

**EXPLORING CRITICAL SUCCESS FACTORS FOR
STAKEHOLDER MANAGEMENT IN INTEL**

NORLINA BINTI MOHAMAD SOBRI

UNIVERSITY UTARA MALAYSIA

2011

EXPLORING CRITICAL SUCCESS FACTORS FOR STAKEHOLDER MANAGEMENT IN INTEL

A thesis submitted to the College of Business (COB) in partial fulfillment of the
requirements for the degree of Masters of Human Resource Management, University
Utara Malaysia.

BY

NORLINA BINTI MOHAMAD SOBRI

(802423)



KOLEJ PERNIAGAAN
(College of Business)
Universiti Utara Malaysia

PERAKUAN KERJA KERTAS PROJEK
(Certification of Project Paper)

Saya, mengaku bertandatangan, memperakukan bahawa
(*I, the undersigned, certify that*)

NORLINA BINTI MOHAMAD SOBRI (802423)

Calon untuk Ijazah Sarjanamuda
(*Candidate for the degree of*) **MASTER OF HUMAN RESOURCE MANAGEMENT (MHRM)**

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

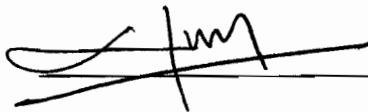
EXPLORING CRITICAL SUCCESS FACTORS FOR STAKEHOLDER MANAGEMENT IN
INTEL

Seperti yang tercatat di muka surat tajuk dan kulit kertas projek
(*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 : **DR. NORSIAH BT MAT**
(*Name of Supervisor*)

Tandatangan : 
(*Signature*)

Tarikh : 23/2/2011
(*Date*)

PERMISSION TO USE

In presenting this project paper in partial fulfillment of the requirements for a postgraduate degree from University Utara Malaysia, I agree that the University Library may make it freely available for inspection. I further agree that permission for copying of this thesis in any manner, in whole or in part, for scholarly purposes may be granted by my supervisor(s), or, in his absence, by the Dean of Centre of Graduate Studies. It is understood that any copying or publication or use of this thesis or parts thereof for financial gain shall not be allowed without my written permission. It is also understood that due to recognition shall be given to me and to University Utara Malaysia for any scholarly use which may be made of any material from my thesis. Request for permission to copy or to make other use of materials in this thesis, in whole or in part should be addressed to:

Dean of Othman Yeop Abdullah Graduate School of Business
College of Business (COB)
Universiti Utara Malaysia
06010 UUM Sintok
Kedah Darul Aman,
Malaysia

DISCLAIMER

The author is responsible for the accuracy of all opinion, technical comment, factual report, data, figures, illustrations and photographs in this dissertation. The author bears full responsibility for the checking whether material submitted is subject to copyright or ownership right. Universiti Utara Malaysia (UUM) does not accept any liability for the accuracy of such comment, report and other technical and factual information and the copyright or ownership rights claims

The author declares that this dissertation is original and his own except those literatures, quotations, explanations and summarizations which are duly identified and recognized.

The author hereby granted the copyright of this dissertation to College of Business, Universiti Utara Malaysia (UUM) for publishing if necessary.

Date: 21 Feb, 2011

: Student Signature:

A handwritten signature in black ink, appearing to read "Olynn S.", is placed over a horizontal line next to the student's name.

ABSTRAK

Pengurusan stakeholder (pemegang amanah atau pihak yang mempunyai kepentingan dalam syarikat) adalah sangat penting bagi kejayaan setiap projek dalam setiap organisasi. Kajian ini bertujuan untuk meneroka dan mengenal pasti hubungan di antara Faktor Kritis Kejayaan (CSF) dan elemen yang berkaitan kontekstual faktor signifikan yang penting dalam pengurusan stakeholder di Intel. Penyelidikan ini fokus pada peningkatan pemahaman kita tentang pentingnya faktor kejayaan kritikal dari perspektif Intel dalam rangka untuk mendapatkan beberapa idea baru dan untuk menyelesaikan masalah pada tingginya angka kegagalan pengurusan sesuatu projek. Soal selidik telah diagihkan kepada 350 pekerja dari pelbagai kumpulan jabatan di Intel. Kajian ini diperolehi dengan menggunakan Pearson korelasi dan analisis regresi berganda untuk mengukur hubungan di antara pengurusan stakeholder yang dianggap mempengaruhi kejayaan pengurusan stakeholder. Keputusan kajian menunjukkan terdapat 3 daripada lima faktor pembolehubah yang terdiri daripada sokongan pengurusan, maklumat dan membuat keputusan telah ditolak kerana ketidakseragaman kumpulan faktor yang dianggap kritikal. Secara khusus, keputusan analisis menunjukkan bahawa sokongan berterusan dan anggaran stakeholder merupakan faktor penting dan signifikan mempengaruhi pengurusan stakeholder. Implikasi secara praktikal, cadangan-cadangan dan penyelidikan masa depan turut disertakan dalam kajian ini. Hasil kajian ini dapat membantu pengurus projek menjadi lebih sedar akan tanggung jawab mereka dan kepentingan relatif pengurusan stakeholder. Penemuan ini juga boleh digunakan sebagai alat penilaian untuk menilai prestasi kejayaan pengurusan stakeholder dalam Intel.

ABSTRACT

Stakeholder management is critical to the success of every project in every organization. The purpose of this study is to explore and identify the Critical Success Factors (CSF) and their associated contextual elements of the significant factors that are important in Managing Stakeholder in Intel. The research focuses on improving our understanding of the importance of critical success factors from Intel perspective in order to provide some new ideas to solve the problem on the high rate of project failure. The questionnaires were distributed to 350 respondents working from various groups of department in Intel. The relationship between the perception of successful stakeholder management and a set of success factors hypothesized in the study was derived using Pearson correlation and multiple regressions analysis. The results confirmed that 3 out of five factors independent variables which are management support, information input and decision making are rejected due to insignificant result in structural group. In particular, sustainable support and stakeholder estimation were believed to be the important factors and significantly predicted perceptions of successful stakeholder management. Practical implications, recommendations and future research were also offered in this study. The findings should help project managers become more aware of their responsibilities and the relative importance of issues for management stakeholders. These findings could also be used as an assessment tool to evaluate the successful performance of stakeholder management in Intel.

ACKOWLEDGEMENTS

All praise and gratitude be given to Allah the Almighty and His Perfection, none has the right to be worshipped except Allah. He gives me such a great strength, patience, courage and ability to complete this project.

Although this research study is a personal project, it requires help, support and encouragement from others to be successful. I could not have arrived at this place without the invisible hands that provided me that strength. Firstly, I would like to express my heartfelt gratitude to all the people whose support and encouragements. This work would not have been made possible. Foremost, I would like to express my utmost appreciation to my advisor and my supervisor, Dr. Norsiah Bt Mat who have patiently extends her criticism and painstaking advices in this study. She has generously allocated and shares her time to enable me completing this study. Her suggestions and feedback helped the project stay focused and relevant. Thank you for giving me the chance to pursue this paper with you.

My sincere thanks to Intel Malaysia who had proposed Masters Degree in Human Resource program and specially planned for HR staff and collaborated with University Utara Malaysia. Not to forget Dr Siva, Sitrembalan who have made this learning experience a pleasant and many thanks for his overall tireless effort working behind the scene between Intel HR Master Group's and the university's administrators. This

program, have given me an opportunity to upgrade my academic qualification study and my career development in Human Resource.

Last but not least, my sincere thanks and appreciation to all the respondents, my colleagues and friends at work who have helped my study a success. To all of you, thank you for your professional demeanor, commitment to excellence and dedication to our learners. Lastly, many thanks to my mother for her endless support and love give me strength to complete my study. Thank you to my all family members for their moral supports and countless sacrifices; with my deepest love and gratitude, I dedicate this thesis to them.

Thank you very much. May Allah reward you. Jazakallahu Khairan!

TABLE OF CONTENTS

PERMISSION TO USE	iii
DISCLAIMER	iv
ABSTRAK.....	v
ABSTRACT	vi
ACKOWLEDGEMENTS.....	vii
LIST OF FIGURES.....	xiv
LIST OF TABLES.....	xv
CHAPTER 1.....	1
INTRODUCTION	1
1.1 Introduction to the study	1
1.2 Purpose of Study	3
1.3 Background of the problem	4
1.4 Problem Statement.....	6
1.5 Research Objectives	7
1.6 Research Questions.....	8
1.7 Significance of the Study	8
1.8 Definition of Key Terms.....	10
1.9 Organization of the Study.....	11
CHAPTER 2.....	12

LITERATURE REVIEW	12
2.1 Introduction	12
2.2 An overview of Critical Success Factors (CSFs) for stakeholder management....	13
2.3 Management support and successful stakeholder management	14
2.3.1 <i>Managing stakeholders with Corporate Social Responsibilities (CSR)</i>	14
2.3.2 <i>Adequate Resources</i>	15
2.4 Information inputs and successful stakeholder management	16
2.4.1 <i>Defining project missions</i>	16
2.4.2 <i>Identifying key stakeholders</i>	17
2.4.3 <i>Exploring stakeholders' needs and constraints in projects</i>	17
2.5 Stakeholder estimation and successful stakeholder management	18
2.5.1 <i>Assessing stakeholders' behaviour</i>	18
2.5.2 <i>Predicting the influence of stakeholders</i>	19
2.5.3 <i>Assessing attributes of stakeholders (Power, Urgency, Legitimacy)</i>	19
2.6 Decision making and successful stakeholder management.....	20
2.6.1 <i>Analyzing conflicts and coalitions among stakeholders</i>	20
2.6.2 <i>Formulating appropriate strategies</i>	21
2.6.3 <i>Predicting stakeholders' reactions</i>	22
2.7 Sustainable Support of stakeholder management.....	22
2.7.1 <i>Analyzing the change of stakeholders</i>	22
2.7.2 <i>Ensuring effective communication</i>	23
2.7.3 <i>Mutual Respect and Trust</i>	23
2.7.4 <i>Promoting a good relationship</i>	24

2.8 Research Model /Framework.....	25
2.9 Definition of Terms (Variables)	28
2.10 Hypotheses development.....	28
2.11 Summary.....	29
CHAPTER 3.....	30
METHODOLOGY	30
3.1 Introduction	30
3.2 Research Design	31
3.2.1 <i>Type of Study</i>	32
3.2.2 <i>Source of Data</i>	33
3.2.3 <i>Unit of Analysis</i>	33
3.2.4 <i>Sampling Frame</i>	33
3.2.5 <i>Population and Sampling</i>	34
3.3 Measurement of Variables.....	35
3.4 Data Collection Procedures and Administration	36
3.5 Data Analysis Techniques	38
3.5.1 <i>Descriptive Statistics</i>	38
3.5.2 <i>Reliability Analysis</i>	39
3.5.3 <i>Inferential Statistics</i>	39
3.6 Summary.....	40
CHAPTER 4.....	41
FINDING.....	41

4.1	Introduction	41
4.2	Data collected and Response Rate	41
	<i>4.2.1 Respondents Rate.....</i>	42
4.3	Profile of the respondents	43
	<i>4.3.1 Role/Position working at Intel Malaysia.....</i>	45
	<i>4.3.2 Length of Service (LOS)</i>	45
	<i>4.3.3 Department.....</i>	45
	<i>4.3.4 Frequency involve in stakeholder management projects</i>	46
	<i>4.3.5 Gender</i>	47
	<i>4.3.6 Attending Stakeholder Management Training Course</i>	47
4.4	Reliability and validity analysis	47
	<i>4.4.1 Reliability analysis for Critical Success Factors (CSFs)</i>	48
	<i>4.4.2 Reliability analysis for perceptions of successful stakeholder management.</i>	50
4.5	Descriptive Statistics of Main Variables	50
4.6	Inferential Statistics	55
	<i>4.6.1 The Correlation Variables.....</i>	55
	<i>4.6.2 Multiple Regression Analysis</i>	59
	<i>4.6.3 Hypothesis Testing.....</i>	62
4.7	Summary of Finding.....	66
CHAPTER 5.....		68
DISCUSSION, CONCLUSION AND RECOMMENDATION		68
5.1	Introduction	68

5.2 Discussion of survey results	68
5.3 Conclusion	77
5.4 Limitation of the study	78
5.5 Recommendations for practice and future research	79
REFERENCES	82
APPENDIX.....	96
APPENDIX 1: QUESTIONNAIRE	97
APPENDIX 2: RESULTS OF STATISTICAL DATA ANALYSIS	105

LIST OF FIGURES

	Pages
Figure 2.1: Figure 2.1: Overall flows of research framework adopted from Walker (1997) and Chan et al. (2004).....	26
Figure 2.2: Theoretical framework between 5 underlying factors (IV) and perception of successful stakeholder management (DV).....	27

LIST OF TABLES

	Pages
Table 3.1: Population and breakdown samples	35
Table 4.1: Profile of the Respondents	43
Table 4.2: Summary of reliability analysis of variables	49
Table 4.3: Descriptive Statistics of Main Variables (N=265)	51
Table 4.4: Frequency tables for the important and relevant CSFs for successful stakeholder management.....	54
Table 4.5: Correlation Analysis amongst Main Variable (N=265).....	56
Table 4.6: Results of Multiple Regression Analysis of Critical Success Factors for Successful Stakeholder Management (N=265)	59
Table 4.7: Summary of Hypotheses Testing	65

CHAPTER 1

INTRODUCTION

1.1 Introduction to the study

Stakeholder management is a key facet of organizational management where stakeholder management is often aligned with marketing, branding and corporate social responsibility (CSR) initiatives. In order for an organization to be creative and innovate, stakeholder management must be a priority. The central role of stakeholders in the successful delivery of projects is becoming increasingly recognized. In recent years stakeholder management has increasingly been discussed in the international context, primarily due to a number of high-profile corporate failures, across several developed countries (Boesso & Kumar, 2007; Palmer & Quinn, 2005). The increased ability of diverse stakeholder groups pressure corporation stability while increase the burden faced by executives charged responsibility of meeting stakeholder requirement. In facts, the purpose of “Managing Stakeholders” is to address the diverse views of various participants, improve communication among stakeholders, and clarify their needs (Freeman, 1984; Mitchell, 1997). The existence of stakeholders is a continual process in all organizational activities and is necessary in all organizational frameworks (Starik, 1995).

According to Clarkson's (1995) and Starik's (1995) stakeholder can be internal or external to the project team normally includes shareholder, investors, customers,

The contents of
the thesis is for
internal user
only

REFERENCES

BOOKS

- Bullen, C.V., Rockart, J.F.(1981). *A primer on critical success factors*, CISR No.69, Sloan WP No. 1220-81, Boston: Center for Information Research, Sloan School of Management, MIT.
- Briner, W., Hastings, C., Geddes, M.(1996). *Project Leadership*. Aldershot, Gower.
- Cleland, D. I.; Ireland, R. L. (2002). *Project Management: Strategic Design and Implementation*. New York: McGraw-Hill
- Cleland, D.I. (1999). *Project Management Strategic Design and Implementation*, McGraw-Hill, New York, NY Cliffs, NJ, pp. 49, 66–76.
- Coulson-Thomas, C. (2004). *A business classic, the times transforming the company manage change, compete and win*. Second Edition. Kogan Page.
- Dinsmore, P.C. (1999). *Winning in Business with Enterprise Project Management*, American Management Association, New York, NY.
- Freeman, E. (1984). *Strategic Management: A Stakeholder Approach*, Pitman, Boston, MA.
- Freeman, R. E., Harrison, J. S., Wicks, A. C. (2007). *Managing for Stakeholders-Survival, Reputation and Success, Loius Stern Memorial Fund, US*.

Freeman, R.E. (1994). *A stakeholder theory of the modern corporation*, in Beauchamp, T.L. and Bowie, N.E. (eds) Ethical Theory and Business, Prentice-Hall, Englewood.

Kazmier, J.L. (1996). *Theory and problems of business statistics: Introduction to business statistics and intermediate business statistics*. Third edition, McGraw-Hill Companies, Inc. USA

Krejcie, R., and Morgan, D. (1970). ‘Determining sample size for research activities’. *Educational and Psychological Measurement* 30, 607-10.

Pfeffer, J. (1981). *Power in organizations*. Marshfield, MA: Pitman Publishing.

Phillips, R.(2003). *Stakeholder Theory and Organizational Ethics*. Berrett-Koehler Publishers, US.

Pinto, J. K. (1998). *Project Management Handbook*. The Project Management Institute, Jossey-bass Inc., San Francisvo, California, U.S.A.

PMI (2000). *A Guide to the Project Management Body of Knowledge*, Project Management Institute, Newton Square, PA

Post, J.E., L.E. Preston, and S. Sachs (2002). *Redefining the Corporation – Stakeholder Management and Organizational Wealth*, Stanford, pg.19.

Robert Y.Cavana, Brian L.Delahaye, Uma Sekaran (2001). *Applied Business Research: Qualitative and Quantitative Method*, John Wiley & Sons Australia, Ltd.

Schermerhorn, J. R., Hunt, J. G., Osborn, R. N. (2003). *Organizational Behaviour*, 8th edition. John Wiley & Sons, Inc., USA.

Sekaran, U (2006). *Research methods for business- a skill building approach*, (4th ed.) New Delhi: John Wiley & Sons Inc.

Sheridan J. Coakes, Lyndall Steed, Clara Ong (2010). *SPSS version 17.0 for Windows: Analysis without Anguish*, John Wiley & Sons Australia, Ltd.

Thomas, R. (2003). *Blending qualitative and quantitative research methods in theses and dissertations*. Thousand Oaks, CA: Sage Publications Inc.

Walker, D. H. T., Bourne, L. M.; Rowlinson, S. (2008). *Stakeholder and The Supply Chain*. Procurement Systems: A Cross-industry Project Management Perspective.

Wiersma, W. (1991). *Research methods in education* (5th. ed.), Boston: Simon & Schuster, Inc.

JOURNALS

Aaltonen, K., Jaakko, K., Tuomas, O (2008). Stakeholder salience in global projects, *International Journal of Project Management*, Vol. 26: 509–516.

Aaltonen, K., Sivonen, R.(2009). Response strategies to stakeholder pressures in global projects, *International Journal of Project Management*, Vol. 27: 131-141.

Agle, B.R., Mitchell, R.K. and Sonnenfeld, J.A. (1999). "Who matters to CEOs? An investigation of stakeholder attributes and salience, corporate performance, and CEO values", *Academy of Management Journal*, Vol. 42, pp. 507-25.

Aksorn, T., Hadikusumo, B. H. W. (2008), Critical success factors influencing safety program performance in Thai construction project, *Safety Science*, Vol. 46:709-727.

AlWaer, H., Sibley, M., Lewis, J. (2008). Different stakeholder perceptions of sustainability assessment, *Architectural Science Review*, Vol. 57(1): 48–59.

Bana e Costa, C. A., Nunes da Silva, F., Vansnick, J. C. (2001). Conflict dissolution in the public sector: A case-study, *European Journal of Operation Research* 130: 388-401.

Bates, G. D. (1993). "Editor's letter." *J. Manage. Eng.*, Vol. 9(1), 1–3.

Belassi, W. and Tukel, O.I. (1996). "A new framework for determining critical success/failure factors in projects", *International Journal of Project Management*, Vol. 14 No. 3, pp. 141-51

Berslin, R. and Reddin,C,(2004)." How learders can communicate to build trust", *Ivey Business Journal*, Vol.69, No.2,pp 1-6.

Boesso, G. and Kumar, K. (2007). "Drivers of corporate voluntary disclosure: a framework and empirical evidence from Italy and the United States", *Accounting, Auditing and Accountability Journal*, Vol. 20 No. 2, pp. 269-96.

Bourne, L.; Walker, D. H. T. (2005). Visualising and mapping stakeholder influence, *Management Decision*, Vol. 43(5): 649–660.

Bourne, L.; Walker, D. H. T. (2006). Visualizing stakeholder influence – two Australian examples, *Project Management Journal*, Vol. 37(1): 5–22.

Boynton, A.C.&Zmud R.W. (1984). An Assessment of Critical Success Factors, *Sloan Management Review*, Vol. 25(4):17-2.

Bresnen, M.J., Haslaam, C.O., Beardsworth, A.D., Bryman, A.E. and Kei, E.T. (1990). "Performance on site and the building client", *CIOB Occasional Paper*, No. 42, Chartered Institute of Building, Ascot.

Brooke, K. L., and Litwin, G. H. (1997). "Mobilizing the partnering process." *J. Manage. Eng.*, Vol. 13(4), 42–48.

Carroll, A. B. (1979). A three-dimensional conceptual model of corporate social performance, *Academy of Management Review*, Vol 4(4): 497–506

Carroll, A. B. (1991). The pyramid of corporate social responsibility: Toward the moral management of organizational stakeholders, *Business Horizons* Vol 7: 39–48.

- Chan, A. P. C., Chan, D. W. M., B.S. Tang, Chan E.H.W and Ho, K. S. K. (2004). Exploring critical success factors for partnering in Construction Projects, *Journal of Construction Engineering and Management*, © ASCE, 188-198.
- Chan, A. P. C., Ho, D. C. K., and Tam, C. M. (2001). “Design and build project success factors: Multivariate analysis.” *J. Constr. Eng. Manage.*, Vol. 127(2), 93–100.
- Chan, D. W. M., and Kumaraswamy, M. M. (1996). “An evaluation of construction time performance in the building industry.” *Build. Environ.*, Vol.31(6), 569–578.
- Cheng, E. W. L., Li, H., and Love, P. E. D. (2000). “Establishment of critical success factors for construction partnering.” *J. Manage. Eng.*, Vol.16(2), 84–92.
- Construction Industry Board (CIB). (1997). *Partnering in the team: A report by the Working Group 12 of the Construction Industry Board*, UK, Thomas Telford, London.
- Construction Industry Institute (CII). (1991). “In search of partnering excellence.” Special Publication No. 17-1, Rep., Partnering Task Force of CII, Austin, Tex. construction projects, *Journal of Construction Engineering and Management* march/April: 188-198.
- Coombs, J.E. and Gilley, K.M. (2005). “Stakeholder management as a predictor of CEO compensation: main effects and interactions with financial performance”, *Strategic Management Journal*, Vol. 26, No. 9, pp. 827-40.

Cosby, L., Evans, K.R. and Cowles, D (1990). Relationship quality in services selling: *Management Decision*, Vol.35, No.4 , pp 273-82.

Crow, D. A. (2008). Stakeholder behavior and legislative influence: A case study of recreational water rights in Colorado, *The Social Science Journal* Nov. Vol. 20: 1–13

Dias, W. P. S. (1999). Soft systems approaches for analyzing proposed change and stakeholder response – a case study, *Civil Engineering and Environmental Systems*, Vol. 17(1): 1–17.

Dwyer, R.F., Schurr, P.H. & Oh, S. (1987). Developing Buyer-Seller Relationships. *Journal of Marketing*, Vol.5, 11-27.

Elias, A. A., Cavana, R. Y., Jackson, L. S.(2002). Stakeholder analysis for R&D project management, *R&D Management*, Vol. 34 (2): 301–310.

El-Sawah, H. M. (2006). Strategies for assessing and managing stakeholders in the Egyptian construction industry, *Journal of Engineering and Applied Science*, Vol.53(2): 195–213.

Jefferies, M., Gameson, R.; Rowlinson, S.(2002). Critical success factors of the BOOT procurement system: reflection from the Stadium Australia case study, *Engineering, Construction and Architectural Management*, Vol. 9(4):352-361

Jensen, M.C. & Meckling, W.H. (1976). *Theory of the firm: Managerial behavior, agency costs, and ownership structure*. *Journal of Financial Economics*, Vol. 3: 305-360.

Jepsen, A. L., Eskerod, P. (2008). Stakeholder analysis in projects: Challenges in using current guidelines in the real world, *International Journal of Project Management*, Vol.4(2)

Jergeas, G. F., Williamson, E., Skulmoski, G. J., Thomas, J. L. (2000). Stakeholder management on construction projects, *AACE International Transactions*, Vol. 12, pg.1–5.

Jing Yang, Geoffrey Qiping Shen, Manfong Ho, Derek S. Drew, and Albert P. C. Chan (2009). Exploring Critical Success Factors for Stakeholder Management in Construction Projects, *Journal of Civil Engineering and Management*, Vol.15(4): 337–348.

Karlsen, J. T. (2002). Project stakeholder management, *Engineering Management Journal*, Vol.14(4): 19–24.

Karlsen, J. T., Græe, K., Massaoud, M. J. (2008). Building trust in project-stakeholder relationships, *Baltic Journal of Management*, Vol.3(1): 7.

Kocak, N.A (2003). *RUC Option Development Framework and Tools*. PhD. Thesis University of Westminster.

Lazar, F. D. (2000). "Project partnering: Improving the likelihood of win/win outcomes." *J. Manage. Eng.*, Vol.16 (2) 71–83.

Love, P. E. D. (2000). "Establishment of critical success factors for construction partnering." *J. Manage. Eng.*, Vol.16(2), 84–92

Love, P. E. D., I rani, Z., Edwards, D. J. (2004). Industry-centric benchmarking of information technology benefits, costs, risks for small-to-medium sized enterprises in construction, *Automation in Construction*, Vol.13(4): 507–524

Mellahi, K., Wood, G. (2003). "The role and potential of stakeholders in 'hollow participation': conventional stakeholder theory and institutionalist alternatives", *Business and Society Review*, Vol. 108, pp. 183-202.

Mitchell, R. K., Agle, B. R., Wood, D. J. (1997). Toward a theory of stakeholder identification and salience: defining the principle of who and what really counts, *Academy of Management Review*, Vol. 22(4): 853–887.

Mohr, J., and Spekman, R. (1994). "Characteristics of partnering success: Partnering attributes, communication behaviour, and conflict resolution techniques." *Strategic Manage. J.*, Vol.15 (2), 135–152.

Moodley, K., Smith, N., Preece, C. N. (2008). Stakeholder matrix for ethical relationships in the construction industry, *Construction Management & Economics*, Vol.26(6): 625–632.

Moore, C., Mosley, D., and Slagle, M. (1992). "Partnering guidelines for win-win project management." *Project. Manage. J.*, Vol. 22 (1), pg.18–21.

Morgan, R.M. & Hunt, S.D. (1994). The commitment trust theory of relationship marketing. *Journal of Marketing*, Vol. 58, 20-38.

Olander (2006). *External Stakeholder Management*, PhD thesis, Lund University, UK.

Olander, S. (2007). Stakeholder impact analysis in construction project management, *Construction Management and Economics*, Vol. 25(3): 277–287

Olander, S. and Landin, A. (2005). "Evaluation of stakeholder influence in the implementation of construction projects", *International Journal of Project Management*, Vol. 23 No. 4, pp. 321-8.

Olander, S., and Landin, A. (2008). A comparative study of factors affecting the external stakeholder management process, *Construction Management and Economics*, Vol. 26(6):553

Pajunen, K. (2006). "Stakeholder influences in organisational survival", *Journal of Management Studies*, Vol. 43 No. 6, pp. 1261-88.

Palmer, M. and Quinn, B. (2005)."Stakeholder relationship in an international retailing context: an investment bank perspective", *European Journal of Marketing*, Vol. 39 No. 9,

Pinto, J.K. and Slevin, D.P. (1987). "Critical factors in successful project implementation", *IEEE Transactions on Engineering Management*, Vol. 34 No. 1, p 22-7.

Pouloudi, A., Whitley, E. A.(1997). Stakeholder identification in inter-organizational systems: gaining insights for drug use, *European Journal of Information System*, Vol 6(1): 1. pp. 1096-117.

Prager, K., Freese, J. (2009). Stakeholder involvement in agrienvironmental policy making – Learning from a local and a state-level approach in Germany, *Journal of Environmental Management*, Vol. 90(2): 1154 -1167.

Radin, T. J. (2002). From imagination to realization: A legal foundation for stakeholder theory, *Research in Ethical Issues in Organizations* 4: 31–49.

Reed, M. S. (2008). Stakeholder participation for environmental management: A literature review, *Biological Conservation* , Vol. 141(10): 2417.

Rockart, J , F. (1979). Chief executives define their own data needs, *Harvard Business Review*, Vol. 57(2): 81–93

Ronggui Ding, Yanwei Wang (2008). An Empirical Study on Critical Success Factors based on Governance for IT Projects in China, *Project Management Technology*, Vol. 978-1-4244-2108-4.

Rousseau, D., Sitkin, S.B, Burt, R.S. and Camerer, C. (1998). Introduction to special topic forum. Not so different after all: a cross discipline view of trust”, *Academy Management Review*, Vol 23 No.3, pp 393-404.

Rowlinson, S., Cheung, Y. K. F. (2008). Stakeholder management through empowerment: modeling project success, *Construction Management and Economics*, Vol. 26(6): 611.

Savage, G.T., Nix, T.W., Whitehead, C.J. and Blair, J.D. (1991). “Strategies for assessing and managing organizational stakeholders”, *Academy of Management Executive*, Vol. 5 No. 2, pp. 61-75

Slater, T. S. (1998). “Partnering: Agreeing to agree.” *J. Manage. Eng.*, Vol. 14(6), 48–50.

Smyth, H.(2008). The credibility gap in stakeholder management: ethics and evidence of relationship management, *Construction Management and Economics*, Vol. 26(6):611.

Suchman, M. C. (1995). Managing legitimacy: strategic and institutional approached, *Academy Management Review*, Vol. 20(3):571-610.

Starik, M. (1995).“Should trees have managerial standing – toward stakeholder status for non human nature?”, *Journal of Business Ethics*, Vol. 14 No. 3, pp. 207-17.

Walker, D. H. T. (1997). Choosing an appropriate research methodology, *Construction Management and Economics*, Vol.15 (2): 149–159.

Ward, S., Chapman, C.(2008). Stakeholders and uncertainty management in projects, *Construction Management and Economics*, Vol. 26(6): 563–577.

Watson, H., & Haley, B. (1998). Managerial considerations. *Communications of the ACM*, Vol. 41(9), 32-37.

Weaver, P. (2007). Getting the “soft stuff” right – effective communication is the key to successful project outcomes! *PMI Global Congress (North America)*.

Winch, G. (2000). Construction business systems in the European Union, *Building Research and Information*, Vol. 28(2): 88.

Wong, K. Y., Aspinwall, E. (2005). An empirical study of the important factors for knowledge-management adoption in the SME sector, *Journal of Knowledge Management* , Vol. 9(3):64-82.

Wood, D. J., Gray, B. (1991). Toward a comprehensive theory of collaboration, *Journal of Applied Behaviour Science*, Vol. 27(2): 139-162.

Yang, J., Shen, Q. P., Ho, M. F. (2008). A framework for stakeholder management in construction projects I: Theoretical foundation, *International Conference on Construction and Real Estate Management*, Vol. 109–113.

Yeung, F. Y., Chan, P. C., Chan, W. M., Li, L. K. (2007). Developing of a partnering performance index (PPI) for construction projects in Hong Kong: a Delphi study, *Construction Management and Economics*, Vol. 25: 1219–1237.

Yu, T. W., Shen, Q. P., Kelly, J., Hunter, K. (2006). Investigation of critical success factors in construction project briefing by way of content analysis, *Journal of Construction Engineering and Management*, Vol. 132(11):1178-1186.

INTERNET

Employee Portal (2008), *Intel Corporate Social Responsibility Report*. Retrieved from 27 October, 2009. www.intel.com/go/responsibility; <http://employeeportal.intel.com>

Wikipedia (2010), *Corporate social responsibility*. Retrieved from 15 April, 2010, http://en.wikipedia.org/wiki/Corporate_social_responsibility