

**THE RELATIONSHIP BETWEEN  
TRANSFORMATIONAL LEADERSHIP BEHAVIORS AND  
ORGANIZATIONAL CITIZENSHIP BEHAVIOR**

**By  
SITI SALASIAH WAN**

**Thesis Submitted to the Centre for Graduate Studies,  
Universiti Utara Malaysia,  
In Fulfillment of the Requirement for the Degree of Masters of  
Management**

**November 2009**



**KOLEJ PERNIAGAAN**  
(College of Business)  
Universiti Utara Malaysia

**PERAKUAN KERJA KERTAS PROJEK**  
(Certification of Project Paper)

Saya, mengaku bertandatangan, memperakukan bahawa  
(I, the undersigned, certified that)  
**SITI SALASIAH BT WAN (803607)**

Calon untuk Ijazah Sarjana **SARJANA SAINS (PENGURUSAN)**  
(Candidate for the degree of) **MASTER OF SCIENCE (MANAGEMENT)**

telah mengemukakan kertas projek yang bertajuk  
(has presented his/her project paper of the following title)

**THE RELATIONSHIP BETWEEN TRANSFORMATIONAL LEADERSHIP BEHAVIORS  
AND ORGANIZATIONAL CITIZENSHIP BEHAVIOR**

Seperti yang tercatat di muka surat tajuk dan kulit kertas project  
(as it appears on the title page and front cover of the project paper)

Bahawa kertas projek tersebut boleh diterima dari segi bentuk serta kandungan dan meliputi bidang ilmu dengan memuaskan.  
(that the project paper acceptable in the form and content and that a satisfactory knowledge of the field is covered by the project paper).

Nama Penyelia UUM : **DR. FAIS BIN AHMAD**  
(Name of Supervisor)

Tandatangan : \_\_\_\_\_  
(Signature)

Nama Penyelia INTAN : **DR. ANESEE BIN IBRAHIM**  
(Name of Supervisor)

Tandatangan : \_\_\_\_\_  
(Signature)

Tarikh : **03 NOVEMBER 2009**  
(Date)

## **PERMISSION TO USE**

In presenting this thesis as partial requirement for a post graduate degree from Universiti Utara Malaysia, I hereby consent to the Universiti Library to freely make available this thesis for references and inspection. I further consent to the copying of this thesis in any manner, in whole or in part, for academic purpose which may also be granted by my supervisor or, in their absence by the Dean of College of Business. It is understood that any copying or publication or use of this thesis or parts thereof for financial gain shall be given to me and the Universiti Utara Malaysia for any academic use which may be made of any material from my thesis.

## **ABSTRAK**

Objektif kajian ini ialah untuk melihat perhubungan di antara tingkahlaku kepimpinan transformasi dan dimensi-dimensinya terhadap tingkahlaku kewarganegaraan organisasi (OCB). Dimensi-dimensi dalam tingkahlaku kepimpinan transformasi ialah pengaruh ideal, motivasi inspirasi, merangsang secara intelek dan pertimbangan individu. Selain daripada itu, ia juga bertujuan untuk mengenalpasti sebarang perbezaan yang wujud dalam tahap OCB responden berdasarkan faktor tempoh masa mereka di dalam gred jawatan semasa dan juga tempat bertugas. Responden kajian terdiri daripada 190 pegawai kanan Kastam Diraja Malaysia gred 41 dan 44 yang bertugas di Pulau Pinang, Wilayah Persekutuan Kuala Lumpur, Pahang, Johor dan Lapangan Terbang Antarabangsa Kuala Lumpur. Data-data telah dianalisis menggunakan perisian SPSS versi 15. Ujian pekali korelasi Pearson, ujian regrasi berganda dan ujian ANOVA telah dilaksanakan. Hasil ujian korelasi mendapati terdapat perhubungan yang signifikan di antara tingkahlaku kepimpinan transformasi dan setiap dimensi di dalamnya terhadap OCB. Ujian regrasi berganda pula mendapati hanya faktor pengaruh sahaja yang memberi kesan terhadap OCB. Hasil ujian ANOVA pula menunjukkan terdapat perbezaan yang signifikan dalam OCB berdasarkan tempoh masa dalam gred jawatan semasa. Bagaimanapun, didapati tiada perbezaan dalam OCB responden berdasarkan faktor tempat mereka bertugas.

## **ABSTRACT**

The main objective of this study is to determine the relationship between transformational leadership behavior and its dimensions and organizational citizenship behavior (OCB). The dimensions of transformational leadership behavior are idealized influence, inspirational motivation, intellectual stimulation and individualized consideration. This study also intends to examine whether any differences on OCB exist among the respondents based on the length of time they have been in their current grade and their place of work. Respondents of this study were 190 senior officers of grade 41 and 44 of Royal Malaysian Customs Department at Pulau Pinang, Wilayah Persekutuan Kuala Lumpur, Pahang, Johor, and Kuala Lumpur International Airport. Data were analyzed using SPSS version 15. The tests conducted were Pearson's Correlation, multiple regression and one-way ANOVA. The Pearson's Correlation showed that transformational leadership behavior, as well as each of its dimensions was correlated to OCB. However, multiple regression tests showed that OCB was significantly influenced by only one dimension; idealized influence. The findings of the one-way ANOVA showed that there were significant differences in respondents OCB based on the length of time they have been in their current grade. It was also found that there were no differences in respondents' OCB based on their place of work.

## **ACKNOWLEDGEMENTS**

First of all, my praise to Allah, who has blessed me with inner strength to complete this project paper.

I would like to express my sincere thanks to both my supervisors, Dr. Fais Ahmad of Universiti Utara Malaysia for his guidance and comments and Dr. Anessee Ibrahim of Institut Tadbiran Awam Negara (INTAN) for his statistical knowledge that helped in analyzing the data and the outcomes. I would also like to express my sincere gratitude to Associate Professor Dr. Abu Bakar Hamed for his insightful comments.

A special thank you to state training officers of Royal Malaysian Customs Department; YM Tengku Mat Raduan, Tuan Roslan Yusof , Puan Noor Arini Mat Daud , Tuan Soh Tek Liang and Puan Siti Fatimah for their cooperation in this study.

Not forgotten, my appreciation goes to my parents and siblings for their kind consideration. To my children, Zafirah, Zafri, Zahin and Zulfah Aqilah , I thank you for your understanding. To my husband Zainuddin Mohamad, thank you for the patience, support, and encouragement and for always being there for me.

I also thank those who I have not mentioned here but in many ways propelled me to strive toward greater heights.

## TABLE OF CONTENTS

	Page
Permission to Use	ii
Abstrak	iii
Abstract	iv
Acknowledgement	v
Table of Contents	vi
List of Tables	xi
List of Figures	xiii

### CHAPTER 1: INTRODUCTION

1.0	Introduction	1
1.1	Problem Statement	4
1.2	Research Questions	9
1.3	Research Objectives	10
1.4	Significance of the Study	11
1.5	Scope of the Study	12
1.6	Limitation of the Study	13

### CHAPTER 2 : LITERATURE REVIEW

2.0	Introduction	14
2.1	Organizational Citizenship Behavior	14
2.2	Transformational Leadership	17

2.3	Idealized Influence	19
2.4	Inspirational Motivation	19
2.5	Intellectual Stimulation	19
2.6	Individualized Consideration	20
2.7	Relationship between Transformational Leadership and OCB	20
2.8	Summary of Literature Review	22

### CHAPTER 3 : RESEARCH METHODOLOGY

3.0	Introduction	25
3.1	Theoretical Framework	26
3.2	Conceptual Definitions	27
3.2.1	Organizational Citizenship Behaviors	27
3.2.2	Transformational Leadership	28
3.2.3	Idealized Influence	29
3.2.4	Inspirational Motivation	29
3.2.5	Intellectual Stimulation	30
3.2.6	Individualized Consideration	30
3.3	Hypotheses	31
3.4	Research Design	32
3.5	Population and Sampling	33
3.6	Operational Definition	35
3.7	Questionnaires Design	37



3.8	Pilot Study	39
3.9	Data Collection	39
3.10	Reliability Test	42
3.10.1	Pilot Study	43
3.10.2	Main Study	43
3.11	Normality Test	44
3.12	Linearity Test	45
3.13	Data Analysis Techniques	45
3.13.1	Descriptive Analysis	46
3.13.2	Inferential Analysis	46
3.14	Summary of Tests of Hypotheses	49
3.15	Conclusion	50

## CHAPTER 4 : RESULTS AND DISCUSSION

4.0	Introduction	51
4.1	Descriptive Statistics On Demographical Factors of the Respondents	
4.1.1	Age	51
4.1.2	Gender	52
4.1.3	Current Grade	53
4.1.4	Years in Current Grade	53
4.1.5	Highest Academic Qualification	54

4.1.6	Place of Work	55
4.1.7	Superior's Gender	56
4.1.8	Duration of Working With Superior	57
4.2	Testing of the Hypotheses	58
4.2.1	Hypothesis 1	59
4.2.2	Hypothesis 2	60
4.2.3	Hypothesis 3	61
4.2.4	Hypothesis 4	62
4.2.5	Hypothesis 5	63
4.2.6	Hypothesis 6	64
4.2.7	Hypothesis 7	66
4.3	Summary of Results of the Tests	69
4.4	Conclusion	70

## CHAPTER 5 : CONCLUSION AND RECOMMENDATION

5.0	Introduction	71
5.1	Objective Achievement	72
5.2	Recommendation	75
5.3	Future Research	77
5.4	Conclusion	77

REFERENCES	78
------------	----

## APPENDICES

Appendix A : Correspondence	82
Appendix B : Survey Questionnaire	87
Appendix C : Table	97
Appendix D : SPSS Output	99

## LIST OF TABLES

Table		Page
Table 1.1	Number of complaints received by Public Complaints Bureau	5
Table 2.1	Literature review on OCB	22
Table 2.2	Literature review on transformational leadership	23
Table 2.3	Literature review on transformational leadership and OCB	24
Table 3.1	Population of customs officers	34
Table 3.2	Number of items in the questionnaire	38
Table 3.3	Date of questionnaires sent and returned	41
Table 3.4	Number of questionnaires sent and returned	42
Table 3.5	Cronbach's alpha for pilot test	43
Table 3.6	Cronbach's alpha for main study	44
Table 3.7	The strength of correlation value	47
Table 3.8	Linear regression equation	48
Table 3.9	Statistical analyses	49
Table 4.1	Frequency distribution by age group	52
Table 4.2	Frequency distribution by gender	52
Table 4.3	Frequency distribution by grade	53
Table 4.4	Frequency distribution by years in current grade	54

Table 4.5	Frequency distribution by highest academic qualification	55
Table 4.6	Frequency distribution by place of work	56
Table 4.7	Frequency distribution by superior's gender	56
Table 4.8	Frequency distribution by duration of working with current superior	57
Table 4.9	Results of correlation analysis	58
Table 4.10	Correlation between transformational and OCB	59
Table 4.11	Correlation between idealized influence and OCB	60
Table 4.12	Correlation between inspirational motivation and OCB	61
Table 4.13	Correlation between intellectual stimulation and OCB	62
Table 4.14	Correlation between individualized consideration and OCB	63
Table 4.15	Multiple regression analysis	64
Table 4.16	Results of ANOVA analysis on length in current grade	66
Table 4.17	Post Hoc tests - length in current grade	67
Table 4.18	Results of ANOVA analysis on place of work	68
Table 4.19	Summary of tests of hypotheses	69

## List of Figures

Figure		Page
Figure 3.1	Theoretical Framework	26

## **CHAPTER ONE**

### **INTRODUCTION**

#### **1.0 Introduction**

Organizational citizenship behavior or better known as OCB was first introduced by Bateman and Organ (1983) twenty six years ago. Since then, it has been studied extensively and has been significantly associated with positive performance of an organization. Yet, in Malaysia, despite the apparent importance of OCB to organizations, not many studies were conducted and it is very rarely highlighted by the management in the public sector.

According to Organ (1988), OCB is defined as individual behavior that is discretionary, not directly or explicitly recognized by the formal reward system, and that in the aggregate promotes the effective functioning of the organization.

OCB has been identified as vital to the effectiveness of organizations and teams (Bateman and Organ, 1983; Organ, 1988 and Podsakoff, 1997). Previous researchers noted that OCB have contributed to organizational commitment (Podsakoff, MacKenzie and Boomer, 1996), and service quality (Bienstock, DeMoranville and Smith, 2003). Studies by Wayne, Liden, Graf and Ferris (1997) and Deluga (1998) showed that leader-

The contents of  
the thesis is for  
internal user  
only



## REFERENCES

- Ahmad Sarji, A. H. (1994). Wawasan pentadbiran awam Malaysia. INTAN. Kuala Lumpur
- Ali, A., Abu, D. S., Aminah, A., & Bahaman, A. S. (2008). The relationship between transformational leadership behaviors, organizational justice, leader-member exchange, perceived organizational support, trust in management and organizational citizenship behaviors. *European Journal of Scientific Research*, 23(2), 227-242.
- Ali, A., Abu, D. S., Aminah, A., & Bahaman, A. S. (2008). The relationship between leader-member exchange, organizational inflexibility, perceived organizational support, interactional justice and organizational citizenship behavior. *African Journal of Business Management*, 2(8), 138-145.
- Aquino, K. & Bommer, W. H. (2003). Preferential mistreatment: How victim status moderates the relationship between organizational behavior and workplace victimization. *Organizational Science*, 14(4), 374-385.
- Bamberger, P. & Mashoulam, I. (2000). Human resource strategy: Formulation, implementation and impact. Sage Publications, Thousand Oaks. CA
- Bass, B. M. (1985). *Leadership and Performance beyond Expectations*, Basic Books, New York.
- Bass, B. M. & Avolio, B. J. (2004). *Multifactor Leadership Questionnaire*, Mind Garden, Inc
- Bateman, T. S. & Organ, D. W. (1983). Job satisfaction and the good soldier: the relationship between affect and employee citizenship. *Academy of Management Journal*, 26(4), 587 – 595.
- Bienstock, C. C., DeMoranville, C. W., & Smith, R. K. (2003). Organizational citizenship behavior and service quality. *Journal of Services Marketing*, 17(4), 357-378.
- Bolino, M.C. (1999). Citizenship and impression management: Good soldiers or good actors. *Academy of Management Review*, 24(1), 82-98.
- Brown, E. A. (2008). Dimensions of transformational leadership and relationship with employee performance in hotel front desk staff. Retrieved from ProQuest LLC.

- Burns, J. (1978). *Leadership*. New York : Harper & Row.
- Casimir, G. (2001). Combinative aspects of leadership style: The ordering and temporal spacing of leadership behaviors. *Leadership Quarterly*, 12(3).
- Chelladurai, P. (1999). *Human resource management in sport and recreation*. Human Kinetics. Champaign, IL.
- Che Su, M., Maznah, A.H. & Faizah, A. (2007). The relationship between work culture and organizational citizenship behavior among Malaysians employees. Paper presented at The International Conference, Singapore Management University,
- Coakes, S. J., Steed, L. & Dzidic, P. (2006). *SPSS version 13 for windows: analysis without anguish*. Australia: John Wiley and Sons Australia Ltd.
- De Jong, J. P. J., & Hartog, D. N. D. (2007). How leaders influence employees' innovative behavior. *European Journal of Innovation Management*, 10(1), 41-64.
- Deluga, R. J..(1998). Leader-member exchange quality and effectiveness ratings. *Group & Organization Management*, Vol. 23(2), 189-216.
- Ehrhart, M. G. (2004). Leadership and procedural justice climate as antecedents of unit-level organizational citizenship behavior. *Personnel Psychology*, 57(1), 61-95.
- Findley, H. M., Giles, W. F., Mossholder, K. W..(2000). Performance appraisal process and system facets: Relationships with contextual performance. *Journal of Applied Psychology*, Aug2000, Vol. 85(4), p634-640
- Gadot, E. V. (2007). Leadership style, organizational politics, and employees' performance. *Personnel Review*, 36(5), 661-683.
- Gerome, S. C. (2008). An examination of relationships between transformational leadership behavior and interactive justice perceptions among membership of a local chapter of human resource professionals. Retrieved from ProQuest LLC.
- Gill, A.S., Flaschner, A.B., & Shacher, M. (2006). Mitigating stress and burnout by implementing transformational-leadership. *International Journal of Contemporary Hospitality Management*, 18, 469-481.

- Hackett, R. D., Farh, J.L., Chen,Z., Wang, A. C. & Cheng, B. S. (2006). Transformational leadership and OCB: A test of a moderated mediated model. *Academy of Management*.
- Jamaluddin, A.D. & Malek, M. Y. (2005). Strengthening Public Service Delivery: Forging Ahead Together. INTAN, Kuala Lumpur.
- Kelloway, E. K., & Barling, J. (2000). What we have learned about developing transformational leader. *Leadership & Organization Development Journal*, 21(7), 355-362.
- Kelly, M. L. (2003). Academic advisers as transformational leaders. *The Mentor: An Academic Advising Journal*
- Kent, T. W., Crotts, J. C., & Azziz, A. (2001). Four factors of transformational leadership behavior. *Leadership & Organization Development Journal*, 22(5), 221-229.
- LePine,J.A., Erez,A. & Johnson,D.E.(2002). The nature and dimensionality of organizational citizenship behavior: A critical review and meta-analysis. *Journal of Applied Psychology*, 87(1), 52-65.
- Lo, M. C., Ramayah, T., & Kueh, J. S. H. (2006). An investigation of leader member exchange effects on organizational citizenship behavior in Malaysia. *Journal of Business and Management*, 12(1), 5-23.
- Lo, M. C., & Ramayah, T. (2009). Dimensionality of organizational citizenship behavior (OCB) in a multicultural society: The case of Malaysia. *International Business Research*, 2(1), 48-55.
- Organ, D. W. (1988). Organizational citizenship behavior: the good soldier syndrome. Lexington Books. Lexington, MA.
- Organ, D. W., Podsakoff, P. M. & MacKenzie, S. B. (2005). Organizational citizenship behavior: Its antecedents and consequences. *Business and Economics*.
- Parry, K.W. & Proctor-Thomson, S. B. (2003). Leadership, culture and performance: The case of the New Zealand public sector. *Journal of Change Management*, 3(4),376-399.
- Podsakoff, P. M., MacKenzie, S. B., & Bommer, W. H. (1996). Transformational leader behaviors and substitutes for leadership as determinants of employee satisfaction, commitment, trust, and organizational citizenship behaviors. *Journal of Management*

Public Complaints Bureau website at <http://www.pcb.gov.my/Annual/StatistikAduanSep2009BM.pdf>

Rowold, J. & Schlotz, W. (2009). Transformational and Transactional Leadership and Followers' Chronic Stress, *Leadership Review*, Vol. 9, 35-48.

Sekaran, U. (2003). Research method for business: a skill business approach, (4<sup>th</sup> ed.) John Wiley and Sons Inc.

Slack, T. (1997). Understanding sports organizations: The application of organization theory. Human Kinetics. Champaign IL.

Twigg, N. W. (2004). Transformational leadership, perceived union support, and union citizenship behavior: a social exchange and social identity perspective. Retrieved from ProQuest LLC.

Veiga, J.F. (1981). Plateaued versus nonplateaued managers: Career patterns, attitudes, and path potential. *Academy of Management Journal*, Vol. 24(3), 566-578.

Walumba, F.O., Wange, P., Lawler, J.J., & Shi, K. (2004). The role of collective efficacy in the relations between transformational leadership and work outcomes. *Journal of Occupational and Organizational Psychology*, 77, 515-530.

Wang, H., Law, K.S., Hackett, R.D., Wang, D. & Zhen, X. C. (2005). Leader-member exchange as a mediator of the relationship between transformational leadership and followers' performance and organizational citizenship behavior. *Academy of Management Journal*, Vol. 48(3), 420-432.