikides, C. 2018. Nostalgia for Host Culture Facilitates Repatriation Success: The Role of Self-Continuity. Self and Identity, 17, 327-342.

47. Moore, C., Lee, Kim, K. & Cable. 2017. The Advantage of Being Oneself: The Role of Applicant Self-Verification in Organizational Hiring Decisions. Journal of Applied Psychology, 102, 1493–1513.

46. Inesi, E., & Cable, D. M. 2015. When Accomplishments Come Back to Haunt You: The Negative Effect of Competence Signals on Women’s Performance Evaluations. Personnel Psychology, 68: 463 – 719. Paper subsequently awarded “Best Paper of 2015.” In 2022, the paper was included in the Harvard Kennedy School Women and Public Policy Program's Gender Action Portal [gap.hks.harvard.edu](http://gap.hks.harvard.edu)

45. Slaughter, J., Cable, D. M., & Turban, D. 2014. Changing Job Seekers’ Image Perceptions during Recruitment Visits: The Moderating Role of Belief Confidence. Journal of Applied Psychology, 99, 1146–1158.

44. Grant, A., Berg, J., & Cable, D. M. 2014. Job Titles as Identity Badges: How Self-Reflective Titles can Reduce Emotional Exhaustion. Academy of Management Journal, 57, 1201-1225.
43. Carson Marr, J. & Cable, D. M. 2014. Do Interviewers Sell Themselves Short? The Effect of Selling Orientation on Interviewers' Judgments. Academy of Management Journal, 57: 624-651.
42. Cable, D. M., Gino, F. & Staats, B. 2013. Breaking them in or eliciting their best? Reframing socialization around newcomers' authentic self-expression. Administrative Science Quarterly, 58: 1-36. Awarded "Best paper published during 2013" by the Academy of Management (OB Division).
41. Cable, D. M. & Kay, V. 2012. Striving for self verification during organizational entry. Academy of Management Journal, 55: 360-380. Paper was awarded "Best Competitive Paper" by the Academy of Management (OB Division), and also was awarded McKinsey's "Best Practical Implications" Award.
40. Sumanth, J., & Cable, D. M. 2011. Status and organizational entry: How organizational and individual career status affect reactions to hiring processes. Personnel Psychology, 64: 963-1000
39. Judge, T. A., & Cable, D. M. 2011. When It Comes To Pay, Do the Thin Win? The Effect of Weight on Pay for Men and Women. Journal of Applied Psychology, 96: 95-112.
38. Yu, K. Y. T., & Cable, D. M. 2011. Exploring the identity and reputation of departmental groups: Whose opinions matter most to their members? Human Resource Management Journal, 21(2): 105-121.
37. Elsbach, K., & Cable, D. M.. 2010. How passive "face time" affects perceptions of employees: Evidence of spontaneous trait inference. Human Relations, 63: 735-760. Awarded 'Paper of the Year 2010' by Human Relations.
36. Edwards, J. R., & Cable, D. M. (2009). The value of value congruence. Journal of Applied Psychology, 94, 654-677.
35. Kim, T. Y., Cable, D., Kim, S., & Wang, J. (2009). Emotional competence and work performance – the mediating effect of proactivity and the moderating effect of job autonomy. Journal of Organizational Behavior.
34. Furst, S. A., & Cable, D. M. (2008). Employee resistance to organizational change – Managerial influence tactics and leader-member exchange. Journal of Applied Psychology, 93, 453-462.
33. Judge, T. A., Colbert, A., Cable, D. M., & Rynes, S. (2007). What causes a management article to be cited - article, author, or journal? Academy of Management Journal, 50, 491 – 506.
32. Voss, Z., Cable, D.M., & Voss G. (2006). Organizational identity and firm performance: What happens when leaders disagree about 'who we are?' Organization Science, 17: 741-755.
31. Cable, D. M., & Yu, T. K. Y. (2006). Managing Job Seekers' Organizational Image Beliefs: The Role of Media Richness and Media Credibility. Journal of Applied Psychology, 91, 828-840.
30. Edwards, J.R., Cable, D., Williamson, I., Lambert, L., & Shipp, A. (2006). The Phenomenology of Fit: Linking the Person and Environment to the Subjective Experience of Person-Environment Fit. Journal of Applied Psychology, 91, 802-827.

29. Kim, T. Y., Cable, D. & Kim, S. P. (2005). Socialization Tactics, Employee Proactivity, and Person-Organization Fit. Journal of Applied Psychology, 90, 232-241.
28. Judge, T. A., Cable, D. M. (2004). The effect of physical height on workplace success and income. Journal of Applied Psychology, 89, 428-441.
27. Cable, D. M & Edwards, J. R. (2004). Complementary and Supplementary Fit: A Theoretical and Empirical Integration. Journal of Applied Psychology, 89, 822-834.
26. Williamson, I. O., & Cable, D. M. (2003). Predicting early career research productivity: The case of management faculty. Journal of Organizational Behavior, 24, 25-44.
25. Cable, D. & Turban, D. (2003). The value of reputation in a recruitment context. Journal of Applied Social Psychology, 33, 2244-2266.
24. Lambert, L., Edwards, J.R., Cable, D. M. (2003). Breach and Fulfillment of the Psychological Contract: A Comparison of Traditional and Expanded Views. Personnel Psychology, 56, 895-934.
23. Turban, D. & Cable, D. (2003). Firm Reputation and Applicant Pool Characteristics. Journal of Organizational Behavior, 24, 733-751.
22. Williamson, I. O., & Cable, D. M. (2003). Interfirm network ties, interorganizational imitation, and organizational hiring patterns. Academy of Management Journal, 46, 349-358.
21. Cable, D. M. & Judge, T. A. (2003). Managers' Upward Influence Tactic Strategies: The Role of Manager Personality and Supervisor Leadership Style. Journal of Organizational Behavior, 24, 197-214.
20. Cable, D. M., & DeRue, S. (2002). The Construct, Convergent, and Discriminant Validity of Subjective Fit Perceptions. Journal of Applied Psychology, 87, 875-884.
19. Shane, S., & Cable, D. (2002). Network ties, reputation, and the financing of new ventures. Management Science, 48, 364-381.
18. Cable, D. M. & Parsons, C. (2001). Socialization Tactics and Person-Organization Fit. Personnel Psychology, 54, 1-22.
17. Aiman-Smith, L., Bauer, T., & Cable, D. M. (2001) Are you attracted? Do you intend to pursue? A recruiting policy-capturing study. Journal of Business and Psychology, 16, 219-237.
16. Cable, D. M. & Parsons, C. (2001). Cutting Off Your Nose to Spite Your Face: Effects of Justice on Students' Decisions to Damage the Reputational Rankings of Their Alma Maters. Journal of Applied Social Psychology, 31, 59-72.
15. Graham, M., & Cable, D. M. (2001). Consideration of the incomplete block design for policy-capturing research. Organizational Research Methods, 4, 26-45. Paper won Best Paper Award in the Research Methods Division at the 1998 National Academy of Management Meetings.
14. Voss, G., Cable, D., & Voss, Z. (2000). Linking Organizational Values to Relationships with External Constituents: A Study of Nonprofit Professional Theatres. Organization Science, 11, 330-347.

13. Judge, T. A., Higgins, C. A., & Cable, D. M. (2000). The employment interview: A review of recent research and recommendations for future research. Human Resource Management Review, 10, 383-406.
12. Cable, D. M., & Graham, M. (2000). The Determinants of Organizational Reputation: A Job Search Perspective. Journal of Organizational Behavior, 21, 929-947.
11. Cable, D. M., Mulvey, P., Aiman-Smith, L., & Edwards, J. R. (2000). The sources and accuracy of job seekers' organizational culture beliefs. Academy of Management Journal, 43, 1076-1085.
10. Parsons, C.K., Cable, D., & Wilkerson, J.M. (1999). Assessment of applicant work values through interviews: The impact of focus and functional relevance. Journal of Occupational and Organizational Psychology, 72, 561-566.
9. Cable, D. M. & Murray, B. (1999). Tournament vs. sponsored mobility determinants of job search success. Academy of Management Journal, 42, 439-449.
8. Cable, D. M., & Gilovich, T. (1998). Looked-over or overlooked? The effect of interviewers' prescreening decisions on post-interview evaluations. Journal of Applied Psychology, 83, 501-508.
7. Cable, D. M., & Shane, S. (1997). A prisoner's dilemma approach to entrepreneur-venture capitalist relationships. Academy of Management Review, 22, 142-176. Paper subsequently printed in Paul Westhead and Michael Wright (Eds.) *Advances in Entrepreneurship*, London: Edward Elgar Publishing, 1999.
6. Judge, T. A. & Cable, D. (1997). Applicant personality, organizational culture, and job choice decisions. Personnel Psychology, 50, 359-394.
5. Cable, D., & Judge, T. A. (1997). Interviewers' perceptions of person-organization fit and organizational selection decisions. Journal of Applied Psychology, 82, 546-561.
4. Cable, D., & Judge, T. A. (1996). Person-organization fit, job choice decisions, and organizational entry. Organizational Behavior and Human Decision Processes, 67, 294-311.
3. Welbourne, T., & Cable, D. (1995). Group incentives and pay satisfaction: Understanding the relationship through an identity theory perspective. Human Relations, 48, 711-726.
2. Judge, T. A., Cable, D. M., Boudreau, J. W. & Bretz, R. D. Jr. (1995). An empirical investigation of the predictors of executive career success. Personnel Psychology, 48, 485-519.
1. Cable, D. M., & Judge, T. A. (1994). Pay preferences and job search decisions: A person-organization fit perspective. Personnel Psychology, 47, 317-348.

#### **SUBMITTED REFEREED ARTICLES**

Zhang, Z., Slaughter, J. & Cable, D. The Long Shadow of First Impressions: Newcomers' Initial Organizational Images and their Unfolding Psychological Contract Orientations. Submitted, Personnel Psychology.

Giurge, D., Cable, D., & Mannucci, P. The Urgency of Important Work: A Mixed-Method Investigation of How Temporal Boundaries Can Improve Employee Well-Being and Productivity. Under review, Management Science

### **WORKING PAPERS**

Mele-Cormier, G., Zhang, T., & Cable, D. M. Stretched Outside of My Comfort Zone: The Success of Leader–Initiated Stretchwork Depends on Leader Responsiveness. In preparation for Organization Science.

### **PRACTITIONER ARTICLES**

Cable, D. 18 June, 2023. Promote Positive Self-Esteem Outside The Workplace To Boost Performance Within It. *Forbes*. <https://www.forbes.com/sites/lbsbusinessstrategyreview/2023/06/19/promote-positive-self-esteem-outside-the-workplace-to-boost-performance-within-it/?sh=7831134b6071>.

Cable, D. January 2023. Confident Vulnerability: Three Ways For Leaders To Inspire Others. *Forbes*. <https://www.forbes.com/sites/lbsbusinessstrategyreview/2023/01/23/confident-vulnerability-three-ways-for-leaders-to-inspire-others/?sh=1de58ef37d5d>

Cable, D. 2022. How to Build Confidence About Showing Vulnerability. *Harvard Business Review*. <https://hbr.org/2022/07/how-to-build-confidence-about-showing-vulnerability>

Gino, F & Cable, D. M. 12 August 2021. What Bosses Can Do to Reduce Anxiety Among Returning Workers. Wall Street Journal. <https://www.wsj.com/articles/anxiety-workers-return-office-11628790414>

Gino, F & Cable, D. M. March 21 2021. During Covid-19, Why Are Workers So Disengaged? Blame the Boss. Wall Street Journal. <https://www.wsj.com/articles/during-covid-19-why-are-workers-so-disengaged-blame-the-boss-11616338814>

Cable, D. M. Turn Your Boring Job Into a Job You’ll Love. *Harvard Business Review*. February 16, 2021. <https://hbr.org/2021/02/turn-your-boring-job-into-a-job-youll-love>

Cable, D. M. *What You Should Follow Instead of Your Passion*. *Harvard Business Review*. November 24, 2020. <https://hbr.org/2020/11/what-you-should-follow-instead-of-your-passion>

Cable, D. M. You Need a Personal Highlight Reel. *Harvard Business Review*. October 14, 2020. <https://hbr.org/2020/10/you-need-a-personal-highlight-reel> Selected by editorial team for the Positivity and Growth volume in the HBR Emotional Intelligence Series.

Cable, D. M. & Fairhurst, D. 2020. Returning to Work – loyalty of vulnerable employees is in the balance. *The HR Director*. <https://bit.ly/3jGHvyN>

Cable, D. M. 2020. How to energize your relationships. *Think*. <https://www.london.edu/think/how-to-energise-your-relationships>

Cable, D. M. & Gino, F. May 13, 2020. Coping with ‘Death Awareness’ in the COVID-19 Era. <https://www.scientificamerican.com/article/coping-with-death-awareness-in-the-covid-19-era/?amp>

2020. Coaching Your Team Through Uncertain Times. *Harvard Business Review*.  
<https://hbr.org/2020/04/coaching-your-team-through-uncertain-times>.

Cable, D. 2020. 5 steps to achieving sustainable behaviour change. <https://www.london.edu/think/5-steps-to-achieving-sustainable-behaviour-change>

Cable, D. 2020. 5 habits good leaders are cultivating now. <https://www.london.edu/think/5-habits-good-leaders-are-cultivating-now>

Lancefield, D., Cable, D., & Clark, D. November 28, 2019. How Technology Is Transforming Executive Coaching. *Harvard Business Review*. <https://hbr.org/2019/11/how-technology-is-transforming-executive-coaching>

Cable, D. M. October 2019. *Harvard Business Review*. Helping Your Team Feel the Purpose in Their Work. <https://hbr.org/2019/10/helping-your-team-feel-the-purpose-in-their-work>

Cable, D. & Vermeulen, F. October 2018. Making work meaningful: A leader's guide. *McKinsey Quarterly*. <https://www.mckinsey.com/business-functions/organization/our-insights/making-work-meaningful-a-leaders-guide>

Cable, D. 8 October 2018 *Harvard Business Review*. The Most Powerful Lesson My Cancer Taught Me About Life and Work. <https://hbr.org/2018/10/the-most-powerful-lesson-my-cancer-taught-me-about-life-and-work>.

3 October 2018 *Financial Times*. Alive at work. *FT 125 Women's Forum*.

8 August 2018 *Financial Times*. Humble leadership: a new lesson for MBA students.  
<https://www.ft.com/content/1e63dde2-2dd3-11e8-97ec-4bd3494d5f14>

23 April 2018. *Harvard Business Review*. How Humble Leadership Really Works.  
<https://hbr.org/2018/04/how-humble-leadership-really-works>. Included in *Harvard Business Review's* Emotional Intelligence series, "Power and Impact."

26 March 2018. *Quartz at Work*. There's a biological reason you're bored at work.  
<https://work.qz.com/1237505/why-youre-bored-at-work-and-what-to-do-about-it/>

Cable, D. 2018. Why People Lose Motivation — and What Managers Can Do to Help. *Harvard Business Review*. <https://hbr.org/2018/03/why-people-lose-motivation-and-what-managers-can-do-to-help>. March 12. Selected in March 2022 by the editors for the Energy + Motivation volume in the HBR Emotional Intelligence Series.

Cable, D., & Johnston, A. 2018. Fuel your happiness: three things happy people do. *London Business School Review*. <https://www.london.edu/faculty-and-research/lbsr/fuel-your-happiness-three-things-happy-people-do#.WqeRT2rFKpp>

Cable, D. 2017. *Financial Times*. Interview advice for MBAs: be as open as you dare.  
<https://www.ft.com/content/34b599aa-8112-11e7-94e2-c5b903247afd>

Cable, D., & Elsbach, K. 2017. Winning Ways. *London Business School Review*, 3, 74-77.

Birkinshaw, J. & Cable, D. M. 2017. Too Much information. *London Business School Review*, 3, 30-33.

Steinhage, A., Cable, D., & Wardley, D. 2017. The Pros and Cons of Competition Among Employees. Harvard Business Review, March. [https://hbr.org/2017/03/the-pros-and-cons-of-competition-among-employees?utm\\_source=twitter&utm\\_medium=social&utm\\_campaign=hbr](https://hbr.org/2017/03/the-pros-and-cons-of-competition-among-employees?utm_source=twitter&utm_medium=social&utm_campaign=hbr)

Birkinshaw, J. & Cable, D. M. 2017. The dark side of transparency. McKinsey Quarterly. February. <http://www.mckinsey.com/business-functions/organization/our-insights/the-dark-side-of-transparency>

Cable, D. M. 2016. Creative Job Titles Can Energize Workers. Harvard Business Review, May, 24-25. <https://hbr.org/2016/05/creative-job-titles-can-energize-workers>

Cable, D. M. & Vermeulen, F. 2016 Stop Paying Executives for Performance. Harvard Business Review Online. <https://hbr.org/2016/02/stop-paying-executives-for-performance>. Feb 23.

Cable, D. 2016. How to activate your best self and what happens when you do. <https://www.london.edu/faculty-and-research/lbsr/how-to-activate-your-best-self-and-what-happens-when-you-do#.WqeR5GrFKpp>. 26 June 2016.

Cable, D. 2016. 5 top reads on human potential. <https://www.london.edu/faculty-and-research/lbsr/5-top-reads-on-human-potential#.WqeSS2rFKpp>. 20 April.

Cable, D. M., Gino, F. & Staats, B. 2015. The Powerful Way Onboarding Can Encourage Authenticity. <https://hbr.org/2015/11/the-powerful-way-onboarding-can-encourage-authenticity>. November 26.

Cable, D. M., Gino, F. & Staats, B. 2013. Reinventing Employee Onboarding. MIT Sloan Management Review, 54, 23-28. Reprint 54321. <https://sloanreview.mit.edu/wp-content/uploads/2013/03/8884a0d75d.pdf>

Elsbach, K., & Cable, D. M.. 2012. Why Showing Your Face at Work Matters. MIT Sloan Management Review, 53: 10-12.

Cable, D. M. (2008). Strange success. Business Strategy Review, 19, 44-47.

## **APPS**

[https://telapps.london.edu/apps/Four\\_Whys/](https://telapps.london.edu/apps/Four_Whys/)

## **PODCAST**

<https://squeezingtheorange.podbean.com/>

## **BLOGS**

2 September 2020. Cable, D. M. Becoming Your Own Version of Exceptional: The Mindset Model. <https://www.linkedin.com/pulse/becoming-your-own-version-exceptional-mindset-model-dan-cable/>



Strategy+Business 'director's cut' podcast: <https://www.strategy-business.com/podcast/Empowering-employees-with-creativity-during-a-transformation?gko=9c91f>. And blog: <https://www.strategy-business.com/blog/How-to-get-your-companys-people-invested-in-transformation?gko=7bc96>

November 14, 2017. Cable, D. M. Job crafting. <https://www.linkedin.com/pulse/job-crafting-dan-cable/?trackingId=1CmBl6AHl3TvB6gg8Ne23g%3D%3D>

November 15, 2016. Cable, D. M. A Whiff Of Cat Fur. [http://www.huffingtonpost.com/dan-cable/a-whiff-of-cat-fur\\_b\\_12744988.html](http://www.huffingtonpost.com/dan-cable/a-whiff-of-cat-fur_b_12744988.html)

July 5, 2016. Seven Questions To Ask Before Leading Change. Forbes. <http://www.forbes.com/sites/lbsbusinessstrategyreview/2016/07/05/seven-questions-to-ask-before-leading-change/#619e86812779>

Feb 23, 2016. Cable, D. M. & Vermeulen, F. Stop Paying Executives for Performance. <https://hbr.org/2016/02/stop-paying-executives-for-performance>

Dec 10, 2015. Cable, D. M. & Nandkishore, N. Performance Evaluations: Gaussian Curve or Playing to Strengths? [http://www.huffingtonpost.com/dan-cable/performance-evaluations-g\\_b\\_8760936.html](http://www.huffingtonpost.com/dan-cable/performance-evaluations-g_b_8760936.html)

Nov 26 2015. Cable, D. M., Gino, F., & Staats, B. The Powerful Way Onboarding Can Encourage Authenticity. [https://hbr.org/2015/11/the-powerful-way-onboarding-can-encourage-authenticity?utm\\_source=twitter&utm\\_medium=social&utm\\_campaign=harvardbiz](https://hbr.org/2015/11/the-powerful-way-onboarding-can-encourage-authenticity?utm_source=twitter&utm_medium=social&utm_campaign=harvardbiz)

Feb 2, 2015. Cable, D. M. A View From Davos: Putting Purpose to Work. [http://www.huffingtonpost.com/dan-cable/a-view-from-davos-putting\\_b\\_6599104.html?1422911475](http://www.huffingtonpost.com/dan-cable/a-view-from-davos-putting_b_6599104.html?1422911475)

### **LONDON BUSINESS SCHOOL REVIEW ARTICLES**

<https://www.london.edu/lbsr/bring-your-curiosity-to-work>

<https://www.london.edu/lbsr/3-steps-closer-to-a-purposeful-organisation>

<https://www.london.edu/lbsr/happiness-matters-the-how-and-the-why> (podcast)

<https://www.london.edu/lbsr/alive-at-work> (podcast)

<https://www.london.edu/lbsr/if-your-employees-dont-love-coming-to-work-heres-how-to-change-that>

<https://www.london.edu/lbsr/fuel-your-happiness-three-things-happy-people-do>

### **BOOK CHAPTERS**

Chan-Ahujia, S. & Cable, D. M. (2025). Authentic Socialization. In Helena Cooper Thomas and Vernon Miller (Eds.) *Socialization: Theory and practice*.

Cable, D. M., & Yu, T. K. Y. (2014). Recruitment and Competitive Advantage: A Brand Equity Perspective. Oxford Handbook of Industrial and Organizational Psychology.

Cable, D. M., & Yu, T. K. Y. (2007). The Genesis of Fit Judgments: How Selection and Recruitment Practices Develop the Beliefs used to Assess Fit. In T. Judge & C. Ostroff (Eds.) Perspectives on organizational fit. San Francisco: Jossey-Bass.

Williamson, I.O., Cable, D.M., & Aldrich, H. (2002). Smaller but not necessarily weaker: How small businesses can overcome barriers to recruitment. In J. Katz & T. Welbourne (Eds.), Advances in Entrepreneurship, Firm Emergence, and Firm Growth, vol. 5, pp. 83-106. Greenwich, CT : JAI Press.

Cable, D. M. & Turban, D. (2001). Establishing the Dimensions, Sources and Value of Job Seekers' Employer knowledge during recruitment. In G. Ferris (Ed)., Research in Personnel / Human Resource Management, Volume 20. Greenwich, CT: JAI Press.

Parsons, C., Cable, D. M., & Liden, B. (1999). Establishing person-organization fit. In B. Eder (Ed.), The employment interview: Theory, research, and practice (2nd Edition). Sage Publications.

### **PROCEEDINGS**

Tumasjan, A., Moser, K., & Cable, D. A. 2020. Don't be so emotional: How social media communication affects potential applicants' engagement. 28th European Conference on Information Systems (ECIS 2020), the First Virtual ECIS Conference.

Carson, J., & Cable, D. M. 2012. Do Interviewers Sell Themselves Short? The Effect of Selling Orientation on Interviewers' Judgments. Academy of Management Best Papers Proceedings.

Voss, G., Voss, Z. & Cable, D. (2005). The Effects of Authenticity Rift on Firm Performance. AMA Winter Marketing Educators' Conference Proceedings.

Williamson, I.O. & Cable, D.M. (2001). Interfirm network ties, interorganizational imitation, and organizational hiring patterns. Proceedings of the Southern Management Association. A longer version of this paper won "Best Dissertation" in the Human Resources Division of the 2001 National Academy of Management meetings.

Graham, M., & Cable, D. M. (1998). A comparison of full versus fractional factorial designs in policy-capturing studies. Academy of Management Best Papers Proceedings.

### **PRESENTATIONS**

92. Cormier, G. & Cable, D. M. 2025. After Shocks: Humble Leadership Improves Employee Adjustment Following Shock Events. Presented at the 85<sup>th</sup> Annual Meeting of the Academy of Management, Stockholm.

91. Cormier, G., Zhang, T., & Cable, D. M. 2025. Leader emotional responsiveness reduces attachment anxiety and promotes performance in response to leader-granted stretch experiences. Presented at the 41st EGOS Colloquium, hosted by the American College of Greece.
90. Smith, K., & Cable, D. M. 2024. Nothing Personal? Exploring the Impact of Self-Disclosure in Leader-Member Relationships. Presented at the 84rd Annual Meeting of the Academy of Management, Chicago, IL.
89. Cable, D., Slaughter, J., Zhang, Z. 2024. The Long Shadow of First Impressions: Newcomers' Initial Organizational Images and their Unfolding Psychological Contract Orientations. Presented at the 84rd Annual Meeting of the Academy of Management, Chicago, IL.
88. Cormier, G., Cable, D. M., & Gorbatov, S. 2024. Welcome Back: Humble Leadership and Socialization Tactics During Re-Entry. Target journal, Organization Science. Presented at the 84rd Annual Meeting of the Academy of Management, Chicago, IL.
87. Cormier, G., Gino, F., & Cable, D. 2023. "Leader and Employee Well-Being: Identifying Strategies and Overcoming Barriers." Presented at the 83rd Annual Meeting of the Academy of Management, Boston, Massachusetts.
86. Kesebir, S., Baik, S., & Cable, D. 2023. The call for talent in recruitment attracts narcissistic job seekers." Presented at the 83rd Annual Meeting of the Academy of Management, Boston, Massachusetts.
85. Voss, G., Voss, Z. & Cable, D. 2023. Psychological Safety, Workforce Diversity, and External Stakeholders' Citizenship Behaviors. Paper presented at: Marketing Science: Diversity, Equity and Inclusion Conference <https://www.smu.edu/cox/DEI-Conference-2023>
84. Cable, D, Voss, Z., & Voss, G. 2022. Paper presented at the Academy of Management Meeting, Seattle, Washington as part of the symposium "How Contextual Cues Shape Employee Voice."
83. Giurge, D., Cable, D., & Mannucci, P. June 2022. Managing the Tension Between Urgent and Important Work. Paper presented at the Positive Organizational Scholarship Research Conference, University of Michigan, Ann Arbor.
82. Cable, D. 2022. Speaker in the program "Winning the War for Early-Career Talent: Attraction, Development, and Retention. Society for Industrial and Organizational Psychology Conference Virtual Live program.
81. Tumasjan, A., Moser, K., & Cable, D. A. 2020. Don't be so emotional: How social media communication affects potential applicants' engagement. 28th European Conference on Information Systems (ECIS 2020), the First Virtual ECIS Conference.
80. Helgason, B. A & Cable, D. M. 2020. Overselling Corporate Social Responsibility: When Recruitment Expectations are Breached. Paper presented at the Academy of Management Meeting, Vancouver Canada.
79. Baik, Kesebir, S., & Cable, D. 2019. Attracting Desirable Job Applicants is Hard Work: Organizations that Endorse Hard Work as a Cultural Value Attract More Givers and More Women. Paper presented at the International Association for Conflict Management in Dublin, Ireland.

78. Zou, X., Wang, D., Wildschut, T., Sedikides, C., & Cable, D. 2018. Cultural Distance and Intercultural Exchange: Unpacking the Psychological Pathway of Inspiration. Paper presented at the Academy of Management Meeting, Chicago, Illinois.
77. Lee, J. J., Gino, F., Cable, D., & Staats, B. 2016. Preparing the Self for Team Entry: How Relationally Affirming One's Self Views Influences Team Performance. Paper presented at the Academy of Management Annual Conference, Anaheim, CA
76. Lee, J. J., Gino, F., Cable, D., & Staats, B. 2016. The Power of Relational Self-Affirmation. Google re: Work Conference on Changing the Nature of Work, Mountain View, CA
75. Lee, J. J., Gino, F., Cable, D., & Staats, B. 2016. Preparing the Self for Team Entry: How Relationally Affirming One's Self Views Influences Team Performance. Collective Intelligence Conference, New York University, NY
74. Zho, Cable, Sedikides, Wildschut. So far away yet so close: Nostalgia for a Distant Host Culture Predicts Repatriates' Job Satisfaction. Paper presented at the 2015 Academy of Management Meeting in Vancouver, Canada.
73. Steinhage, A. L., & Cable, D. M. 2015. Winning Through Cheating or Creativity: How Emotions Influence Behavioral Choice in Competition. Paper presented at the 2015 Academy of Management Meeting in Vancouver, Canada.
72. Smith, I. H., Kouchaki, M., Gino, F., & Cable, D. M. 2015. It's all about timing: How the time of day affects judgments and decisions. Paper presented at the 2015 Academy of Management Meeting in Vancouver, Canada.
71. Moore, C., Lee, Kim, K. & Cable, D. M.. 2014. The advantage of being oneself: The role of self-verification in successful job search. Paper presented at the 2014 Academy of Management Meeting in Philadelphia, Pennsylvania.
70. Zho, X., Cable, D. M., Sedikides, C., & Wildschut, T. 2014. So far away yet so close: Nostalgia for a Distant Host Culture Predicts Repatriates' Job Satisfaction. Paper presented at the 2014 Academy of Management Meeting in Philadelphia, Pennsylvania.
69. Lee, J., Cable, D. M., Gino, F., & Staats, B. 2014. Endure and Innovate: Effects of Reflected Best Self Exercise on Resilience and Creativity. Paper presented at the 2014 Academy of Management Meeting in Philadelphia, Pennsylvania.
68. Elsbach, K., & Cable, D. M. 2014. Walking the Talk: Advancing the Concept of Authenticity Across Levels of Analysis. Paper presented at the 2014 Academy of Management Meeting in Philadelphia, Pennsylvania.
67. Inesi, E. & Cable, D. M. 2013. Putting them in their place: The negative effects of women's past achievements on performance evaluations. Paper presented at the 2013 Academy of Management Annual Meeting, Miami Florida.
66. Cable, D. M., Gino, F. & Staats, B. 2012. Breaking Them In or Revealing Their Best? Reframing Socialization Around Newcomers' Self Expression. Paper presented at the 2012 Academy of Management Annual Meeting, Boston, Massachusetts.

65. Carson, J., & Cable, D. M. 2012. Do Interviewers Sell Themselves Short? The Effect of Selling Orientation on Interviewers' Judgments". Paper presented at the 2012 Academy of Management Annual Meeting, Boston, Massachusetts.
64. Slaughter, J., Cable, D. M., & Turban, D. 2012. New Directions in Research on Recruitment in Organizations. Discussant in symposium at the Society for Industrial and Organizational Psychology Conference in San Diego.
63. Bauer, T., Cable, D. M., Erdogan, B., & Truxillo, D. 2011. Directions for Research on Socialization and Newcomers. Paper presented at the 2011 Academy of Management Meeting, San Antonio, Texas.
62. Cable, D. M. & Kay, V. 2010. Striving for self verification during organizational entry. Paper presented at the 2010 Academy of Management Annual Meeting in Vancouver Canada. Paper was awarded OB Division's 2010 Award for Best Competitive Paper, and the OB Division's McKinsey Best Practical Implications Award.
61. Gino, F., Bauer, T., Cable, D., & Erdogan, B. 2010. When Good Apples Spoil the Barrel: Predicting the Impact and Acceptance of Newcomers' Ideas. Paper presented at the 2009 Academy of Management Annual Meeting in Vancouver Canada.
60. Yu, T. K. Y., & Cable, D. M. 2009. Informational Diversity, Team Cooperation, and Team Members' Long-term Orientation. Paper presented at the 2009 Academy of Management Annual Meeting in Chicago, Illinois.
59. Juillerat, T., & Cable, D. M. 2009. Status Goggles. Paper presented at the 2009 Academy of Management Annual Meeting in Chicago, Illinois.
58. Sumanth, J., & Cable, D. M. 2009. The paradox of status: How firm and career status moderate applicant reactions to selection tests. Paper presented at the 2009 Academy of Management Annual Meeting in Chicago, Illinois.
57. Cable, D. M. 2009. Person-Environment Fit: Uses for Recruitment, Selection, and Beyond. Discussant in symposium at the Society for Industrial and Organizational Psychology in New Orleans, April.
56. Cable, D. M., & Turban, D. 2008. Modifying Job Applicants' Organizational Image Beliefs. Paper presented at the National Academy of Management Meetings, Anaheim, California.
55. Kim, T. Y., Cable, D. & Kim, S. P. 2008. Emotional Intelligence, Proactivity, and Performance. Symposium at the Society for Industrial and Organizational Psychology in San Francisco, CA, April.
54. Cable, D. M., & Yu, T. K. Y. 2007. Team identity, Team reputation, and member satisfaction: Whose opinions matter most? Paper presented at the Organizational Behavior Division at the National Academy of Management Meetings, Philadelphia, Pennsylvania.
53. Yu, T. K. Y, Cable, D. M. & Edwards, J.R. (2006). Person-group fit: A value congruence. Paper presented at the National Academy of Management Annual Meeting, Atlanta, Georgia.

52. Cable, D. M. & Edwards, J.R. (2006). The value of value congruence. Paper presented at the National Academy of Management Annual Meeting, Atlanta, Georgia.
51. Cable, D. M., & Bloom, M. (2006). Organizational risk, pay risk, and managers' reactions. Paper presented at the National Academy of Management Annual Meeting, Atlanta, Georgia. Won "best paper" for the Human Resources Division of the Academy of Management.
50. Cable, D. M. (2005). Self verification in the interview: Job seekers' battle of the wills. Paper presented at the Human Resources Division at the National Academy of Management Meetings, Hawaii.
49. Voss, Z., Cable, D., & Voss, G. (2005). When we disagree about who we are: Ideographic identity and firm performance. Paper presented at the Organizational Behavior Division at the National Academy of Management Meetings, Hawaii.
48. Voss, G., Voss, Z. & Cable, D. (2005). The Effects of Authenticity Rift on Firm Performance. Paper presented at the AMA Winter Marketing Educators' Conference.
47. Cable, D. M., & Yu, T. K. Y. 2004. Media Richness, Media Credibility, and Organizational Image Beliefs. Paper presented at the Organizational Behavior Division at the National Academy of Management Meetings, New Orleans.
46. Elsbach, K. & Cable, D. M. 2004. "'Face Time" and Performance Appraisal: Symbolic and Practical Implications of Being Seen at Work. Paper presented at the Organizational Behavior Division at the National Academy of Management Meetings, New Orleans.
45. Kim, T. Y., & Cable, D. M. 2004. Socialization Tactics, Newcomer Proactivity, and Person-Organization Fit?. Symposium at the at the Society for Industrial and Organizational Psychology in Chicago, IL, April.
44. Cable, D. M. 2004. Current Person-Based and Message-Based Approaches to Understanding Recruitment. Symposium discussant at the at the Society for Industrial and Organizational Psychology in Chicago, IL, April.
43. Cable, D. M. & Edwards, J.R. 2003. Complementary and Supplementary Fit. Paper presented at the Human Resources Division at the National Academy of Management Meetings, Seattle.
42. Lambert, L., Edwards, J.R., & Cable, D.M. 2002. A Cognitive Approach to Breach in the Psychological Contract. Paper presented at the Human Resources Division at the National Academy of Management Meetings, Denver.
41. Edwards, J.R. & Cable, D.M. 2002. Person-environment fit in management research: Toward a comprehensive theory-testing approach. Paper presented at the Human Resources Division at the National Academy of Management Meetings, Denver.
40. Cable, D. M., Judge, T. A. 2002. Predicting Managers' Influence Tactic Strategies Presentation given at the at the Society for Industrial and Organizational Psychology in n Toronto, Canada, April.
39. Cable, D. M. 2001. Personal Research Productivity. Paper presented at the Research Methods Division at the National Academy of Management Meetings, Washington, D.C.

38. Cable, D. M., & DeRue, S. 2001. The Construct, Convergent, and Discriminant Validity of Subjective Fit Perceptions. Paper presented at the National Academy of Management Meetings, Washington, D.C.
37. Furst, S.A., Cable, D.M., & Edwards, J.R. 2001. Managers' Reactions to Espoused and Enacted Values: Does "Walking the Talk" Really Matter? Paper presented at the National Academy of Management Meetings, Washington, D.C.
36. Cable, D. M. 2001. Integrating Image and Fit in Applicant Attraction Research. Symposium discussant at the Society for Industrial and Organizational Psychology in San Diego, CA, April.
35. Cable, D. M. 2000. Researching with coauthors. Presentation given to the Academy of Management OMT / OB Division doctoral consortium.
34. Cable, D. M. 2000. Careers in academia. Presentation given to the Academy of Management HR Division doctoral consortium.
33. Cable, D. M. & Turban, D. 2000. The value of reputation in a recruitment context. Presentation given at the Society for Industrial and Organizational Psychology in New Orleans, LA, April.
32. Lambert, L., Edwards, J. R., Cable, D. M. 2000. An exploration of the cognitive comparisons leading to breach in the psychological contract. Presentation given at the Society for Industrial and Organizational Psychology in New Orleans, LA, April.
31. Edwards, J. R., Cable, D. M., & Williamson, I. O. 2000. The Phenomenology of Fit: Linking the Person and Environment to the Subjective Experience of Fit. Presentation given at the Society for Industrial and Organizational Psychology in New Orleans, LA, April.
30. Edwards, J. R., Cable, D. M., & Williamson, I. O. 1999. The phenomenology of fit. Presentation given at the Society of Organizational Behavior in Toronto, Canada.
29. Cable, D. M. & Parsons, C. (1999). Establishing Person-Organization Fit During Organizational Entry. Presentation given at the Human Resources Management Division of the Academy of Management National Meeting, Chicago, IL.
28. Cable, D. M. & Parsons, C. (1999). Cutting Off Your Nose to Spite Your Face: Effects of Justice on Students' Decisions to Damage the Reputational Rankings of Their Alma Maters. Presentation given at the Organizational Behavior Division of the Academy of Management National Meeting, Chicago, IL.
27. Williamson, I. O., & Cable, D. M. (1999). Determinants of early academic research productivity. Presentation given at the Organizational Behavior Division of the Academy of Management National Meeting, Chicago, IL.
26. Cable, D. M. (1999). A Beginner's Manual: Keys to Academic Success. Presentation given at the Society for Industrial and Organizational Psychology in Atlanta, GA, April.
25. Aiman-Smith, L., Bauer, T., & Cable, D. M. (1999). Organizational attraction versus job choice intentions. Paper presented at the Society for Industrial and Organizational Psychology in Atlanta, GA, April.

24. Cable, D. M. (1999). Opening the “Black Box” in the Recruitment Literature Through a Brand Equity Perspective. Presentation given at the Society for Industrial and Organizational Psychology in Atlanta, GA, April.
23. Graham, M., & Cable, D. M. (1998). A comparison of full versus fractional factorial designs in policy-capturing studies. Paper presented in the Research Methods Division of the Academy of Management National Meeting, San Diego, CA. Paper subsequently won the Sage Award for Best Paper and published in the 1998 Academy of Management Best Papers Proceedings.
22. Cable, D. M., Aiman-Smith, L., Mulvey, P., & Edwards, J. R. (1998). The Sources and Accuracy of Job Seekers' Perceptions of Organizational Culture. Paper presented at the Society for Industrial and Organizational Psychology in Dallas, TX, April.
21. Cable, D. M. & Murray, B. (1998). A Signaling Theory Perspective on Academic Hiring Decisions. Paper presented at the Society for Industrial and Organizational Psychology in Dallas, TX, April.
20. Cable, D. M. & Bloom, M. (1998). Pay Systems, Personality, and Person-Organization Fit. Paper presented at the Society for Industrial and Organizational Psychology in Dallas, TX, April.
19. Cable, D. M., Johnson, D. E. & Blancero, D. (1997). Effect of Perceived Selection System Validity and Fairness on Job Search Decisions. Symposium presented in the Organizational Behavior Division of the Academy of Management National Meeting, Boston, MA.
18. Cable, D. M. & Judge, T. A. (1997). Role of organizational information sessions in applicant job search and choice processes. Symposium presented in the Human Resources Division of the Academy of Management National Meeting, Boston, MA.
17. Cable, D. M., & Graham, M. (1997). The determinants of organizational reputation among job seekers: A verbal protocol analysis. Paper presented in the Human Resources Division of the Academy of Management National Meeting, Boston, MA.
16. Cable, D. M., & Gilovich, T. (1997). Looked-over or overlooked? The effect of interviewers' prescreening decisions on post-interview evaluations. Paper presented at the Society for Industrial and Organizational Psychology in St. Louis, MO, May.
15. Cable, D. M. (1997). Sex Differences and “Self-Insight” Regarding Job Attribute Preferences: A Review and Extension. Paper presented at the Society for Industrial and Organizational Psychology in St. Louis, MO, May.
14. Cable, D. M. (1997). “Person-Organization Fit and Organizational Entry.” Paper presented at the Society for Industrial and Organizational Psychology.
13. Judge, T. A., & Cable, D. M. (1996). The dispositional basis of organizational culture preferences. Paper presented at the Academy of Management National Meeting, Cincinnati, OH.
12. Cable, D. M., Chatman, J. A., Edwards, J. R., Kristof-Brown, A. L., & Schneider, B. (1996). The Goldilocks Pursuit: A Discussion of the Search for “Just Right” in Person-Organization Fit. Discussion session held at the 1996 Academy of Management Annual Meetings in Cincinnati, OH, August.



11. Cable, D. M., & Shane, S. (1996). "A Prisoner's Dilemma Approach to Entrepreneur-Venture Capitalist Relationships." Paper presented at the 1996 Academy of Management Annual Meetings in Cincinnati, OH, August.
10. Cable, D. M., & Judge, T. A. (1996). "Person-Organization Fit, Job Choice Decisions, and Organizational Entry." Paper accepted for presentation at the Society for Industrial and Organizational Psychology in San Diego, CA, May.
9. Judge, T. A. & Cable, D. M. (1996). "Applicant Personality, Organizational Culture Preferences, and Person-Organization Fit." Paper accepted for presentation at the Society for Industrial and Organizational Psychology in San Diego, CA, May.
8. Cable, D. M., & Judge, T. A. (1995). "The Role of Person-Organization Fit in Organizational Selection Decisions." Presented as a Competitive Paper in the Human Resources Division of the 1995 Academy of Management Annual Meetings in Vancouver, August. Paper chosen as the Best Student Paper in the Human Resources Division.
7. Judge, T. A., Blancero, D., Cable, D. M., & Johnson, D. E. (1995) "Selection systems and job search decisions." Paper presented at the Society for Industrial and Organizational Psychology in Orlando, FL, May.
6. Judge, T. A., Cable, D. M., Boudreau, J. W. & Bretz, R. D. Jr. (1994). "An Empirical Investigation of the Determinants of Executive Career Success." Paper presented at the 1994 Academy of Management Annual Meetings in Dallas, TX, August. Paper nominated for Best Paper Award.
5. Cable, D., & Judge, T. A. (1994). "Pay Preferences and Job Search Decisions." Paper presented at the Society for Industrial and Organizational Psychology in Nashville, TN, May.
4. Welbourne, T., & Cable, D. (1993). "Group Incentives and Pay Satisfaction: Understanding the Relationship Through an Identity Theory Perspective." Paper presented at the Academy of Management National Meetings in Atlanta, GA, August.
3. Cable, D., & Judge, T. A. (1993). "Compensation Systems and Job Search: An Application of Signaling Theory." Paper presented at the Industrial Relations Research Association Annual Meetings, Boston, MA. Paper subsequently accepted as a top competitive paper in the IRRA Working Papers Series, January.
2. Cable, D. M. & Welbourne, T. M. (1994). "Understanding the effect of organizational change on employees through a combined social identity theory / identity theory perspective." Paper presented at the Organizational Studies Conference in Seattle, WA, October.
1. Cable, D. (1994). "Pay Preferences." Paper presented at the University of Montreal School of Industrial Relations in Montreal, Quebec, March

#### **RECENT TEACHING**

|                                    |               |               |            |
|------------------------------------|---------------|---------------|------------|
|                                    |               |               |            |
| Course Number and Name             | # of Students | Date          | Evaluation |
| Next level leadership              | 30            | Jan 2025      | 4.67       |
| Leading Change                     | 46            | July 2025     | 4.90       |
| Next level leadership              | 30            | Jan 2025      | 4.93       |
| Leading Change                     | 40            | Nov 2024      | 5.00       |
| ADP                                | 40            | Nov 2024      | 4.80       |
|                                    |               |               |            |
| Next level leadership              | 36            | Oct 2024      | 4.44       |
| Next level leadership              | 36            | July 2024     | 4.52       |
| Leading Change                     | 22            | Feb 2024      | 4.90       |
| Positive Psychology and Engagement | 41            | Dec 2023      | 4.83       |
| Employee Resilience                | 80            | Sept 2023     | 4.22       |
| Next level leadership              | 60            | July 2023     | 4.57       |
| Leading Change                     | 40            | June 2023     | 4.80       |
| Positive Psychology and Engagement | 80            | May 2022      | 4.74       |
| Leading Change                     | 33            | Feb 2023      | 4.97       |
| Positive Psychology and Engagement | 80            | May 2022      | 4.73       |
| Next level leadership              | 75            | December 2022 | 4.48       |
| Next level leadership              | 70            | November 2022 | 4.68       |
| Employee Resilience                | 80            | June 2022     | 4.67       |
| Positive Psychology and Engagement | 80            | May 2022      | 4.5        |
| Leading Change                     | 45            | March 2022    | 4.9        |
| Next level leadership              | 50            | May 2022      | 4.8        |
| Next level leadership              | 40            | May 2022      | 4.9        |
| Becoming Exceptional               | 30            | March 2022    | 4.6        |
| Leading Change                     | 20            | March 2022    | 4.9        |
| Positive Psychology and            | 58            | May 2021      | 4.45       |

|                                    |     |                |      |
|------------------------------------|-----|----------------|------|
| Engagement                         |     |                |      |
| Essentials of Leadership           | 25  | Oct 2021       | 4.75 |
| Positive Psychology and Engagement | 100 | May 2021       | 4.50 |
| Leading Change                     | 20  | May 2021       | 4.9  |
| Becoming Exceptional               | 16  | Feb 2021       | 4.9  |
| Positive Psychology and Engagement | 80  | Dec 2020       | 4.54 |
| Positive Psychology and Engagement | 80  | Dec 2019       | 3.96 |
| Leading Change                     | 39  | October 2019   | 4.9  |
| Senior Executive Program           | 50  | June 2018      | 4.7  |
| Leading Change                     | 39  | July 2019      | 5.0  |
| Leading Change                     | 39  | March 2019     | 4.9  |
| Leading Change                     | 35  | November 2018  | 4.7  |
| HR Strategy Transformation         | 60  | November 2018  | 4.7  |
| Essentials of Leadership           | 50  | October 2018   | 4.9  |
| Senior Executive Program           | 50  | September 2018 | 4.0  |
| Positive Psychology and Engagement | 37  | August 2018    | 4.7  |
| Essentials of Leadership           | 50  | April 2018     | 4.9  |
| Senior Executive Program           | 50  | February 2018  | 4.5  |
| Essentials of Leadership           | 49  | February 2018  | 4.9  |
| Accelerated Development Program    | 39  | January 2018   | 4.9  |
| Leading Change                     | 35  | November 2017  | 4.9  |
| Essentials of Leadership           | 60  | November 2017  | 4.8  |
| Accelerated Development Program    | 40  | November 2017  | 4.9  |
| Essentials of                      | 60  | September      | 4.7  |

|                                 |    |                |     |
|---------------------------------|----|----------------|-----|
| Leadership                      |    | 2017           |     |
| Leading Change                  | 30 | September 2017 | 4.8 |
| Essentials of Leadership        | 60 | June 2017      | 4.8 |
| Essentials of Leadership        | 55 | April 2017     | 5.0 |
| Essentials of Leadership        | 52 | February 2017  | 5.0 |
| Essentials of Leadership        | 52 | November 2016  | 4.9 |
| Accelerated Development Program | 40 | Jan 2017       | 4.5 |
| Leading Change                  | 30 | December 2016  | 4.8 |
| Essentials of Leadership        | 50 | September 2016 | 4.8 |
| Leading Change                  | 26 | Sept 2016      | 4.7 |
| Accelerated Development Program | 40 | May 2016       | 4.7 |
| Leading Change                  | 16 | May 2016       | 4.4 |
| Essentials of Leadership        | 50 | March 2016     | 4.9 |
| Leading Change                  | 30 | March 2016     | 5.0 |
| Essentials of Leadership        | 50 | February 2016  | 4.8 |
| Accelerated Development Program | 40 | February 2016  | 4.8 |
| Essentials of Leadership        | 60 | October 2015   | 4.4 |
| Accelerated Development Program | 40 | Sept 2015      | 4.8 |
| Leading Change                  | 40 | September 2015 | 4.8 |
| Essentials of Leadership        | 60 | July 2015      | 4.6 |

Executive Education:

| Program       | Date      | Session Title       | Score    |
|---------------|-----------|---------------------|----------|
| KPMG          | Oct 2025  | Personal change     | 4.7/5.0  |
| Rolls Royce   | Oct 2025  | Alive at work       | 4.96/5.0 |
| Ericsson      | Sept 2025 | Positive psychology | 4.7/5.0  |
| Deutsche Bank | Sept 2025 | Positive Psychology | 4.5/5.0  |
| Ericsson      | Sept 2025 | Positive psychology | 4.8/5.0  |
| Audi          | Sept 2025 | Positive psychology | 4.5/5.0  |

|                        |            |   |          |
|------------------------|------------|---|----------|
| HellermannTyton        | Sept 2025  | Best self                                     | 4.52/5.0 |
| Ergo                   | Sept 2025  | Positive psychology                           | 4.4/5.0  |
| Ericsson               | Sept 2025  | Positive psychology                           | 4.8/5.0  |
| Rolls Royce            | Feb 2025   | Alive at work                                 | 4.88/5.0 |
| Rolls Royce            | Nov 2024   | Alive at work                                 | 5.0/5.0  |
| HellermannTyton        | Sept 2024  | Seeking system                                | 4.9/5.0  |
| Rolls Royce            | Sept 2024  | Alive at work                                 | 5.0/5.0  |
| Ericsson               | Sept 2024  | Positive psychology                           | 4.57/5.0 |
| OTP Bank               | June 2024  | Seeking system                                | 4.5/5.0  |
| De Brauw               | May 2024   | Best self                                     | 4.8/5.0  |
| BMW                    | April 2024 | Positive Leadership,<br>Leading with Agility) | 4.8/5.0  |
| Bridgestone            | April 2024 | Best self                                     | 4.8/5.0  |
| BMW                    | March 2024 | Positive Leadership,<br>Leading with Agility) | 4.6/5.0  |
| Banque Saudi<br>Fransi | Feb 2024   | Alive at work                                 | 4.5/5.0  |
| Rolls Royce            | Feb 2024   | Alive at work                                 | 4.9/5.0  |
| Ericsson               | Oct 2023   | Alive at Work                                 | 4.2/5.0  |
| Rolls Royce            | Nov 2023   | Alive at work                                 | 5.0/5.0  |
| Deutsche Bank          | Sept 2023  | Positive Psychology                           | 3.7/5.0  |
| Rolls Royce            | Sept 2023  | Alive at work                                 | 5.0/5.0  |
| YPO YNG                | Aug 2023   | Best self                                     | 4.76/5.0 |
| Ericsson               | Aug 2023   | Positive psychology                           | 4.6/5.0  |
| Tokio Marine           | July 2023  | Alive at work                                 | 4.3/5.0  |
| Forvia                 | June 2023  | Positive psychology                           | 5.0/5.0  |
| SIDF Creating Leaders  | April 2023 | Positive psychology                           | 4.83/5.0 |
| Continental            | April 2023 | Positive psychology                           | 4.5/5.0  |
| HSBC                   | Feb 2023   | Positive psychology                           | 4.9/5.0  |
| Deloitte Canada        | Nov 2022   | Alive at work                                 | 4.8/5.0  |
| Kuwait Foundation      | Oct 2022   | Alive at work                                 | 4.5/5.0  |
| Ericsson               | Oct 2022   | Positive psychology                           | 4.85/5.0 |
| Ericsson               | Sept 2022  | Positive psychology                           | 4.7/5.0  |
| PSA Group              | Jan 2022   | Alive at work                                 | 4.8/5.0  |
| Banque Saudi<br>Fransi | May 2022   | Leading change                                | 4.4/5.0  |
| Carrefour              | April 2022 | Alive at work                                 | 4.7/5.0  |
| Ergo                   | Sept 2021  | Exceptional                                   | 4.5/5.0  |
| Ericsson               | May 2021   | Positive psychology                           | 5/5.0    |
| HSBC                   | Jan 2021   | Positive psychology                           | 4.9/5.0  |
| BMW                    | July 2020  | Best self and<br>engagement                   | 4.6/5.0  |
| Proximus               | Nov 2020   | Digital session:<br>Innovation culture        | 4.22/5.0 |
| HSBC                   | Feb 2020   | Positive psychology                           | 4.8/5.0  |
| FrieslandCampina       | Feb 2020   | Best self and<br>engagement                   | 4.9/5.0  |
| BMW                    | Jan 2020   | Best self and<br>engagement                   | 4.9/5.0  |
| Jardines               | Jan 2020   | Best self                                     | 4.6/5.0  |

|                 |                |                                  |         |
|-----------------|----------------|----------------------------------|---------|
| PSA             | Jan 2020       | Alive at Work                    | 4.8/5.0 |
| Randstat        | Dec 2019       | Alive at Work                    | 4.9/5.0 |
| Ericsson        | November 2019  | Making an impact                 | 4.7/5.0 |
| Carlsberg       | November 2019  | Leading change                   | 4.8/5.0 |
| Ericsson        | September 2019 | Making an impact                 | 4.9/5.0 |
| Ergo            | May 2019       | Alive at Work                    | 4.9/5.0 |
| Randstad        | April 2019     | Leading change                   | 4.9/5.0 |
| BMW             | March 2019     | Best self and engagement         | 4.9/5.0 |
| HSBC            | Feb 2019       | Positive psychology              | 4.5/5.0 |
| Rabobank        | November 2018  | Leading change                   | 5.0/5.0 |
| Lloyds          | October 2018   | Innovation culture               | 4.8/5.0 |
| Sanofi          | August 2018    | Alive at Work                    | 4.7/5.0 |
| DeBrauw         | June 2018      | Best self and engagement         | 4.9/5.0 |
| Alfa Mexico     | May 2018       | Engagement and purpose           | 4.9/5.0 |
| Randstat        | April 2018     | Leading change                   | 4.7/5.0 |
| Rabobank        | Feb 2018       | Leading change                   | 4.9/5.0 |
| HSBC            | Feb 2018       | Positive psychology              | 4.8/5.0 |
| Deloitte        | January 2018   | Leading change                   | 4.9/5.0 |
| Carlsberg       | December 2017  | Leading change                   | 4.9/5.0 |
| Porsche Holding | October 2017   | Innovation culture               | 4.8/5.0 |
| Lloyds          | October 2017   | Innovation culture               | 4.7/5.0 |
| HSBC            | Feb 2017       | Positive psychology              | 4.7/5.0 |
| Nordea          | January 2017   | Experiments                      | 4.6/5.0 |
| Transmed        | January 2017   | Best Self                        | 8.6/10  |
| EY              | December 2016  | Playing to strengths             | 4.9/5.0 |
| Ericsson        | September 2016 | Making an impact                 | 4.9/5.0 |
| Rabobank        | September 2016 | Leading change                   | 4.9/5.0 |
| AT Kearney      | Jan 2016       | Co-creation, ISelf               | 4.8/5.0 |
|                 |                |                                  |         |
| Prudential      | October 2015   | Purpose and engagement           | 4.7/5.0 |
| Ericsson        | September 2015 | Making an impact                 | 4.2/5.0 |
| Deutsche Bank   | June 2015      | Leading change                   | 4.3/5.0 |
| Nordea          | June 2015      | People and competitive advantage | 4.8/5.0 |
| Ericsson        | June 2015      | Making an impact                 | 4.8/5.0 |
| Lloyds          | May 2015       | Innovation and                   | 4.9/5.0 |

|               |            |  |         |
|---------------|------------|--|---------|
|               |            | change   |         |
| Deutsche Bank | April 2015 | Leading change                                 | 4.6/5.0 |
| Rabobank      | April 2015 | Leading change                                 | 4.9/5.0 |
| Arla Foods    | Match 2015 | Leading change                                 | 4.3/5.0 |
| Nordea        | Feb 2015   | People and competitive advantage               | 4.9/5.0 |
| Carlsberg     | Jan 2015   | Leading change                                 | 4.8/5.0 |
| AT Kearney    | Jan 2015   | Co-creation, 1Self                             | 4.7/5.0 |
| Arla Foods    | Jan 2015   | Leadership                                     | 4.8/5.0 |
| Sanofi        | Jan 2015   | Innovation and sustained competitive advantage | 4.9/5.0 |

### **HONORS**

2021. Medal from Axion for Exceptional as “best book on careers / self improvement.  
<https://www.axiomawards.com/88/2021-winners>

Excellence in Teaching Award, London Business School, 2020.

Shortlisted for the 2019 Thinkers50 Talent Award.

### **TEDx TALKS**

May 2018 TEDxLBS Best Self Activation: <https://vimeo.com/278640151/2df05f391b>  
[https://www.ted.com/talks/dan\\_cable\\_best\\_self\\_activation](https://www.ted.com/talks/dan_cable_best_self_activation)

June 2018 TEDxLiverpool: <https://www.youtube.com/watch?v=WDk4YZImA9w>

### **PODCASTS**

March 2025. How to try to do new things. <https://open.spotify.com/show/6IyV81YgyFaLINrBtwzBdu>.

10 November 2021. How to create exceptional performance through empowerment.  
<https://www.youtube.com/watch?v=gKNBn0dOtc>

May 2021. Finding your purpose at work. <https://lnkd.in/dDFDNwK>

February 2021. [https://www.gayleallen.net/cm-181-dan-cable-on-unlocking-your-potential/?utm\\_sq=gnojqb9p1](https://www.gayleallen.net/cm-181-dan-cable-on-unlocking-your-potential/?utm_sq=gnojqb9p1)

January 2021. <https://podcasts.apple.com/au/podcast/can-you-highlight-your-strengths-podcast-with-dan-cable/id1124670073?i=1000497394220>

January 2021. <https://www.supportingchampions.co.uk/079-dan-cable-on-being-exceptional/>

September, 2021. The Armen Show. Unlocking Your Potential And Building Life Highlight Reels With “Exceptional.” <http://www.armenshirvanian.com/podcast/280-dan-cable-unlocking-your-potential-and-building-life-highlight-reels-with-exceptional/>

September 2020. Joy@Work: the power of purpose with Dan Cable. <https://www.kenyon.com/joyatwork/article/?a/joy-at-work-the-power-of-purpose-with-dan-cable>

October, 2019: Marcel Schwantes’s Love in Action Podcast. <http://www.leadershipfromthecore.com/dan-cable/>

June 1 2019. Mark C. Crowley’s “Lead From The Heart.” <http://bit.ly/2wvfyxH>

December 26, 2018: Harvard Business Review podcast: <https://hbr.org/podcast/2018/12/bored-and-disengaged>

<https://bigthink.com/videos/dan-cable-bored-at-work-heres-what-your-brain-is-trying-to-tell-you-and-your-boss>

<http://peterbregman.com/podcast/daniel-cable-alive-at-work/#.WvCHt6Qvypo>

<https://www.amanet.org/training/podcasts/dan-cable-on-our-seeking-system.aspx>

<https://www.michellemcquaid.com/podcast/feel-alive-work-podcast-dan-cable/>

[http://pwc.blogs.com/business\\_transformation/2018/06/how-to-make-transformations-happen-with-less-work-and-more-play.html](http://pwc.blogs.com/business_transformation/2018/06/how-to-make-transformations-happen-with-less-work-and-more-play.html)

March 18, 2018: FT podcast: <https://www.ft.com/content/8e800263-bdd0-4782-a974-39f00c4a3e83>

## **RECENT MEDIA REFERENCES**

February 13, 2025. Meta’s ‘low performer’ layoffs disputed by fired staffers and criticized by experts. <https://fortune.com/2025/02/13/meta-low-performer-layoffs-staff-experts-criticism/>

Cable, D. M. 8 January, 2024. Can schedule send save us from out-of-hours emails? *Financial Times*. <https://www.ft.com/content/d768f271-4f9d-43e2-ba73-c557a91d7839>.

Cable, D. M 13 June 2023. Why is employee engagement in the UK so chronically low? *Raconteur*. <https://www.raconteur.net/talent-culture/why-low-employee-engagement-uk/>

Cable, D. M 18 May 2023. Why the ICO’s deputy CEO “swam against the tide” and spoke up about his visual impairment. *Management Today*. <https://www.managementtoday.co.uk/why-icos-deputy-ceo-%E2%80%9Cswam-against-tide%E2%80%9D-spoke-visual-impairment/leadership-lessons/article/1823268>

Cable, D. M. 8 March 2023. The perk-Cession is under way at some companies. *Wall Street Journal*. <https://www.wsj.com/articles/the-perk-cession-is-under-way-at-some-companies-9cb04e9c>.



March 3 2023. The Great Reshuffle isn't over yet in the Middle East. Here's what experts think is going on. *Fast Company*. <https://fastcompany.com/work-life/the-great-reshuffle-isnt-over-yet-in-the-middle-east-heres-what-experts-think-is-going-on/>

22 February 2023. The myth of the 'compassionate layoff'. *BBC*.  
[https://www.bbc.com/worklife/article/20230221-the-myth-of-the-compassionate-layoff?ocid=global\\_worklife\\_rss](https://www.bbc.com/worklife/article/20230221-the-myth-of-the-compassionate-layoff?ocid=global_worklife_rss)

10 October 2022. The New Rules for Getting Face Time at the Office. *Wall Street Journal*.  
<https://www.wsj.com/articles/the-new-rules-for-getting-face-time-at-the-office-11665165326>

3 May 2022. Forbes - [Fallout From European Ferry Company Sackings Shows There Is Value In Doing Redundancy Well \(forbes.com\)](https://www.forbes.com/sites/lbsbusinessstrategyreview/2022/05/03/fallout-from-european-ferry-company-sackings-shows-there-is-value-in-doing-redundancy-well/)

20 Feb 2022. Hybrid working enters a third dimension. *Financial Times*.  
<https://www.ft.com/content/538f3649-8a30-4b35-a2ee-bd1392180b25?shareType=nongift>

4 May 2021. Giurge, L., & Cable, D. Why Time Is The Currency Of Knowledge Work. *Forbes*.  
<https://www.forbes.com/sites/lbsbusinessstrategyreview/2021/05/04/why-time-is-the-currency-of-knowledge-work/?sh=3b153cb17bd6>

4 January 2022. Channel 4 News <https://www.channel4.com/news/elizabeth-holmes-theranos-founder-guilty-of-fraud>, 3:15

20 July 2021. How to be happier at a job you don't like. *Business Insider*.  
<https://www.businessinsider.com/how-to-be-happier-at-a-job-you-dont-like-2021-7>

22 March 2021. The risks and rewards of Elon Musk's self-coronation. *Financial Times*.  
<https://www.ft.com/content/f6c13e7b-f780-48d1-927e-56c357b9fa7f>

09 Jan 2021. Forget Positive Thinking: How Sweatpants Managers Can Stay Motivated. *Wall Street Journal*. <https://www.wsj.com/articles/forget-positive-thinking-how-sweatpants-managers-can-stay-motivated-11610168445>

30 September 2020. Microsoft Thinks You've Been Missing Your Commute in Lockdown. *Wall Street Journal*. <https://www.wsj.com/articles/microsoft-thinks-youve-been-missing-your-commute-in-lockdown-11601373601>

18 November 2020. Cable, D. M. The Transformative Power Of A Personal Highlight Reel.  
<https://www.forbes.com/sites/lbsbusinessstrategyreview/2020/11/17/the-transformative-power-of-positive-feedback/?sh=5930aa09593f>

12 July 2020. Interns Seek Solutions to Isolation During the Summer of Coronavirus. *Wall Street Journal*.  
<https://www.wsj.com/articles/interns-seek-solutions-to-isolation-during-the-summer-of-coronavirus-11594598400>

Feb. 19, 2020. Breaking the Salary Sharing Taboo. *The New York Times*.  
<https://www.nytimes.com/interactive/2020/02/19/magazine/salary-sharing.html>

25 September 2019. Maeil Business Newspaper(South Korea).  
<https://www.mk.co.kr/news/business/view/2019/09/767337/>

3 July 2019. Workers are renting \$500-a-month coworking spaces to avoid their offices. Marketwatch. <https://www.marketwatch.com/story/some-workers-are-paying-500-a-month-to-get-away-from-their-co-workers-2019-07-02?mod=personal-finance>

17 June, 2019. Is engagement fact or fiction? HR Magazine. <https://www.hrmagazine.co.uk/article-details/is-engagement-fact-or-fiction>

June 3, 2019. How the arts help hone leadership skills. *Financial Times*’ Exec Ed rankings supplement (pages 36-37). <https://www.ft.com/content/5b588cf6-76f8-11e9-b0ec-7dff87b9a4a2>

Jan 6, 2019. *The Sunday Times*. Clock in, switch on: how to find a new sense of purpose at work. <https://www.thetimes.co.uk/magazine/the-sunday-times-magazine/clock-in-switch-on-how-to-find-a-new-sense-of-purpose-at-work-00rpnfpj6>

Dec 14, 2018 The Stories We Tell Ourselves. BYU Radio. <https://www.byuradio.org/episode/1c064ad2-437d-4f59-af9e-24459c41abb5/the-lisa-valentine-clark-show-the-stories-we-tell-ourselves-marvel-superheroes-real-life-vigilantes>

Dec 12, 2018. *Psychology Today*. Can You Feel More Alive At Work? <https://www.psychologytoday.com/us/blog/functioning-flourishing/201812/can-you-feel-more-alive-work>

27 November 2018. *Fast Company*. This is how Americans define their dream job. <https://www.fastcompany.com/90268451/this-is-how-americans-define-their-dream-job>

25 November 2018. Igniting the Fizz: Creating Great Experiences at Work. *Human Resources, The Official Journal of the Hong Kong Institute of Human Resource Management*

November 2018. Your Workplace, review of *Alive at Work*

23 November 2018. *The Smart Manager*. The biology of change. <http://www.thesmartmanager.com/organizational-culture/organizational-behavior/the-biology-of-change.html>

19 November 2018. *U.S. News and World Report*. Find Job Purpose to Make Work More Fun. <https://money.usnews.com/careers/company-culture/articles/find-job-purpose-to-make-work-more-fun>

12 November 2018. *Times of London*. Do job titles make us worse at our jobs? <https://www.raconteur.net/hr/new-job-titles>

23 October 2018. Strategy+Business. The Four Building Blocks of Transformation: how to lead disruption of your own enterprise. <https://www.strategy-business.com/article/The-Four-Building-Blocks-of-Transformation?gko=aa2b7>

12 October 14, 2018. Harvard Business Review, the insider. Link to: <https://hbr.org/2018/10/the-most-powerful-lesson-my-cancer-taught-me-about-life-and-work>. “Dan’s piece was a welcome bit of insight on how the stories we tell ourselves about our circumstances can have a big effect on our emotions.”

11 Oct 2018. *Fast Company*. Do these 8 things every day to be happier and filled with less regret. <https://www.fastcompany.com/90246427/do-these-8-things-every-day-to-be-happier-and-filled-with-less-regret>

27 September 2018. Review of *Alive at Work* in *Administrative Science Quarterly* by Martin Kilduff. <http://journals.sagepub.com/doi/full/10.1177/0001839218805695>

6 September 2018. *TED Ideas*. Starting a new job is stressful. But what if there was a better way to do it? <https://ideas.ted.com/starting-a-new-job-is-stressful-but-what-if-there-was-a-better-way-to-do-it/>

10 September 2018. *People Management*. HR initiatives risk failure because businesses oversimplify engagement, finds report. <https://www.peoplemanagement.co.uk/news/articles/hr-initiatives-risk-failure-businesses-oversimplify-engagement-report>

6 July 2018. *Wall Street Journal*. Don’t Just Dive Into Action: Stop to Think First. <https://www.wsj.com/articles/dont-just-dive-into-action-stop-to-think-first-1530888843>

4 July, 2018. *Financial Times*. Taking a holiday? Here’s how to disconnect. <https://www.ft.com/content/ef49d640-6984-11e8-b6eb-4acfcfb08c11>

July 2018. *Cosmopolitan*. How to stop hating on your job. <https://www.cosmopolitan.com/career/a21769956/career-advice-hate-your-job/>

June 27, 2018. *Medium*. How to Help Your Team Love What They Do. <https://medium.com/@StephanieHuston/how-to-help-your-team-love-what-they-do-631f08c3c061>

4 June, 2018. *Psychology Today*. How to Enliven Work to Live Longer. <https://bit.ly/2M0MY2H>

30 June, 2018. *Fast Company*. How to trick your brain into not getting bored. <https://www.fastcompany.com/40573806/how-to-trick-your-brain-into-not-getting-bored>

April 3, 2018. Big Think. Bored at work? Your brain is trying to tell you something. <http://bigthink.com/videos/dan-cable-bored-at-work-heres-what-your-brain-is-trying-to-tell-you-and-your-boss>

APRIL 6, 2018. *Greater Good Magazine*. How to Feel More Alive at Work. [https://greatergood.berkeley.edu/article/item/how\\_to\\_feel\\_more\\_alive\\_at\\_work](https://greatergood.berkeley.edu/article/item/how_to_feel_more_alive_at_work)

APR 11, 2018. *Forbes*. How To Breathe Excitement Into Mind-Numbing Work. <https://www.forbes.com/sites/rodgerdeanduncan/2018/04/11/how-to-breathe-excitement-into-mind-numbing-work/#483b76ac734c>

April 9, 2018. *Thrive Global*. Finding Your Purpose at Work. <https://www.thriveglobal.com/stories/28130-finding-your-purpose-at-work>

APRIL 05, 2018. AMEX Open Forum. WHY MOTIVATED EMPLOYEES MAKE A BIG DIFFERENCE IN YOUR BUSINESS. <https://www.americanexpress.com/us/small-business/openforum/articles/motivated-employees-make-big-difference-business/>

Mar 29, 2018. Society for Human Resource Management. Chief Relaxation Officer, Fairy Godmother: Job Titles Get Creative. <https://www.shrm.org/hr-today/news/hr-news/pages/chief-relaxation-officer-fairy-godmother-job-titles-get-creative.aspx>

April 11, 2018. Blogging for Business. Daniel Cable on being “alive at work”: An interview by Bob Morris. <https://bobmorris.biz/daniel-cable-on-being-alive-at-work-an-interview-by-bob-morris>

11th April 2018. SheerLuxe. How To Love Your Job, According To Science. <https://sheerluxe.com/2018/04/11/how-love-your-job-according-science>

24 May 2018: The Secret to High Performance That Deloitte Teaches Its Employees. Inc. [https://www.inc.com/shawn-murphy/the-secret-to-high-performance-that-deloitte-teaches-its-employees.html?cid=sf01001&sr\\_share=twitter](https://www.inc.com/shawn-murphy/the-secret-to-high-performance-that-deloitte-teaches-its-employees.html?cid=sf01001&sr_share=twitter)

March 26, 2018. Quartz at Work. There's a biological reason you're bored at work. <https://work.qz.com/1237505/why-youre-bored-at-work-and-what-to-do-about-it/>

March 30, 2018. LinkedIn Weekend Essay. Disengagement at work isn't a motivational problem, it's a biological one. <https://www.linkedin.com/pulse/disengagement-work-isnt-motivational-problem-its-biological-dan-cable/?published=t>

MAR 19, 2018. Associations Now. A BETTER PATH TO MOTIVATION. <https://associationsnow.com/2018/03/a-better-path-to-motivation/>

MAR 20, 2018. *Forbes*. Leadership Has Become Synonymous With Ego Trips And Power Trips. <https://www.forbes.com/sites/sallypercy/2018/03/20/professor-dan-cable-leadership-has-become-synonymous-with-ego-trips-and-power-trips/#39faa4a52bcc>

December 31, 2017. LinkedIn. Business Insider. The 20 New Idea Books to Kick Off 2018. <https://www.linkedin.com/pulse/20-new-idea-books-read-2018-adam-grant/>

FEB 1, 2018. *Forbes*. Four Reasons Why You Shouldn't Always Play To Your Strengths. <https://www.forbes.com/sites/sallypercy/2018/02/01/four-reasons-why-you-shouldnt-always-play-to-your-strengths/#54af34b737cc>

08 Feb 2018. *Management Today*. We're neurologically programmed to dislike work - here's how to reset yourself. <https://www.managementtoday.co.uk/were-neurologically-programmed-dislike-work-heres-resetself-your-career/article/1456730>

February 22, 2018. *Business.com*. Ready for a more engaged workplace culture, one flourishing with talent? Put these five books on your reading list. <https://www.business.com/articles/build-more-engaged-culture/>

March 26, 2018. Quartz at Work. There's a biological reason you're bored at work. <https://work.qz.com/1237505/why-youre-bored-at-work-and-what-to-do-about-it/>

Jun 04, 2018. *Psychology Today*. How to Enliven Work to Live Longer. <https://www.psychologytoday.com/intl/blog/the-power-slow/201806/how-enliven-work-live-longer>

05.30.18. Fast Company. How to trick your brain into not getting bored.  
<https://www.fastcompany.com/40573806/how-to-trick-your-brain-into-not-getting-bored>

26 March 2018. *Quartz at Work*. There's a biological reason you're bored at work.  
<https://work.qz.com/1237505/why-youre-bored-at-work-and-what-to-do-about-it/>

21 March 21, 2018. *Cheddar*. <https://cheddar.com/videos/neuroscience-at-work-how-to-motivate-millennials-in-the-workplace>.

20 March 2018. *Forbes*. Leadership Has Become Synonymous With Ego Trips And Power Trips.  
<https://www.forbes.com/sites/sallypercy/2018/03/20/professor-dan-cable-leadership-has-become-synonymous-with-ego-trips-and-power-trips/#53be867f2bcc>

19 March 2018 *Financial Times*. How to unleash your dormant enthusiasm for work.  
<https://www.ft.com/content/e1fe96a8-26d4-11e8-b27e-cc62a39d57a0>.

19 March 2018 *Financial Times* podcast: <https://www.ft.com/content/8e800263-bdd0-4782-a974-39f00c4a3e83>

20 December 2017. *Financial Times*. From Brexit to interview advice: 2017's top business school blogs

18 September 2017. *Financial Times*. Interview advice for MBAs: be as open as you dare.

10 August. *CNBC*. Demonstrating this trait could boost your chances of getting hired.

18 July 2017. *Harvard Business Review*. How to Ask for the Job Title You Deserve.

12 July, 2017. *CIO.com*. Keeping pace with the digital transformation: From rhetoric to action.

23 June 2017. *Telegraph*. Being honest about weaknesses is key to landing top jobs, new study finds.

23 June 2017. *Mail Online*. It pays to tell the truth in job interviews:

1 June 2017. *The New York Times*, Had a Job Interview but No Callback? Here's What to Do Next Time.

30 April 2017. *Business Daily*. Be your true self at work.

17 March 2017. *CPA Trendlines*. How Job Titles Can Rebrand Your Firm.

17 February, 2017. *The Globe and Mail*. The dark side of transparency.

3 February, 2017. *Daily Mirror*. The dark side of transparency.

25 November, 2016. *TechCrunch*. Giving corporate innovation a jolt.

27 October, 2016. *True Viral News*. Let Your Workers Rebel.

14 August, 2016. *The National*. Executive pay should not be linked to performance.

4 August 2016. *Financial Times*. Motivating staff: Majestic Wine CEO tries sharing his shares.

5 July, 2016. *Forbes*. Seven Questions To Ask Before Leading Change.

26 April, *Harvard Business Review*. Teams Who Share Personal Stories Are More Effective

1 March. *Quartz*. The biggest problem with CEO bonuses isn't the obscene pay.

Feb 26 2016. *Bloomberg*. Heresy! Stop Paying CEOs Performance Bonuses,

Feb 12 2016. *City A.M.* How to stay authentic in stressful situations.

November 1 2015 *Fortune*. Latest Research Says Praising Employees Boosts Productivity After All.

June 22 2015. *Bloomberg*. U.K. Bankers More Likely to Misbehave Under Pressure.

June 21 2015. *The Sunday Times*. How to fix bad boy bankers.

March 26, 2015. *Financial Times*. The pros and cons of corporate democracy, Guardian-style

November 7, 2014. *CNN*. Introverts' secrets of success.

September 9 2014. *Fast Company*. Why your job title means a lot more than you think.

September 9 2014. *National Public Radio*. In Some Jobs, Past Achievements May Work Against Female Workers

September 3 2014. *Fast Company*. The Case For Letting Employees Choose Their Own Job Titles.

September 1 2014. *Chicago Tribune*. Finding your inner work identity.

August 12, 2014. *Harvard Business Review*. Why You Shouldn't Try to Win Over a Candidate During the Job Interview.

July 31, 2014. *The Atlantic*. Why Taco Bell Likes to Call Its Workers 'Champions.' The perils of corporate euphemisms.

June 6, 2014. *Fast Company*. Why homeworking is bad for your career.

April 22, 2014. *The Huffington Post*. Coaching for Values as an Onboarding Learning Experience.

March 27, 2014. *Fast Company*. Five reasons you need to instill values in your organization.

February 14 2014. *Financial Times*. In romance follow your head not your heart (interview + print)  
February 2014, *Cosmopolitan*. The science of dating: do we spend too much time selling ourselves?  
February 2014, *Yahoo! Style* – Hong Kong. Do we spend too much time selling ourselves?  
September 2013 *Fast Company*. How to solve your new job's awkward alienation problem  
August 2013, *BBC4* Interview. Teleworking.  
April 2013, *McKinsey Quarterly*. Givers take all: The hidden dimension of corporate culture.  
April, 2013. *Harvard Business Review.com*. Creating the Best Workplace on Earth  
April 5, 2013. *Financial Times*. The bottom line vs the picket line.  
April 1, 2013. *Forbes*. First Minutes Are Critical in New-Employee Orientation.  
March 18, 2013. *Huffington Post*. How Feeling Fat Makes You Steal.  
April 27, 2012. *The Sunday Times*. Something for the weekend: Self verification.

### **RECENT INVITED TALKS**

Duke University (2025)  
Temple University (2025)  
Management & Strategy Seminar at the University of Hong Kong (2025)  
University of Washington, Foster (2024)  
University of British Columbia, Saunderson (2024)  
Rotman at Toronto (2023)  
University of Maryland (2023)  
Cambridge Judge (2021)  
Columbia (2018)  
University of Maryland (2018)  
University of Bologna (2017)  
University of Zurich (2017)  
Boston College (2016)  
Carnegie Mellon (2016)  
UCLA (2016)  
UC Santa Barbara (2016)  
University of Southern California, (2016)  
Harvard NOM (2015)  
Wharton Management (2015)  
Technological University of Munich (2015)  
INSEAD (2015)  
Erasmus Rotterdam, (2014)

### **AWARDS AND HONORS**

2019 Shortlisted for the 2019 Thinkers50 Talent Award.  
2012 Ranked 22<sup>nd</sup> most influential management scholar who received degree after 1991 (Scholarly Impact Revisited, *Academy of Management Perspectives*).  
2010 “Best Competitive Paper Award” and “McKinsey’s Best Practical Implications Award” of the 2010 Academy of Management Annual Meetings  
2006 Won “best paper” of the Academy of Management Annual Meetings  
2006 Weatherspoon Distinguished Researcher Award  
2003 MBA Master Teacher award  
2003 UNC Research all-star award  
2003 UNC Teaching all-star award, executive education

2001 Ernest J. McCormick Award for Distinguished Early Career Contributions, Society for Industrial and Organizational Psychology  
2000 Invited to join Personnel and Human Resources Research Group  
2000 Selected by Ones & Viswesvaran's as "most published authors during the 1990s" The Industrial Psychologist, April.  
1999 Weatherspoon BSBA Best Teacher Award  
1998 Sage Award for Best Paper, Research Methods Division, Academy of Management  
1998 Belk Research Fellow, University of North Carolina at Chapel Hill  
1996 Best Dissertation Award, Human Resources Division, Academy of Management  
1996 S. Rains Wallace Best Dissertation Award, Society of Industrial/Organizational Psychology  
1995 Best Student Paper, Human Resources Division, Academy of Management  
1994 Martin Catherwood Award for outstanding publication in human resource management  
1990 Hinman Industrial and Organizational Psychology Scholarship for undergraduate research

## **SERVICE**

### **London Business School**

2024-2025 Teaching Preferences Oversight Committee  
July 2024 Hosted "Exceptional People Manager Award" with Fireside chat  
June 2024 Chair of Five Year Performance Review Committees for Professors Alex Edmans, Julian Franks, Francisco Gomes, Christopher Hennessy  
2023-2024 OB Recruitment Committee  
Nov 2023 spoke at MBA Leadership Incubator Event – 16 Nov 2023  
2019-2023 Mentor for Dana Kanze  
16 June 2023 I gave the keynote for the LBS Reunion  
16 June 2023 I gave the keynote to the Executive Education 'ReConnect' Workshop  
15 May 2023 I gave a talk for the MBA Mental Health Awareness Week  
2022-2023 Appointments Committee Sub Committee  
2022-2023 OB Recruitment Committee (hired Ussama and Minseo)  
17 June 2022 spoke at MBA reunion Event  
10 June 2022 spoke at MiM & MAM Closing Event  
18 May 2022 Spoke for LBS "Manager Essentials: Enabling your team to find purpose"  
Appointments Sub Committee for the 2021/22 academic year (5-year reviews of Alastair Lawrence, John Mullins and Gary Dushnitsky)  
2021 spoke at WAC Alumni Event - 21 Oct 2021  
2021 spoke at MiM & MAM2021 Closing Event - 11 June 2021  
2021 Spoke at LBS Alumni Summit 7 May 2021  
2020 Developed and was chosen as LBS's research impact case for the UK REF  
2020 Spoke at Sloan Capstone seminar in November 2020  
2020 Faculty Engagement Committee with Dean  
2019 Spoke at London Business School's Centre for Corporate Governance Conference  
2019-2020 Review Group on Feedback for Students on Assessments  
2019 Chair of 4-year performance review of Pier Mannucci  
2019 Developed relationship with Chairman William Lauder of Estee Lauder for him to come and speak at LBS Luxury Goods  
2019 Keynote to LBS Marketing and Communications team's away day  
2019 Mentor for Dana Kanze  
2019 Search Committee for Kristin Diehl, Marketing,  
2019 Strategy and Entrepreneurship Management Practice Hiring committee

2018 Chair of Full Professor 5-year reviews (Derek Bunn, Kamalini Ramdas, Sendil Ethiraj, Rajesh Chandy, Bruce Hardie, and Lucrezia Reichlin)  
2018 OB representative looking at the MBA programme collaboration with Royal College of Art (with Julian Birkinshaw)  
2018 OB representative looking into 'Blended Learning' Courses in Degree Teaching (with Julian Birkinshaw)  
2018 Gave talks at the Executive Education Contributors Day, Alumni Reunion, HR Strategy Forum, Marketing and Communications Department meeting, LBS Live  
2017 Gave talks at the Alumni Reunion, the HR Strategy Forum, LBS Contributor Day, and Away Day for the OB area assistants  
2016-2017 Department Chair, Organisational Behaviour  
2016 Member of the Strategy and Entrepreneurship Subject Area review committee  
2015 Global Leadership Summit  
2015 Management Practice Committee  
2014 Associate Professor Performance Review Committee for Paolo Surico and Isabel Fernandez-Mateo  
2011-2014 Chair of Organisational Behaviour Department  
2011-2014 Coordinator for change management concentration  
2011 MBA Curriculum Review Committee  
2011 Associate Professor Performance Review Committee for Francisco Gomez  
2011 Associate Professor Performance Review Committee for Paolo Volpin  
2010-2011 MBA Curriculum Review Committee

#### Kenan-Flagler Service

2008 Chair of our research impact team, Strategy Implementation Team  
OB Faculty search chair, 2005 and 2006  
Promotion and Tenure Committee, 2004-2005  
OB Faculty search committee, 2003  
Member of Steve Hoeffler's reappointment committee, 2002  
Member of Rebecca Ratner's reappointment committee, 2001  
Member of Dave Hofmann's tenure committee, 2001  
Ph.D. Representative for OB Area, 2000-2003  
Member of Wendell Gilland's reappointment committee, 2000  
Leader of Faculty and Staff MBA program self-assessment, 2000  
OB Faculty Search Co-Chair, 2000-2001  
Faculty Director, Young Managers Program, 2000. 2001  
Undergraduate Teaching Award Committee Chair, 2000  
Kenan-Flagler OB Comprehensive Exam Committee, 1999  
Kenan-Flagler MBA Team Development Workshop Leader, 1999

#### Student Committee Memberships:

Soo Baik  
Anna Steinhage  
Trevor Yu: Dissertation committee, 2007-2008  
Abbie Shipp: Dissertation committee 2005-2006  
Stacie Furst, Chair 2004-2005  
Lisa Lambert: Dissertation committee 2003-2004  
Leigh Selander (2002 BS), honors thesis chair  
Ian Williamson (2000 PhD), chair. Dissertation subsequently won 2002 Ralph Alexander Dissertation Award of the HR Division of the Academy of Management  
Paula Simms (1999, Executive MBA), advisor  
Marcus Stewart (1999, PhD), committee member



Scott DeRue (1999 BS), honors thesis chair  
Jarred Hayes (1998 BS), honors thesis committee member  
Paul Mastropolo (1998 BS), honors thesis committee member

Summer Papers:

Tina Juillerat  
John Sumath  
Stacie Furst  
Lisa Lambert

Academic Journal Service

2020-2021 Managing Guest Editor, *Organizational Behavior and Human Decision Processes*. New Advances in Self-Narratives in, across, and Beyond Organizations, with Julia Lee, Gianpiero Petriglieri, and David Sherman. <https://www.sciencedirect.com/science/article/abs/pii/S0749597823000304>

2000-2004, 2011-2018 Editorial Board, Academy of Management Journal  
2009-2012 Editorial Board, Organizational Behavior and Human Decision Processing  
2008-2012 Editorial Board, Journal of Management  
2002- 2012 Consulting Editor, Journal of Applied Psychology  
1999-2004 Editorial Board, Journal of Organizational Behavior

Professional Service Activities:

2016 Selection committee for Academy of Management's OB Mentoring Award  
2015 Selection committee for Academy of Management's OB Best Paper Award  
2015 Selection committee for Academy of Management's HR early career award  
2015 Selection committee for Academy of Management's OB Mentoring Award  
2014 Selection committee for Academy of Management's HR early career award  
2012-2013 Selection committee for Academy of Management Journal Best Article Award  
2012-2013 Selection committee for OB Division's Lifetime Achievement Award, Academy of Management  
2011 Selection Committee for OB Division's Innovative Student Paper Award, Academy of Management  
2008 Dissertation Proposal Workshop for OMT of the Academy of Management  
2006 Judge for Ernest J. McCormick Award for Distinguished Early Career Contributions, Society for Industrial and Organizational Psychology  
2003-2006 Elected to Executive Committee of Human Resources Division of the Academy of Management  
2005-2006 Chair of Awards Committee, Human Resources Division of the Academy of Management  
2004 Society for Industrial and Organizational Psychology Early Career Contributions Award committee  
2002 Awards Committee, Society for Industrial and Organizational Psychology  
2002 Academy of Management's Newman Award Committee  
2001 Academy of Management Awards Committee  
2000 Organizational Behavior Doctoral Consortium, Academy of Management  
2000 Academy of Management Awards Committee  
2000 Academy of Management, panel member in doctoral consortium for OMT / OB Division  
1999 Academy of Management, panel member in doctoral consortium for HR Division  
1999 National Undergraduate HR Program Evaluation committee, Society for Human Resource Management  
1999 Academy of Management Program Committee, Organizational Behavior Division



1999 Society for Industrial and Organizational Psychology, Reviewer  
1999 Awards Committee, Society for Industrial and Organizational Psychology  
1998 Academy of Management, panel member in doctoral consortium for HR Division  
1998 Academy of Management Program Committee for Organizational Behavior, Human  
Resource Management Divisions  
1998 Awards Committee, Society for Industrial and Organizational Psychology  
1998 Society for Industrial and Organizational Psychology, Reviewer  
1997 Academy of Management Awards Committee for Best Dissertation Award  
1997 Academy of Management Meetings, Reviewer  
1996 Awards Committee, Society for Industrial and Organizational Psychology  
1996 Awards Committee, Academy of Management HR Division, Scholarly Achievement  
1995-20010 Ad Hoc Reviewer for most management journals