

ETHICAL LEADERSHIP AND SALESPERSON JOB PERFORMANCE: THE IMPACT OF REMOTE SUPERVISION

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ABSTRACT

Remote salespeople are moving away from in-person interactions and toward using technology to keep in contact with their supervisors. There are ethical perspectives that should be considered in a remote work environment. While literature surrounding social learning theory has explored the degree to which behaviors can be acquired by observing and imitating others, there has been little focus on whether salespeople can emulate ethical leadership behavior when they work in a different location from their supervisor. This manuscript proposes a study that examines how remote supervision impacts the relationship between the affective organizational commitment of the salesperson and job performance.