



## DAFTAR PUSTAKA

- Andereck, K. L., Valentine, K. M., Knopf, R. C., & Vogt, C. A. (2005). Residents' perceptions of community tourism impacts. *Annals of Tourism Research*, 32(4), 1056–1076.
- Andreoni, J. & Bernheim, B. D. (2009). Social image and the 50–50 norm: a theoretical and experimental analysis of audience effects. *Econometrica*, 77(5), 1607–1636.
- Anthony, R. N., Govindarajan. V., & Dearden, J. (2007). *Management control systems* (Vol. 12). New York: McGraw-Hill.
- Ap, J. (1992). Residents' perceptions on tourism impacts. *Annals of Tourism Research*, 19(4), 665–690.
- Arya, A & Mittendorf, B. (2010). Input price discrimination when buyers operate in multiple markets. *The Journal of Industrial Economics*, 58(4), 846-867.
- Atkinson, A., Kaplan, R., Matsumura, E. M., & Young, S. (2012). *Management accounting information for decision making and strategy execution*. United States: Pearson education, inc.
- Azar, O. H. (2019). Do fixed payments affect effort? Examining relative thinking in mixed compensation schemes. *Journal of Economic Psychology*, 70(October 2018), 52–66.
- Banuri, S., & Keefer, P. (2016). Pro-social motivation, effort and the call to public service. *European Economic Review*, 83, 139–164.
- Bass, B. M., Avolio, B. J., Jung, D. I., & Berson, Y. (2003). Predicting unit performance by assessing transformational and transactional leadership. *Journal of Applied Psychology*, 88(2), 207–218.
- Beal, D. J., Cohen, R. R., Burke, M. J., & McLendon, C. L. (2003). Cohesion and Performance in Groups: A Meta-Analytic Clarification of Construct Relations. *Journal of Applied Psychology*, 88(6), 989–1004.
- Bolino, M. C., & Grant, A. M. (2016). The bright side of being prosocial at work and the dark side too: A review and agenda for research on other-oriented motives, behavior, and impact in organizations. *Academy of Management Annals*, 10(1), 599-670.



- Bourini, I., Jahmani, A., Mumtaz, R., & Al-Bourini, F. A. (2019). Investigating the managerial practices' effect on Employee-Perceived Service Quality with the moderating role of supportive leadership behavior. *European Research on Management and Business Economics*, 25(1), 8–14.
- Bouwens, J., & Van Lent, L. (2007). Assessing the performance of business unit managers. *Journal of Accounting Research*, 45(4), 667–697.
- Bouwens, J., & Steens, B. (2016). Full-Cost transfer pricing and cost management. *Journal of Management Accounting Research*, 28(3), 63-81.
- Brown, P. J., Matolcsy, Z., & Wells, P. (2014). Group versus individual compensation schemes for senior executives and firm performance: Some evidence based on archival data. *Journal of Contemporary Accounting and Economics*, 10(2), 100–114.
- Butt, A. N., & Choi, J. N. (2006). The Effects of Cognitive Appraisal and Emotion on Social Motive and Negotiation Behavior: The Critical Role of Agency of Negotiator Emotion. *Human Performance*, 19(4), 305–325.
- Chang, L., Cheng, M., & Trotman, K. T. (2008). The effect of framing and negotiation partner's objective on judgments about negotiated transfer prices. *Accounting, Organizations and Society*, 33(7–8), 704–717.
- Cheng, M. M., & Hsieh, C. (2009). Transfer price negotiation in the presence of unequal bargaining power: The effect of a peer evaluation scheme on inter-divisional profit distribution. *Australian Accounting Review*, 19(3), 195–206.
- Chiocchio, F., & Essiembre, H. (2009). Cohesion and performance: a meta-analytic review of disparities between project teams, production teams, and service teams. *Small Group Research*, 40(4), 382-420.
- Choi, J. N., Price, R. H., & Vinokur, A. D. (2003). Self-efficacy changes in groups: Effects of diversity, leadership, and group climate. *Journal of Organizational Behavior*, 24(4), 357–372.
- Chong, V. K., & Loy, C. (2015). The effect of a leader's reputation on budgetary slack. *Advances in Management Accounting*, 25, 49-102.
- Chong, V. K., Loy, C. Y., Masschelein, S., & Woodliff, D. R. (2018). The effect of performance evaluation schemes on predicted transfer prices: Do leadership tone and perceived fairness concerns matter? *Management Accounting Research*, 41(March 2016), 11–19.



Clempner, J. B. (2018). Strategic Manipulation Approach for Solving Negotiated Transfer Pricing Problem. *Journal of Optimization Theory and Applications*, 178(1), 304–316.

Cook, K., Molm, L. D., & Yamagishi T. (1993). *Exchange relations and exchange networks: Recent developments in social exchange theory*. Stanford, CA: Stanford University Press.

Cools, M., & Slagmulder, R. (2009). Tax-compliant transfer pricing and responsibility accounting. *Journal of Management Accounting Research*, 21(1), 151–178.

Cropanzano, R., & Mitchell, M. S. (2005). Social exchange theory: An Interdisciplinary review. *Journal of Management*, 31(6), 874–900.

Dal Bó, E., Finan, F., & Rossi, M. A. (2013). Strengthening state capabilities: the role of financial incentives in the call to public service. *Quarterly Journal of Economics*, 128(3), 1169–1218.

Dalimunthe, A. S. (2003). Evaluasi penentuan harga transfer (Studi kasus PT. INTI Bandung). Skripsi. Yogyakarta: UGM.

De Dreu, C. K. W. (2006). Rational self-interest and other orientation in organizational behavior: A critical appraisal and extension of Meglino and Korsgaard (2004). *Journal of Applied Psychology*, 91(6), 1245–1252.

DeJoy, D. M., Della, L. J., Vandenberg, R. J., & Wilson, M. G. (2010). Making work safer: Testing a model of social exchange and safety management. *Journal of Safety Research*, 41(2), 163–171.

Dekker, H. C. (2003). Value chain analysis in interfirm relationships: A field study. *Management Accounting Research*, 14(1), 1–23.

Dekker, H. C. (2004). Control of inter-organizational relationships: Evidence on appropriation concerns and coordination requirements. *Accounting, Organizations and Society*, 29(1), 27–49.

Dragoni, L., & Kuenzi, M. (2012). Better understanding work unit goal orientation: Its emergence and impact under different types of work unit structure. *Journal of Applied Psychology*, 97(5), 1032–1048.

Eisenberger, R., Fasolo, P., & Davis-LaMastro, V. (1990). Perceived organizational support and employee diligence, commitment, and innovation. *Journal of Applied Psychology*, 75(1), 51–59.



- Ellingsen, T., & Johannesson, M. (2008). Pride and prejudice: The human side of incentive theory. *American Economic Review*, 98(3), 990–1008.
- Emerson, R. M. (1976). Social exchange theory. *Annual Review of Sociology*, 2(1), 335–362.
- Euwema, M. C., Wendt, H., & Van Emmerik, H. (2007). Leadership styles and group organizational citizenship behavior across cultures. *Journal of Organizational Behavior*, 28(8), 1035–1057.
- Fehr, E., & Gächter, S. (2011). Fairness and retaliation: The economics of reciprocity. *Advances in Behavioral Economics*, 14(3), 510–532.
- Francis, B., Gupta, A., & Hasan, I. (2015). Impact of compensation structure and managerial incentives on bank risk taking. *European Journal of Operational Research*, 242(2), 651–676.
- Gefen, D., & Keil, M. (1998). The Impact of Developer Responsiveness on Perceptions of Usefulness and Ease of Use: An Extension of the Technoiogy Acceptance Model. *Data Base for Advances in Information Systems*, 29(2), 35–49.
- Ghosh, D. (2000). Complementary arrangements of organizational factors and outcomes of negotiated transfer price. *Accounting, Organizations and Society*, 25(7), 661–682.
- Ghosh, D. (2000). Organizational Design and Manipulative Behavior: Evidence from a Negotiated Transfer Pricing Experiment. *Behavioral Research in Accounting*, 12, 1–30.
- Ghosh, D., & Boldt, M. N. (2006). The effect of framing and compensation structure on seller's negotiated transfer price. *Journal of Managerial Issues*, 18(4), 453-467.
- Gouldner, A. W. (1960). The norm of reciprocity: a preliminary statement. *American Sociological Review*, 25(2), 161-178.
- Griffith, J. (2007). Further considerations concerning the cohesion-performance relations in military settings. *Armed Forces & Society*, 34(1), 138-147.
- Haake, C. J., & Martini, J. T. (2013). Negotiating Transfer Prices. *Group Decision and Negotiation*, 22(4), 657–680.
- Hall, H., Widén, G., & Paterson, L. (2010). Not what you know, nor who you know, but who you know already: Examining online information sharing behaviours



in a blogging environment through the lens of social exchange theory. *Libri*, 60(2), 117–128.

Homans, G. C. (1961). *Social behavior*. New York: Harcourt, Brace, and World.

House, R. J., Hanges, P. J., Mansour, J., Dorfman, P., & Gupta, V. (2004). *Culture, leadership and organizations: The Globe study of 62 societies*. Thousand Oaks. CA: Sage.

Jiang, H., & Shen, H. (2018). Supportive organizational environment, a work-life enrichment, trust and turnover intention: A national survey of PRSA membership. *Public Relations Review*, 44(5), 681-689.

Jin, B., Park, J. Y., & Kim, H. S. (2010). What makes online community members commit? A social exchange perspective. *Behaviour and Information Technology*, 29(6), 587–599.

Judge, R. T., & Stephen. (2018). *Essentials organizational behavior*. United States: Pearson education, inc.

Kachelmeier, S. J., & Towry, K. L. (2002). Negotiated transfer pricing: Is fairness easier said than done? *Accounting Review*, 77(3), 571–593.

Kang, S. K., & Lee, J. (2018). Support of marijuana tourism in Colorado: A residents' perspective using social exchange theory. *Journal of Destination Marketing and Management*, 9(November 2017), 310–319.

Kim, P. H., & Fragale, A. R. (2005). Choosing the path to bargaining power: An empirical comparison of BATNAs and contributions in negotiation. *Journal of Applied Psychology*, 90(2), 373–381.

Kinicki, A & Fugate, M. (2015). *Organizational behavior: A practical, problem-solving approach*. NY: McGraw-Hill.

Koning, L. & Van Dijk, E. (2013). *Motivated cognition in negotiation*. Handbook of Research on Negotiation. USA.

Konovsky, M. A., & Pugh, S. D. (1994). Citizenship behavior and social exchange. *Academy of Management Journal*. *Academy of Management*, 37(3), 656–669.

Lewicki, R. J., Saunders, D. M., & Barry, B. (2006). *Negotiation (5th ed.)*. Boston: McGraw-Hill.

Luft, J. L., & Libby, R. (1997). Profit comparisons, market prices and managers' judgments about negotiated transfer prices. *Accounting Review*, 72(2), 217–229.



- Lumsden, J., Miles, L. K., Richardson, M. J., Smith, C. A., & Macrae, C. N. (2012). Who syncs? Social motives and interpersonal coordination. *Journal of Experimental Social Psychology*, 48(3), 746–751.
- Lopez-Fresno, P., Savolainen, T., & Miranda, S. (2017). The importance of trust and information sharing for integrative negotiations. *Proceedings of the European Conference on Knowledge Management, ECKM*, 1, 598–604.
- Lopez-Fresno, P., & Savolainen, T. (2017). Trust and resilience in integrative negotiations: A qualitative study. *Proceedings of the Intellectual Capital, Knowledge Management & Organisational Learning, ICICKM*, 15, 285-292.
- Mas, A., & Moretti, E. (2009). Peers at work. *American Economic Review*, 99(1), 112–145.
- Mearns, K., Hope, L., Ford, M. T., & Tetrick, L. E. (2010). Investment in workforce health: Exploring the implications for workforce safety climate and commitment. *Accident Analysis and Prevention*, 42(5), 1445–1454.
- Men, L. R., & Yue, C. A. (2019). Creating a positive emotional culture: Effect of internal communication and impact on employee supportive behaviors. *Public Relations Review*, 45(3), 101764.
- Mohelska, H., & Sokolova, M. (2015). Organizational culture and leadership-joint vessels?. *Procedia-Social and Behavioral Sciences*, 171(1), 1011-1016
- Molm, L. D. (1991). Social exchange: Satisfaction in power-dependence relations. *American Sociological Review*, 56(4), 475-493.
- Mondy, R. W. (2010). *Human resource management*. Eleventh edition. New Jersey: Prentice Hall.
- Muthusamy, S. K., & White, M. A. (2005). Learning and knowledge transfer in strategic alliances: A social exchange view. *Organization Studies*, 26(3), 415–441.
- Nahartyo, E. (2013). *Desain dan Implementasi Riset Eksperimen*. Edisi kedua. Yogyakarta: UPP STIM YKPN.
- Nahartyo, E., & Utami, I. (2016). *Panduan Praktis Riset Eksperimen*. Yogyakarta: UPP STIM YKPN.
- Nasution. (2010). *Manajemen mutu terpadu*. Ghalia Indonesia: Jakarta.



- Nunkoo, R. (2016). Toward a More Comprehensive Use of Social Exchange Theory to Study Residents' Attitudes to Tourism. *Procedia Economics and Finance*, 39(November 2015), 588–596.
- Ravenscroft, S. P., Haka, S. F., & Chalos, P. (1993). Bargaining behavior in a transfer pricing experiment. In *Organizational Behavior and Human Decision Processes*, 55(3), 414–443.
- Rivai, V., & Mulyadi, D. (2009). *Kepemimpinan dan perilaku organisasi*. Jakarta: Rajawali pers.
- Settoon, R. P., Bennett, N., & Liden, R. C. (1996). Social exchange in organizations: Perceived organizational support, leader–Member exchange, and employee reciprocity. *Journal of Applied Psychology*, 81(3), 219–227.
- Sharma, P. N., & Pearsall, M. J. (2016). Leading under adversity: Interactive effects of acute stressors and upper-level supportive leadership climate on lower-level supportive leadership climate. *The Leadership Quarterly*, 27(6), 856-868.
- Sharpley, R. (2014). Host perceptions of tourism: A review of the research. *Tourism Management*, 42, 37–49.
- Shiau, W. L., & Luo, M. M. (2012). Factors affecting online group buying intention and satisfaction: A social exchange theory perspective. *Computers in Human Behavior*, 28(6), 2431–2444.
- Sopiah. (2008). *Perilaku organisasional*. Yogyakarta: Andi.
- Sprinkle, G. B. (2003). Perspectives on experimental research in managerial accounting. *Accounting, Organizations and Society*, 28(2-3), 287-318.
- Stollberger, J., Las Heras, M., Rofcanin, Y., & Bosch, M. J. (2019). Serving followers and family? A trickle-down model of how servant leadership shapes employee work performance. *Journal of Vocational Behavior*, 112(February), 158–171.
- Takahashi, H., Shen, J., & Ogawa, K. (2016). An experimental examination of compensation schemes and level of effort in differentiated tasks. *Journal of Behavioral and Experimental Economics*, 61, 12–19.
- Thompson, L. L. (2015). *The mind and heart of the negotiator (3<sup>rd</sup> edition)*. Upper Saddle River, NJ: Prentice Hall.
- Tice, D. M., Butler, J. L., Muraven, M. B., & Stillwell, A. M. (1995). When Modesty Prevails: Differential Favorability of Self-Presentation to Friends and Strangers. *Journal of Personality and Social Psychology*, 69(6), 1120–1138.



- Uhl-Bien, M. (2003). Reciprocity in Manager-Subordinate Relationships: Components, Configurations, and Outcomes. *Journal of Management*, 29(4), 511–532.
- Van Dierendonck, D. (2011). Servant leadership: A review and synthesis. *Journal of Management*, 37(4), 1228–1261.
- Ward, C., & Berno, T. (2011). Beyond social exchange theory. Attitudes toward tourists. *Annals of Tourism Research*, 38(4), 1556–1569.
- Wei, Q., & Luo, X. (2012). The impact of power differential and social motivation on negotiation behavior and outcome. *Public Personnel Management*, 41(5 SPEC. ISSUE), 47–58.
- Wetzel, H. A., Hammerschmidt, M., & Zablah, A. R. (2014). Gratitude versus entitlement: A dual process model of the profitability implications of customer prioritization. *Journal of Marketing*, 78(2), 1–19.
- Whitener, E. M., Brodt, S. E., Korsgaard, M. A., & Werner, J. M. (1998). Managers as Initiators of Trust: An Exchange Relationship Framework for Understanding Managerial Trustworthy Behavior. *The Academy of Management Review*, 23(3), 513-530.
- Wolfe, R. J., & McGinn, K. L. (2005). Perceived relative power and its influence on negotiations. *Group Decision and Negotiation*, 14(1), 3–20.
- Yammarino, F. J., Mumford, M. D., Connelly, M. S., & Dionne, S. D. (2010). Leadership and team dynamics for dangerous military contexts. *Military Psychology*, 22, 15–41.