

Academy of Management Journal, Vol. 22, No. 1 | Articles

Source Credibility, Information Favorability, and Job Offer Acceptance

Cynthia D. Fisher, Daniel R. Ilgen and Wayne D. Hoyer

Published Online: 30 Nov 2017 | <https://doi.org/10.5465/255481>

Abstract

The impact of the favorability of information about a job and the source of information upon applicant perception of source credibility and upon job offer acceptance was examined. Results showed that interviewers are the least credible source and that giving negative job information enhanced source credibility but decreased job offer acceptance.



A C A D E M Y O F Management

Academy of Management
555 Pleasantville Road, Suite N200
Briarcliff Manor, NY 10510-8020, USA
Phone: +1 (914) 326-1800
Fax: +1 (914) 326-1900

[Privacy Policy](#) [Logo Use](#)

© 2020 Academy of Management
Powered by Atypon® Literatum