

Title of Article : Stress and Job Satisfaction: A Study of Nigerian Industrial Sales Representatives.

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Abstract: The study explored the stress consequences on job satisfaction among the industrial sales representatives. Based on the data obtained from the respondents, it was observed that some components of job satisfaction, e.g. job context and promotion could predict levels of stress. The other components namely- supervision, co-workers and pay do not predict stress which confirms the findings of other researchers that there are certain variations on how the components of job satisfaction predict stress. These findings are useful in furthering the understanding of the complexity associated with finding out the likely consequences of stress on job satisfaction of Nigerian industrial sales representatives by recommending that the organization should consistently evaluate the components of job satisfaction in a manner in which they can progress in the industry need to be clear to all sales persons.