INVESTIGATING WORKPLACE COMPASSION: A MIXED-METHOD STUDY ON PUBLIC SANITATION WORKERS



A THESIS

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Abstract

Over the past two decades, management academicians and practitioners have paid close attention to compassion (Kanov et al., 2004; Schabram & Heng, 2021). Acts of compassion are motivated by prior or continuous suffering at the individual, organizational, or societal levels, which is an inevitable part of an individual's personal and professional lives (Dutton et al., 2006). Compassion has the potential to alleviate the pain of the sufferer, and research demonstrates that compassion generates positive emotions in the giver, receiver, and witness of compassionate acts at the workplace (Dutton et al., 2014; Schabram & Heng, 2021). According to preliminary theories, compassion enables social (trust, legitimacy), cognitive (attention), and affective (pride, dignity) resources (Dutton et al., 2006). By being ingrained in roles, relationships, processes, structures, and cultures, compassion has a transformative effect on workplaces and has the capacity to enhance results at the individual, team, organizational, and societal levels (Madden et al., 2012; Rynes et al., 2012).

The conceptualization and implications of workplace compassion are demonstrated at different levels through factors woven into the organization and social environment; however, there is a dearth of research linking compassion at different levels with factors embedded in the job and societal context (Dutton et al., 2014). An early evaluation of the literature on compassion and potential areas for future research revealed that power dynamics and occupational settings can influence how compassion is enacted and experienced in the workplace (Dutton et al., 2014; Schabram & Heng, 2021). The current study explores these gaps by studying compassion in one of the stigmatized occupational settings of sanitation work undertaken by municipal corporation workers in India. The World Bank views sanitation work, which includes routinely cleaning roads, pits, septic tanks, public restrooms, and door-to-door garbage collection, as a vital and necessary public service (World Bank, 2019); however, there

are multiple stigmas and sufferings that overshadow the contribution of sanitation workers towards the public.

The work carried out by sanitation workers falls under the category of dirty work that embeds suffering in the form of physical and social taints (Ashforth & Kreiner, 1999). People employed in this work typically have unique occupational and work environments and are at the periphery of their organizational and societal structures. The current study adopts a mixed method approach with semi-structured interviews and multilevel quantitative data to explore and confirm how compassion unfolds amongst sanitation workers and what are the work outcomes of compassion in such stigmatized occupations.

As part of the research study, fieldwork at the different wards and semi-structured qualitative interviews with Darogas (sanitation supervisors) and sanitation workers were conducted. The fieldwork is carried out at different locations under a large municipal corporation in India that employs around 900 employees and includes observation, field notes, and visual aids of the life of sanitation workers in their workplace. The findings from the fieldwork, with interviews of sanitation workers and darogas (their supervisors), discuss different forms of compassion that emerged in sanitation work. The findings also discuss different work-related approaches used by Darogas and sanitation workers, which facilitated compassion in their workplace that positively impacted the work outcomes of sanitation workers. The proposed model was quantitatively tested with data collected from sanitation teams through multilevel modelling. At a macro level, we observed the use of compassion as a resource-facilitating mechanism by sanitation workers (who are effectively situated at one of the bottom-most sections of dirty work) to deal with the suffering engrained in their work.

The study contributes to the current literature on compassion in stigmatized occupations, such as sanitation work. It posits compassion as a positive mechanism to facilitate

individual and collective resources otherwise sanctioned by society. Additionally, it views sanitation work, which is prevalently considered dirty work, through the novel lens of positive organizational scholarship and observes the benefits of incorporating compassion in such stigmatized occupations. The dissertation uses affective events theory (Weiss & Cropanzano, 1996) and conservation of resources (Hobfoll, 1989) to explain the emergence of compassion in sanitation work and how it is connected to its sources and outcomes, thus, theoretically contributing to the literature on the chosen lenses. The findings of the study can help researchers and practitioners working with municipal corporations and local governance institutions to develop humane policies for sanitation workers who experience significant stigma and marginalization due to their involvement in dirty work.

Keywords: Workplace compassion, Stigmatized Occupations, Sanitation work, Positive organizational scholarship, Mixed-method study

Limitations and Future Research

Although the study contributes significantly to the literature on compassion and stigmatized occupations, it is not free from limitations:

First, this study is limited to the context of public sanitation work, there are other forms of dirty work and stigmatized occupations which are not covered in the current study. Future research can take the case of other stigmatized occupations to see the dynamics of emergence of compassion in them. The data for the current study is collected from sanitation workers, future studies can collect data from multiple actors such as supervisors, peers, and objective performance scores. Second, the study is conducted at one of the municipalities of Madhya Pradesh in India. The sanitation workers' conditions and policies for their development can vary across states thus the results are not generalizable all over India. As the data is collected from North west MP, from the Hindi belt. The culture of the region especially hierarchical social architecture and caste system may have influenced the participants responses. However, the stigmatization of these workers is similar across majority of states in India (World Bank et al., 2019). Due to the prevalent marginalization of these workers due to their occupation in the Hindi Belt, there is a possibility that these workers and their supervisors who come from the same community may have developed strong support and bonding mechanisms among themselves which may have impacted the findings of the study. Future research can take other states and can control for differences in policies to demonstrate much stronger results for the emergence of compassion. Third, due to the limitation on field data collection and availability of sanitation workers, the research constructs were captured at the same time. Future research can take a time-lagged or longitudinal design to the counter the limitations in the current study. The current study takes mixed method approach which still has its limitations when it comes to producing causing relationships. Future research can take a full-cycle approach to build a causal model

of the proposed relationship. Fourth, the current sample of the study guided us to use multilevel regression for the analysis of the data which has its own limitations when compared with multilevel structural equation modelling (MLSEM). The future research can use MLSEM to get a more robust result. Fifth, just like other positive concepts, compassion is not free from social desirability and positivity bias. Future research can aim to take diverse methodologies such as experimental methods which can control for these factors.

Conclusion

Compassion is a well-researched topic in the areas of psychology, philosophy, healthcare, and hospitality. Compassion emphasizes humanity, which was primarily overlooked in the management context due to the organization's focus on Taylorian scientific rationales (George, 2014). In the management literature, compassion has established itself as a powerful force that can impact both the wellbeing of an individual in the organization and improve its collective capabilities (George, 2014; Simpson et al., 2015).

In the end, our study informed us that compassion can emerge in sanitation work provided that the supervisors create facilitative conditions for its emergence through effective guidance and leading by example. The resources sanctioned by occupational stigma and dirty work (Aranda et al., 2022; Bosmans et al., 2016; Zhang et al., 2021) gets collectively facilitated through supervisory actions and compassion at the individual and team levels. Supervisory guidance and vicarious learning played a key role in the emergence of compassion in sanitation work. Through this, supervisors not only help sanitation workers be more effective in their work but also create facilitate mechanisms for emergence of compassion that helps in managing the stigma and suffering in sanitation work. This positive spiralling of resources through supervisory actions and compassion helps create a positive internal ecosystem of resource allocation and support. In a socially and economically

sanctioned world of stigmatized occupations (Aranda et al., 2022), it is the empowerment and support of these members which help them gain resources otherwise taken away by social and economic isolation due to dirty work. In addition to this, compassion played a key role in enhancing the worth of these workers along with their motivation and engagement towards work. However, too much dependence on supervisors again created certain limitations on using these resources freely to enhance one's work outcomes and self-worth.

Overall, through this study, we explored how sanitation workers experience work due to the presence of social stigma and devaluation. Through the qualitative and quantitative study, we tried to present how a positive resource facilitating mechanism of compassion can emerge in sanitation work. The conservation of resources theory (Hobfoll, 1989) and affective events theory (Weiss & Cropanzano, 1996) helped us build the theoretical foundations of our proposed relationships. By combining them, we not only were able to explain how compassion emerges in sanitation work but were also able to contribute how these theories can be used to explain positive resource facilitating events in stigmatized occupations. In addition to this, our findings also indicated a boundary condition for conservation of resources theory where resource dependence can actually create negative effects for the gained resources. The current study contributes to the conversation towards dignified inclusion of sanitation workers in the society through one of the positive OB mechanisms, compassion, for which municipal corporations can facilitate training to their supervisors and ground level workers. In addition to this, the study highlighted how societal actions can be initiated to reduce occupational and livelihood challenges experienced by sanitation workers.

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Appendix A

Sr No.	Respondent	Ag e	Gende r	Interview time	Years of experienc e	Role
1	Respondent 1	36	Male	38 minutes 51 seconds	15	Cleaning staff
2	Respondent 2	50	Female	39 minutes 31 seconds	30	Cleaning staff
3	Respondent 3	50	Male	33 minutes 3 seconds	15	Cleaning staff
4	Respondent 4	43	Male	31 minutes 35 seconds	25	Cleaning staff
5	Respondent 5	31	Male	30 minutes 28 seconds	15	Cleaning staff
6	Respondent 6	45	Male	38 minutes 18 seconds	15	Cleaning staff
7	Respondent 7	33	Male	34 minutes 59 seconds	5	Public toilet cleaning staff
8	Respondent 8	29	Male	33 minutes 4 seconds	10	Additional cleaning staff
9	Respondent 9	43	Male	30 minutes 49 seconds	15	Cleaning staff
10	Respondent 10	27	Male	31 minutes 1 second	5	Additional cleaning staff
11	Respondent 11	26	Female	31 minutes 18 seconds	5	Road cleaning staff
12	Respondent 12	43	Male	31 minutes 27 seconds	20	Additional cleaning staff
13	Respondent 13	32	Male	35 minutes 21 seconds	15	Cleaning staff
14	Respondent 14	42	Male	42 minutes 20 seconds	23	Cleaning staff
15	Respondent 15	45	Male	39 minutes 54 seconds	6	Cleaning staff
16	Respondent 16	55	Male	30 minutes 11 seconds	34	Cleaning staff
17	Respondent 17	50	Male	31 minutes 6 seconds	27	Cleaning staff
18	Respondent 18	52	Male	35 minutes 2 seconds	27	Cleaning staff
19	Respondent 19	36	Male	33 minutes 59 seconds	7	Cleaning staff
20	Respondent 20	23	Male	32 minutes 17 seconds	6	Night duty staff
21	Respondent 21	24	Male	36 minutes 48 seconds	5	Night duty staff
22	Respondent 22	38	Male	30 minutes 18 seconds	20	Cleaning staff
23	Respondent 23	39	Male	30 minutes 23 seconds	5	Cleaning staff
24	Respondent 24	25	Male	30 minutes 48 seconds	4	Dump yard staff
25	Respondent 25	25	Male	34 minutes 9 seconds	2	Dump yard staff
26	Respondent 26	22	Male	31 minutes 12 seconds	4	Dump yard staff
27	Respondent 27	27	Male	30 minutes 39 seconds	2	Dump yard staff
28	Respondent 28	36	Female	30 minutes 42 seconds	14	Road cleaning staff
29	Daroga 1	36	Male	33 minutes 3 seconds	15	Daroga
30	Daroga 2	45	Male	33 minutes 53 seconds	15	Daroga
31	Daroga 3	39	Male	50 minutes 30 seconds	15	Daroga

Appendix B

Interview Protocol (प्रतिभागियों के लिए साक्षात्कार अनुसूची)

I प्रारंभिक

- a. (तालमेल स्थापित करना) मेरा नाम _____ है और मैं मन्दसौर से हूँ। आप आज के दिन के बारे में क्या सोचते हैं? इस बार सर्दियाँ उतनी तेज नहीं लगती जितनी पहले हुआ करती थीं? मैं एक पीएचडी छात्र हूं और मुझे लगता है कि आप मेरे पीएचडी कार्य के लिए वास्तव में अच्छी मदद कर सकते हैं।
- b. (उद्देश्य) मैं आपसे आपके काम, आपके सहकर्मियों और पर्यवेक्षक के साथ आपके संबंधों के बारे में कुछ प्रश्न पूछना चाहता हूं। इसके अतिरिक्त, आपकी पृष्ठभूमि और हाल के दिनों में आपके द्वारा अनुभव की गई कठिनाइयों पर कुछ प्रश्न हो सकते हैं।
- c. (प्रेरणा) मैं इस जानकारी का उपयोग अपने पीएचडी थीसिस के लिए करने की उम्मीद करता हूं, और मैं यह सुनिश्चित करता हूं कि मेरे काम में आपकी पहचान गोपनीय रखी जाएगी।
- d. (समय रेखा) साक्षात्कार में लगभग 30-40 मिनट लगने चाहिए। क्या आप इस समय कुछ प्रश्नों के उत्तर देने के लिए उपलब्ध हैं?

II मुख्य भाग

ए (विषय) सामान्य जनसांख्यिकीय जानकारी और कार्य संबंधी जानकारी

- 1. आप कितने समय से x शहर में रहे हैं?
- a. क्या आप मूल रूप से यहीं के हैं?
- 2. आपका काम क्या है, आपको दैनिक आधार पर किस तरह के कर्तव्य सौंपे जाते हैं?
- a. आप अपने काम के बारे में कैसा महसूस करते हैं?
- b. अपने काम के कारण आपको कितनी बार अन्य लोगों के साथ बातचीत करनी पड़ती है?
- c. मुझे अपने सहकर्मियों और पर्यवेक्षक के साथ अपने संबंधों के बारे में कुछ बताएं।

बी (विषय) करुणा का स्रोत

- 1. आप अपने कार्य में किस प्रकार की कठिनाइयों का अनुभव करते हैं?
- 2. क्या आपको लगता है कि उन कठिनाइयों के दौरान यहां कोई आपका मार्गदर्शन करता है?
- 3. आपके कुछ व्यक्तिगत और व्यावसायिक मुद्दे क्या हैं जिनके बारे में आपको लगता है कि आपके सहकर्मी और पर्यवेक्षक अवगत हैं?
- a. क्या आपको लगता है कि ये मुद्दे आपके जीवन का अनिवार्य हिस्सा हैं और ये एक दूसरे को प्रभावित भी करते हैं?
- b. आप व्यक्तिगत स्तर (आत्म-करुणा) पर इन मुद्दों से कैसे निपटते हैं?
- c. आप कैसे सोचते हैं कि अन्य आपके मुद्दों (करुणा) से कैसे निपटते हैं?

दूसरों से करुणा

- a. क्या आप हाल ही में किसी कठिन समय से गुज़रे हैं?
- क्या आपने उस दौरान किसी को आगे आते और आपकी तरफ करुणा दिखाते हुए देखा? करुणाभाव की शुरुआत कैसे हुई?
- c. उन्होंने आपको क्या मदद दी- भावनात्मक, वित्तीय?
- d. क्या आपको लगता है कि अगर वे कठिन समय से गुजरते हैं तो आप भविष्य में उनकी तरफ करुणा दिखा सकते हैं?

सी (विषय) अनुकंपा का अनुभव

1. क्या आप अपने आस-पास के लोगों द्वारा अनुभव की गई किसी भी कठिनाई से अवगत हैं, शायद आपके सहकर्मी या पर्यवेक्षक?

- a. कठिनाई क्या थी? और आपको क्या लगता है कि आपको इसके बारे में कैसे पता चला?
- b. क्या आपको लगता है कि आपके अलावा किसी और ने भी इस पर ध्यान दिया है?
- c. क्या आपने उस व्यक्ति की मदद करने की कोशिश की? क्या सहायता प्रदान की गई?
- d. उनकी करुणा दिखाने के बाद आपको कैसा लगा?
- 2. क्या आपको लगता है कि आपकी करुणा करने के बाद आपका बंधन मजबूत या कमजोर हो गया है?
- a. जब आपने उनकी मदद की है तो आपने अपने रिश्ते में और कौन सी चीजें देखी हैं?
- $\mathsf{b}.$ क्या आपकी मदद ने अन्य लोगों को भी उनकी मदद करने के लिए प्रोत्साहित किया?
- c. पूरे एपिसोड के दौरान आपका सबसे ज्ञानवर्धक अनुभव क्या था?

साक्षी के रूप में करुणा

- a. क्या आपने दर्द और पीड़ा और किसी के आगे आने और उनको प्रेमभाव दिखने की कोई कोई कहानी सुनी है?
- b. उन्हें किस तरह से प्रेमभाव दिखाया गया? क्या सहायता प्रदान की गई?
- c. क्या इसने दूसरों को भी उनकी सहायता करने के लिए प्रेरित किया?
- d. क्या आपको लगता है कि अगर आप वहां होते तो आप उनकी सहायता कर सकते थे ? वह सहायता क्यों और क्या होगी?

डी (विषय) संदर्भ विशिष्ट प्रश्न

- 1. आप अपने काम से कैसे जुड़ते हैं? (सार्थकता, अर्थपूर्णता)
- a. क्या आपको लगता है कि आप जो करते हैं वह आम तौर पर दूसरों या समाज की सहायता करता है?
- b. क्या आप अपने काम में ख़ुद को अभिव्यक्त कर सकते हैं?
- c. क्या आपको लगता है कि आपका काम पर्याप्त स्वायत्तता प्रदान करता है?
- d. क्या आप अपने द्वारा किए गए कार्य से पहचान कर सकते हैं?
- e. क्या आपको लगता है कि आपका काम पूरा हो रहा है और कैसे? आपको काम करने के लिए क्या प्रेरित करता है और आप जो काम करते हैं उसके बारे में आप कैसा महसूस करते हैं?
- 2. काम से जुड़ी कुछ सकारात्मक और नकारात्मक बातें क्या हैं जिनके बारे में आप बात करना चाहते हैं?
- a. क्या आप काम के बाद थकान महसूस करते हैं? क्या आप अपने काम के किसी भी बुरे दिन को याद कर सकते हैं?
- b. क्या आपको लगता है कि आपके काम की सराहना की जाती है- आपके संगठन, प्रबंधक, सहकर्मी, समाज द्वारा?
- c. काम का माहौल और संस्कृति कैसी है? आप इसके बारे में क्या महसूस करते हैं?
- d. यदि कोई नया व्यक्ति आपके काम में शामिल हो रहा है, तो आप उन्हें क्या सलाह देते हैं (क्या आप उन्हें अपने काम के कुछ पहलुओं से बचाते हैं)?
- e. क्या आपको लगता है कि यहां के लोग अक्सर नौकरी छोड़ देते हैं? वे क्यों छोड़ते हैं?
- f. समाज और आपके आस-पास के लोग आपकी नौकरी को कैसे देखते हैं?
- g. क्या ऐसी चीजें हैं जो आपको नौकरी के बारे में परेशान करती थीं लेकिन अब नहीं हैं? यह कैसे बदल गया?
- 3. जब आपके चुनौतीपूर्ण समय में दूसरे ने आगे आकर आपकी मदद की तो आपको कैसा लगा?
- a. क्या इससे थकान कम हुई?
- b. क्या आप कोई अर्थ ढूंढ पाए?
- c. जब आपने यहां दूसरों की मदद की तो आपने क्या महसूस किया?
- d. क्या आपने उनकी चुनौतियों में कमी देखी?
- e. क्या आपको लगता है कि इसने आपके काम को कुछ अर्थ और उद्देश्य दिया?

तृतीय समापन

- a. (संपर्क बनाए रखें) मैं इस साक्षात्कार के लिए आपके द्वारा लिए गए समय की सराहना करता हूं। क्या कुछ और है जो आपको लगता है कि मेरे लिए जानना उपयोगी होगा?
- b. (कार्रवाई की जानी है) मुझे आप से अधिकांश जानकारी प्राप्त हो चुकी है, जिसकी मुझे आवश्यकता थी अगर मैं कुछ स्पष्ट करना चाहता हूं तो क्या आपको कॉल करना ठीक रहेगा?

Appendix C

Constructs And Scale Items For Quantitative Study

Construct	Items in English	Items in Hindi
Experienced compassion (Lilius et al., 2008)	Indicate how frequently you have experienced compassion: On the job From supervisor	इंगित करें कि आपने कितनी बार करुणा का अनुभव किया है: काम पर पर्यवेक्षक से
	From co-workers	सहकर्मियों से
Team compassion (Wee & Fehr, 2021)	My team pays careful attention when other members talk about their troubles. If my team see other member going through a difficult time, the team tries to be caring toward that	जब अन्य सदस्य अपनी समस्याओं के बारे में बात करते हैं तो मेरी टीम ध्यान देती है अगर मेरी टीम दूसरे सदस्य को मुश्किल समय से गुजरते हुए देखती है, तो टीम उस सदस्य की देखभाल करने की कोशिश करती है
	member My team likes to be there for members in times of difficulty My team notices when members	मेरी टीम कठिनाई के समय में सदस्यों के साथ रहना पसंद करती है मेरी टीम नोटिस करती है जब सदस्य परेशान
	are upset, even if they do not say anything My team tries to comfort members who feel sadness	होते हैं, भले ही वे कुछ न कहें मेरी टीम दुखी महसूस करने वाले सदस्यों को दिलासा देने की कोशिश करती है
	My team's heart goes out to members who are unhappy	मेरी टीम का दिल उन सदस्यों के लिए खुल जाता है जो नाखुश हैं
Work Engagement (Schaufeli et al., 2017)	At my work, I feel bursting with energy I am enthusiastic about my job I am immersed in my work	अपने काम पर, मैं ऊर्जा से भरपूर महसूस कर रहा हूँ मैं अपने काम को लेकर उत्साहित हूं मैं अपने काम में डूब जाता हूँ
Supervisory Dependence (Wee & Fehr, 2021)	How dependent are you on your direct supervisor for career goals (e.g., promotion, development) that you care about?	आप कैरियर के लक्ष्यों (जैसे, पदोन्नति, विकास) के लिए अपने प्रत्यक्ष पर्यवेक्षक पर कितने निर्भर हैं?
	How dependent are you on your direct supervisor for resources (e.g., materials, means, information, time, etc.) that you care about?	संसाधनों (जैसे, सामग्री, साधन, सूचना, समय, आदि) के लिए आप अपने प्रत्यक्ष पर्यवेक्षक पर कितने निर्भर हैं?

XX7 1	7771	आप अपना काम करने के लिए प्रेरित क्यों
Work motivation (Grant, 2008)	Why are you motivated to do your work? (Prosocial)	हैं?
	Because I care about benefiting others through my work	क्योंकि मैं अपने काम के माध्यम से दूसरों को लाभान्वित करने की परवाह करता हूं
	Because I want to help others	क्योंकि मैं अपने काम के माध्यम से दूसरों
	through my work	की मदद करना चाहता हूं
	Because I want to have positive	क्योंकि मैं दूसरों पर सकारात्मक प्रभाव डालना
	impact on others	चाहता हूं
	Because it is important to me to	क्योंकि मेरे लिए यह महत्वपूर्ण है कि मैं
	do good for others through my work	अपने काम से दूसरों का भला करूं
Compassion scale	When I hear about someone (a	जब मैं किसी (एक अजनबी) के बारे में
(Plante & Mejia,	stranger) going through a difficult	सुनता हूं कि वह कठिन समय से गुजर रहा
2016)	time, I feel a great deal of compassion for him or her.	है, तो मुझे उसके लिए बहुत दया आती है।
	I tend to feel compassion for	मैं लोगों के लिए करुणा महसूस करता हूं,
	people, even though I do not know them.	भले ही मैं उन्हें नहीं जानता।
	One of the activities that provide	एक गतिविधि जो मुझे मेरे जीवन को सबसे
	me with the most meaning to my	अधिक अर्थ प्रदान करती है, वह है दुनिया में
	life is helping others in the world	दूसरों की मदद करना जब उन्हें मदद की
	when they need help.	ज़रूरत होती है।
	I would rather engage in actions	मैं उन कार्यों में संलग्न होना चाहूंगा जो दूसरों
	that help others, even though they	की मदद करते हैं, भले ही वे अजनबी हों,
	are strangers, than engage in	बजाय उन कार्यों में संलग्न होने के जो मेरी
	actions that would help me.	मदद करेंगे।
	I often have tender feelings	मैं अक्सर लोगों (अजनबियों) के प्रति कोमल
	toward people (strangers) when	भावनाएँ रखता हूँ जब वे जरूरत महसूस करते
	they seem to be in need.	हैं।
Falt month	I feel welved at sweets	मैं कार्यस्थल में मूल्यवान महसूस करता हूं।
Felt worth (Workman, 2014)	I feel valued at work.	मुझे लगता है कि मैं कार्यस्थल पर एक
(Workman, 2014)	I feel like I am an important person at work.	महत्वपूर्ण व्यक्ति हूं।
	I feel like I have the respect of	मुझे ऐसा लगता है कि दूसरे लोग कार्यस्थल
	others at work.	पर मेरा सम्मान करते हैं।
	I feel needed at work.	मेरे कार्यस्थल पर दूसरों को मेरी आवश्यकता है
Vicarious learning	My manager often shares his/her	मेरे प्रबंधक अक्सर अपने पिछले अनुभव,
(Myers, 2021)	prior experiences, expertise, or	विशेषज्ञता या ज्ञान को मेरे साथ साझा करते
	knowledge with me to help my	हैं ताकि मेरे सीखने में मदद मिल सके।
	learning.	मैं अपने प्रबंधक द्वारा मेरे साथ साझा किए
	I am able to draw meaningful lessons from the experiences and	गए अनुभवों और सूचनाओं से सार्थक सबक
	information my manager shares	लेने में सक्षम हूं।
	with me.	
	•	·

Supervisory guidance (Dineen et al., 2006)	My supervisor initiates training and offers advice about what is appropriate to do in our team.	मेरा पर्यवेक्षक प्रशिक्षण शुरू करता है और इस बारे में सलाह देता है कि हमारी टीम में क्या करना उचित है।
	My supervisor coaches me on how to do "the right thing" on the job. My supervisor initiates training and advises me about how to avoid doing the wrong thing.	मेरे पर्यवेक्षक मुझे काम पर "सही काम" करने के तरीके के बारे में बताते हैं। मेरा पर्यवेक्षक प्रशिक्षण शुरू करता है और मुझे सलाह देता है कि गलत काम करने से कैसे बचा जाए। मेरे पर्यवेक्षक मुझे इस बारे में प्रशिक्षित करते
	My supervisor coaches me about how to avoid doing "the wrong thing" on the job.	हैं कि काम पर "गलत काम" करने से कैसे बचा जाए।
Competitive Intensity (Marker	Promotional warfare is intense in our industry.	हमारे उद्योग में प्रचार युद्ध तीव्र है।
Variable) (Assala et al., 2021)	Every time a competitor does something, the others quickly do the same.	हर बार जब कोई प्रतियोगी कुछ करता है, तो दूसरे भी जल्दी से वही करते हैं।
	In our industry, price is the main component of the competitive conflict.	हमारे उद्योग में, कीमत प्रतिस्पर्धी संघर्ष का मुख्य घटक है।