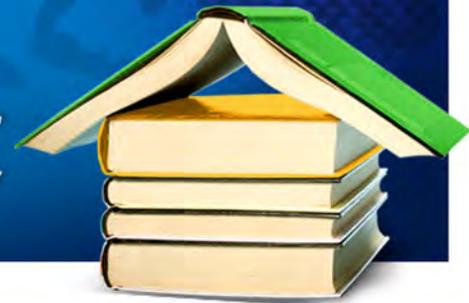


# KellerCenter Research Report



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## Is Work-Family Balance Possible?

*Dawn Carlson, PhD, K. Michele Kacmar, PhD, Joseph G. Grzywacz, PhD,  
Bennett Tepper, PhD, and Dwayne Whitten, DBA*

## Attracting Talent from University Sales Programs to Grow Your Real Estate Agency

*Andrea L. Dixon, PhD, Raj Agnihotri, PhD, Leff Bonney, PhD, Robert Erffmeyer, PhD,  
Ellen Bolman Pullins, PhD, Jane Z. Sojka, PhD, and Vicki West, MBA*

## Unmasking the High-Performing Salesperson

*Christophe Fournier, PhD (France)*

## Managing Consumer Resistance to Internet-Based Services

*Athanasios G. Patsiotis, PhD (Greece), Tim Hughes, PhD (UK), and Don J. Webber, PhD (UK)*

## INSIDER: The Ambivert Advantage

*Clint Justice, MBA Candidate*

## INSIDER: Sales and Marketing the Six Sigma Way

*Natasha Ashton, JD/MBA Candidate*

## INSIDER: Changing the Sales Conversation

*Susan Monaghan, MBA*