



Ambidextrous Learning and Employee Job Performance in the Context of Digital Transformation Pressure

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Abstract

Background and Aims: With the acceleration of digital transformation, organizations face increasing pressure that profoundly impacts employee performance. Particularly for non-technical roles, such as sales managers, adapting to technological changes introduces significant stress. Based on the Transactional Theory of Stress and the Ambidextrous Learning Theory, this research aims to explore how perceived digital transformation stress influences employee job performance through ambidextrous learning (exploratory and exploitative learning), while examining the moderating effect of competence perception.

Methodology: The study employs a quantitative research design using questionnaire surveys from 405 sales managers in digitally transforming enterprises. Structural Equation Modeling (SEM) and hierarchical regression analyses were conducted to test hypotheses regarding the relationships between digital transformation stress perception, ambidextrous learning behaviors, competence perception, and employee job performance.

Results: Findings indicate that employees' perceptions of digital transformation stress positively influence their ambidextrous learning behaviors. Specifically, higher stress perception drives employees toward both exploitative learning to optimize current skills and exploratory learning to embrace innovation. Ambidextrous learning significantly mediates the relationship between digital transformation stress perception and enhanced job performance. Additionally, competence perception significantly moderates the relationship between ambidextrous learning and job performance, with employees who perceive higher competence levels demonstrating greater resilience and improved outcomes.

Conclusion: Employees' perception of digital transformation stress critically shapes their learning behavior and job performance. Organizations should provide tailored training and psychological support to foster positive stress coping mechanisms, strengthen employees' ambidextrous learning capabilities, and enhance competence perception, thereby ensuring sustained performance improvement during digital transformation.





Keywords: Digital Transformation; Ambidextrous Learning; Stress Perception; Competence Perception; Employee Job Performance

Introduction

In recent years, digital transformation has emerged as a key driver reshaping organizational strategies, business models, and workplace practices globally. Enterprises increasingly rely on advanced digital technologies such as artificial intelligence, big data analytics, cloud computing, and the Internet of Things to optimize operations, enhance customer experiences, and strengthen competitive advantage. This widespread adoption of digital technologies has not only accelerated innovation but has also profoundly reshaped organizational structures, roles, and daily work practices (Vial, 2019). However, as organizations undergo rapid digitalization, employees, particularly those in non-technical roles such as sales managers, face unprecedented pressures. These pressures include the necessity to quickly adapt to new digital tools, increased workloads, and heightened expectations for productivity and innovation (Tarafdar et al., 2019; Warner & Wäger, 2019).

Digital transformation introduces complex challenges beyond mere technological adoption; it requires substantial behavioral adjustments from employees who must rapidly acquire and apply new skills to thrive in increasingly data-driven environments (Matt et al., 2015). For sales managers, the shift toward digitally driven customer relationship management (CRM) systems, data analytics platforms, and automated marketing tools demands not only new technical competencies but also significant psychological adjustments. Employees must simultaneously adapt their existing skills to new contexts (exploitative learning) and develop entirely new competencies (exploratory learning) to maintain their performance (Escandon-Barbosa et al., 2021). Such dual learning processes, known as ambidextrous learning, have emerged as critical for coping with the pressures and uncertainties associated with digital transformation.

Building on the Transactional Theory of Stress and Coping (Lazarus & Folkman, 1984), this research explores how perceived stress arising from digital transformation influences employee behavior and performance outcomes through ambidextrous learning. According to this theory, stress emerges from the interaction between individuals and their environment, shaped by individual cognitive appraisals, coping strategies, and the perceived availability of resources. In this context, employees experiencing digital transformation stress engage in cognitive appraisals about their ability to cope with technological demands, subsequently influencing their behavioral responses in learning activities (Escandon-Barbosa et al., 2021; Tarafdar et al., 2019). Ambidextrous learning—comprising exploratory learning (the pursuit of new knowledge and innovation) and





exploitative learning (optimizing and refining existing knowledge)—is proposed as a vital mechanism through which employees respond adaptively to digitalization pressures.

Moreover, the study integrates competence perception as a moderating factor in this process. Competence perception, defined as an employee's self-assessment of the skills and resources necessary to successfully perform job tasks, significantly shapes individuals' responses to stressors and their willingness to engage in learning behaviors (Zhang & Wang, 2023). Employees with high competence perception are likely to approach digital transformation challenges proactively, viewing them as opportunities for growth, thereby enhancing their performance outcomes (Kumari & Gupta, 2021). Conversely, employees with lower perceived competence may experience heightened anxiety and resist adopting new learning practices, negatively affecting their performance.

Despite extensive research on digital transformation and organizational learning, the specific mechanisms linking perceived stress from digital transformation to employee performance through ambidextrous learning remain underexplored, especially among non-technical employees. This research addresses this gap by examining these relationships explicitly among sales managers, a group representative of non-technical personnel deeply affected by digital transformation pressures. Through this investigation, the study aims to provide theoretical insights and practical guidance for organizations seeking to effectively manage employee stress, optimize learning behaviors, and sustain high employee performance amid ongoing digital transformation.

Objectives

The objectives of this study are:

1. To examine how perceived digital transformation stress influences employees' ambidextrous learning behaviors (exploratory and exploitative learning).
2. To investigate the impact of ambidextrous learning on employee job performance under digital transformation stress.
3. To explore the mediating role of ambidextrous learning between digital transformation stress perception and employee job performance.
4. To analyze the moderating effect of employees' competence perception on the relationship between ambidextrous learning and job performance.

Literature Review

Digital Transformation Stress Perception

Digital transformation involves integrating advanced digital technologies into organizational operations, fundamentally altering employees' job roles, tasks, and working environments (Vial,





2019). Stress, according to Lazarus and Folkman's (1984) Transactional Theory of Stress, arises from the cognitive appraisal of individuals perceiving environmental demands as exceeding their available resources or capabilities. Employees in non-technical roles, especially sales managers, frequently experience heightened digital transformation stress because their tasks shift from traditional face-to-face interactions toward data-driven decision-making and digital customer engagement, necessitating rapid and continual skill updating (Chanias, Myers, & Hess, 2019). The perceived stress can manifest as a threat, linked to fear of losing relevance or job roles, or as a challenge, associated with opportunities for personal and professional growth (Ismail, Suharto, & Suwarno, 2023). Understanding how employees perceive these stressors is essential for organizations to facilitate effective adaptation and prevent potential negative outcomes, including reduced job satisfaction, burnout, or turnover intentions (Babicka-Wirkus et al., 2021).

Ambidextrous Learning

Ambidextrous learning refers to an organization's capability to simultaneously engage in exploratory learning (seeking innovation and new knowledge) and exploitative learning (refining and optimizing existing skills and processes) (Escandon-Barbosa et al., 2021; Alatwi, Soomro, & Lakan, 2021). Exploratory learning emphasizes experimentation, risk-taking, and innovation, empowering employees to develop novel approaches and competencies, while exploitative learning promotes incremental improvement, efficiency, and reliability through continuous application and optimization of current knowledge and skills (Wu, Zhao, & Zuo, 2021). Under the dynamic conditions of digital transformation, ambidextrous learning provides a strategic pathway for employees to manage immediate demands and long-term adaptability. Employees who effectively engage in ambidextrous learning can better balance adapting to new technological demands and improving existing workflows, thus enhancing their resilience and sustaining performance amid organizational change (Escandon-Barbosa et al., 2021). Previous studies suggest that ambidextrous learning positively correlates with organizational innovation, employee adaptability, and overall job performance (Alatwi et al., 2021; Chaolin, Can, & Dongqin, 2023).

Competence Perception as a Moderator

Competence perception serves as a critical moderating variable influencing how employees engage in ambidextrous learning and how this engagement translates into performance outcomes (Zhang & Wang, 2023; Kumari & Gupta, 2021). Employees with high perceived competence are more likely to respond positively to digital transformation-induced stress by actively engaging in exploratory and exploitative learning strategies, viewing these pressures as opportunities for growth. Conversely, low perceived competence tends to increase perceived threats, making employees hesitant to embrace new technologies and innovative practices, thus weakening the positive impacts of ambidextrous learning on job performance (Ng & Yeo, 2019). Recognizing the



moderating role of competence perception allows organizations to provide targeted training and supportive resources to enhance employees' self-efficacy, fostering positive coping and learning behaviors that improve overall job performance during digital transformation.

Conceptual framework

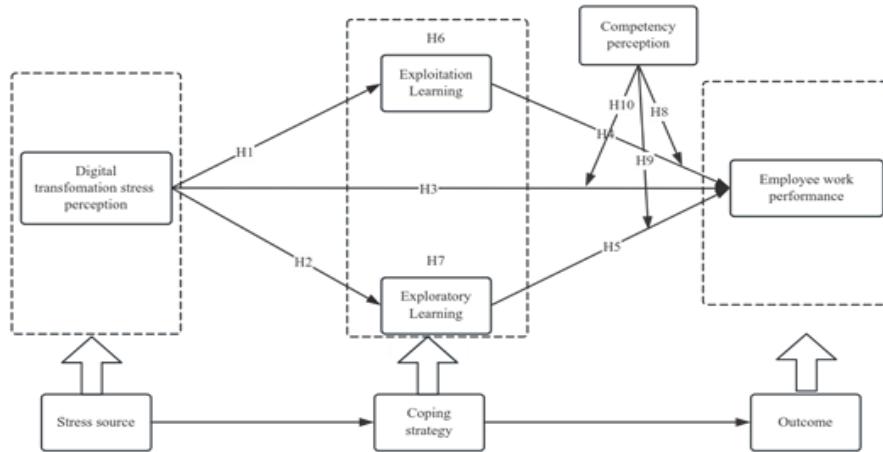


Figure 1 Conceptual framework

Methodology

This study employs a quantitative research approach, using a structured questionnaire to collect empirical data from 405 sales managers working in enterprises experiencing digital transformation. Respondents were selected through purposive sampling, targeting those significantly affected by the adoption of new digital technologies and tools within their organizations.

The questionnaire consisted of validated measurement scales to assess four primary constructs: digital transformation stress perception, ambidextrous learning (exploratory learning and exploitative learning), competence perception, and employee job performance. Data analysis involved two primary techniques: Structural Equation Modeling (SEM) was applied to test the relationships among digital transformation stress perception, ambidextrous learning, and job performance, while hierarchical regression analysis was employed to examine the moderating role of competence perception.

This rigorous methodological approach enabled comprehensive testing of the hypothesized relationships, providing clear insights into the mechanisms through which digital transformation stress influences employee performance via ambidextrous learning, and highlighting the significance of employees' competence perception in moderating these effects.



Results

Table 1 Correlation analysis

Variables	DTSP	ELA	CP
DTSP	1		
ELA	.499**	1	
ELB	.431**	.459**	1

The correlation coefficient between DTSP and ELA is 0.499 ($p<0.01$), indicating that there is a moderately strong positive correlation between digital transformation pressure perception and exploratory learning. The correlation coefficient with ELB is 0.431 ($p<0.01$), indicating that there is a moderately strong positive correlation between digital transformation pressure perception and utilization learning.

The correlation coefficient between ELA and ELB is 0.459 ($p<0.01$), indicating that there is a moderately strong positive correlation between exploratory learning and utilization learning. The correlation coefficient with EWP is 0.422 ($p<0.01$), indicating that exploratory learning has a certain degree of positive correlation with employee work performance. The correlation coefficient with CP is 0.435 ($p<0.01$), indicating that there is a certain positive correlation between exploratory learning and competence perception.

In summary, the correlations between all latent variables are between 0.386 and 0.499, all reaching the significance level of 0.01, indicating that there is a significant positive correlation between them. The correlation coefficient between DTSP and ELA is the highest (0.499), indicating that the pressure perception of digital transformation has a strong impact on exploratory learning.

The correlation coefficient between ELB and EWP is high (0.496), indicating that exploitative learning plays a significant role in improving employee performance. The correlation matrix shows that the relationship between the latent variables is close but not overlapping, which supports the theoretical hypothesis of the model and provides a basis for subsequent path analysis.

Table 2 Direct Path

Path		Estimate	P-Value	验证结果
ELA	<---	DTSP	0.549	***
ELB	<---	DTSP	0.489	***
EWP	<---	DTSP	0.198	0.013
EWP	<---	ELA	0.168	0.017





Path	Estimate	P-Value	验证结果
EWP <--- ELB	0.343	***	支持

(1) DTSP→ELB: The standardized factor loading (Estimate) of the impact path of digital transformation pressure perception on exploratory learning is 0.489, $P < 0.05$, indicating that digital transformation pressure perception will prompt employees to use existing knowledge and skills to cope with digital challenges. Research hypothesis H1 is supported.

(2) DTSP→ELA: The standardized factor loading (Estimate) of the impact path of digital transformation pressure perception on exploratory learning is 0.549, $P < 0.05$, indicating that the improvement of digital transformation pressure perception will significantly promote the development of exploratory learning. Research hypothesis H2 is supported.

(3) DTSP→EWP: The standardized factor loading (Estimate) of the impact path of digital transformation pressure perception on employee work performance is 0.198, $P < 0.05$, indicating that digital transformation pressure perception has a significant positive impact on employee work performance. Research hypothesis H3 is supported.

(4) ELB→EWP: The standardized factor loading of the path of the impact of utilization learning on employee work performance (Estimate) = 0.343, $P < 0.05$. Utilization learning has a significant positive impact on employee work performance, and the research hypothesis H4 is supported.

(5) ELA→EWP: The standardized factor loading of the path of the impact of exploratory learning on employee work performance (Estimate) = 0.168, $P < 0.05$, indicating that exploratory learning has a significant positive impact on employee work performance, and the research hypothesis H5 is supported.

Table 3 Mediating Effect

Parameter	Estimate	Confidence interval 95%		P
		Lower	Upper	
DTSP-ELA-EWP	0.090	0.009	0.178	0.031
DTSP-ELB-EWP	0.175	0.109	0.250	0

(1) In the DTSP → ELA → EWP path, the indirect effect value (Estimate) is 0.090, the confidence interval is [0.009, 0.178], the confidence interval does not include 0, $P < 0.05$; this indicates that exploratory learning plays a mediating role between the perceived pressure of





digital transformation and employee work performance, that is, the increase in digital pressure will indirectly improve employee work performance by promoting exploratory learning.

(2) In the DTSP → ELB → EWP path, the indirect effect value (Estimate) is 0.175, the confidence interval is [0.109, 0.250], the confidence interval does not include 0, $P < 0.05$, which indicates that exploitative learning plays a key mediating role between the perceived pressure of digital transformation and employee work performance, that is, driven by the perception of pressure, employees significantly improve their work performance by more efficiently utilizing their existing knowledge and skills.

Discussion

The results of this study align well with existing theoretical frameworks, particularly stress theory and ambidextrous learning theory, highlighting significant relationships among digital transformation stress perception, ambidextrous learning, competence perception, and employee work performance.

Firstly, the findings confirm that digital transformation stress perception significantly motivates employees to engage in ambidextrous learning behaviors, supporting previous literature suggesting that perceived stressors can stimulate proactive adaptation (Tarañdar, Cooper, & Stich, 2019; Escandon-Barbosa et al., 2021). Employees perceiving higher digital transformation stress are likely motivated to seek new knowledge (exploratory learning) and optimize existing skills (exploitative learning) to effectively manage workplace demands. Organizations should thus leverage this positive aspect of stress to encourage active participation in continuous learning initiatives.

Secondly, the positive relationship between ambidextrous learning and employee job performance aligns with earlier studies indicating that effectively balancing exploratory and exploitative learning enhances adaptability, innovation, and overall productivity (Alatwi, Soomro, & Lakhan, 2021; Wu, Zhao, & Zuo, 2021). Specifically, exploitative learning enables immediate performance improvements by refining existing skills, while exploratory learning ensures long-term performance sustainability through innovation and skill expansion.

Importantly, this research demonstrates that competence perception plays a critical moderating role in the relationship between ambidextrous learning and employee job performance. Employees with higher perceived competence effectively leverage ambidextrous learning to enhance their job outcomes, confirming prior studies emphasizing the importance of self-efficacy and competence perception in managing workplace stress and change (Kumari & Gupta, 2021; Zhang & Wang, 2023). Organizations should thus prioritize competency development





and confidence-building initiatives to optimize employees' responses to digital transformation pressures.

In conclusion, the findings emphasize that managing digital transformation-related stress involves not only introducing advanced technologies but also cultivating positive psychological perceptions and ambidextrous learning behaviors among employees. Enterprises should implement targeted interventions—including structured training programs, psychological support, and proactive competency development—to transform digital challenges into opportunities for performance enhancement. This study enriches the existing theoretical frameworks by explicitly demonstrating the mediating role of ambidextrous learning and the moderating influence of competence perception, providing actionable insights for both researchers and practitioners navigating digital transformation.

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