RISDA VISIONARY LEADERSHIP

KUZOLIDIA BT KU MAHAMAD

UNIVERSITI UTARA MALAYSIA 1997



Sekolah Siswazah (Graduate School) Universiti Utara Malaysia

PERAKUAN KERJA TESIS

(Certification Of Thesis Work)

Kami, yang bertandatangan, memperakukan bahawa (We, the undersigned , certify that)			
KU ZOLIDIA BT. KU MAHAMA	AD		
calon untuk ijazah (candidate for the degree of)	INS (PENGURUSAN)		
telah mengemukakan tesisnya yang bertajuk (has presented his/her thesis of the following title			
	ry Leadership		
seperti yang tercatat di muka sura (as it appears on the title page an			
bahawa tesis tersebut boleh diterima dari segi bentuk serta kandungan, dan meliputi bidang ilmu dengan memuaskan. (that the thesis is acceptable in form and content, and that a satisfactory knowledge of the field is coverd by the thesis).			
AJK Tesis			
(Thesis Comm	ittee)		
D Moha Calma Moha Cahaa	Tandatangan (Signature)		
	Tandatangan (Signature)		
	Tandatangan (Signature)		
	Tarikh (Date) 27/4/97		

RISDA VISIONARY LEADERSHIP

A thesis submitted to the Graduate School in partial fulfillment of the requirements for the degree Master of Science (Management),
Universiti Utara Malaysia

by Ku Zolidia Bt Ku Mahamad

PERMISSION TO USE

In presenting this thesis in partial fulfillment of the requirements for a post graduate degree from Universiti 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 their absence, by the Dean of the Graduate School. 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 d u e recognition shall be given to me and to Universiti Utara Malaysia for any scholarly use which may be made of any material from my thesis.

Requests 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 Graduate School
Universiti Utara Malaysia
06010 UUM Sintok
Kedah Darul Aman

Kepimpinan Berwawasan RISDA

Di dalam abad ini persekitaran perniagaan menjadi semakin komplek and global. Oleh yang demikian ramai Ketua Eksekutif dan pengurus mendapati diri mereka berdepan dengan pelbagai cabaran. Untuk bersaing dengan jayanya dalam dunia hari ini yang global, eksekutif terpaksa mengurus secara efisien dengan bilangan pekerja yang kecil di samping peruntukan yang berkurangan. Berlandaskan visi eksekutif mampu membawa organisasi bergerak menuju masa depan dengan jayanya.

Matlamat kajian ini dijalankan ialah untuk mengkaji proses pembentukan dan perlaksanaan visi di dalam agensi kerajaan. Kajian ini meneliti pengalaman tiga Pengarah RISDA di dalam membentuk visi dan melaksanakannya. Disamping itu penyelidik juga mengkaji peranan yang dimainkan oleh responden dalam melaksanakan visi. Tiga Pengarah RISDA yang ditemubual bertugas di Ibu pejabat RISDA di Kuala Lumpur.

Pengumpulan data dilaksanakan melalui temubual. Temubual telah dirakamkan dan transkripsi temubual telah dibuat. Hasil kajian menunjukkan responden membentuk dan melaksanakan visi saperti yang disarankan di dalam model. Ia juga membuktikan wujudnya penyataan visi yang jelas dan dikongsi bersama. Kajian juga menunjukkan responden juga memainkan ketiga- tiga peranan yang perlu dilakukan saperti yang disebut di dalam model. Responden menyatakan visi secara verbal dan bukan verbal. Mereka juga memastikan perubahan yang dilaksanakan membawa organisasi menuju visi. Disamping itu mereka juga memberi galakan dan sokongan kepada pekerja melalui perhargaan secara formal dan tidak formal. Mereka juga menggalakkan innovasi di dalam organisasi. Akhir sekali cadangan juga dikemukakan. Begitu juga cadangan kajian dimasa depan turut dinyatakan.

RISDA Visionary Leadership

As we enter 1990's the business environment is going more turbulent, complex and global. Many CEOs and managers find themselves facing significant challenges. To compete effectively in today's global environment, executives have to do better with fewer people and with a smaller budget. With an eye on vision, executives keep the organization moving forward successfully.

The purpose of this study was to examine visioning process in Government agency. This study focused on the experience of three RISDA senior executives in forming vision and turning vision into reality. It also examined the roles played by these respondents in turning vision into reality. Three RISDA Directors at RISDA headquarters were interviewed.

Personal interviews were selected to gather the data due to the advantages gained from conducting interview. The tape recorded interviews were transcribed. The results were compared to the proposed model. The study revealed that the respondents did formulate vision and implement vision as prescribed in the proposed model. It also revealed that there was a clear and shared vision among these respondents. The results showed that they did play the three roles required in implementing vision. As spokespersons they communicated vision through verbal and non verbal means. They ensured that changes made in the organization did facilitate the company to move towards achieving vision. In sustaining employees commitment to the vision, they inspired and supported employees through formal and informal recognition. Innovative culture was fostered within the organization. Finally, the study discusses the implications of the findings and offer recommendations for practice.

Recommendations for further research are also offered.

ACKNOWLEDGEMENTS

This thesis was made possible with the assistance and cooperation of several individuals. Associate Professor Dr. Mohd Salmi Mohd Sohod, deserves special recognition for his patience, understanding support and guidance. This study may not have been possible without his help and research skills.

Associate Professor Dr. Ibrahim Abdul Hamid deserves special thanks for his research guidance and serving on the Thesis Committee.

I would like to offer special thanks to the three Directors who participated in this study, without whose cooper&on this document would not exist.

To Hasnul, his loving support and assistance have been greater than I have ever dreamed I could receive from another person. How could Ieverthankhim enough for being there fix me.

To my loving parents, who throughout my life have constantly instilled in me the value of education. To my children, Hanisah, Hasifah and Husaini. They have endured long months with me under the burden of the study. My special gratitude to "Mak Lang and Pak Lang" for being there whenever I need help.

I also want to acknowledge my friends and colleagues especially Azly,

Mutiara and Azian for their moral support and understanding. I had the opportunity

to adapt to the various demands of the course work and the thesis workload

because of the flexibility of my co-ordinators and colleagues.

Lastly, I would like to offer special **recognition** to **Kak** Syam who has been **very helpful**. **Without** her, the completion of the thesis would not be possible.

TABLE OF CONTENTS

	page
PERMISSION TO USE	i
ABSTRACT (BAHASA MALAYSIA)	ii
ABSTRACT (ENGLISH)	m
ACKNOWLEDGEMENTS	iv
LIST OF TABLES	X
LIST OF FIGURES	xii
CHAPTER ONE: INTRODUCTION	
1.1 Introduction	1
1.2 Context of Problem	7
1.3 Purpose of the Study	7
1.4 Statement of tile Problem	8
1.5 Justification for the Study	8
1.6 Scope of the Study	8
1.7 Limitations of the Study	9
1.8 Organization of the Report	9
CHAPTER TWO: ORGANIZATION BACKGROUND INFORMATIO	N
2.1 Introduction	11
2.2 History	11
2.3 Organization Structure	12
2.4 RISDA Staff	14

Cl	hapte	r		Page
2.5	5 l	Functions		14
2.0	6	Vision		16
2.7	7 1	Mission		16
2.3	8	Objectives		17
2.9	9	RISDA Development Strategy		17
2.	10	Financial Sources		19
2.1	11	Economic Development Progra	ammes	19
		2.11.1 Replanting		20
		2.11.1.1	Simultaneous Replanting	20
		2.11.1.2	Group Replanting	20
		2.11.1.3	Mini Estate Replanting	21
		2.11.1.4	Rehabilitation of Holdings	21
2.	.12			22
		2.12.1 Smallholders Co-opera	ative	22
		2.12.2 NARSCO		24
2	.13	RISDA Subsidiaries		24
		2.13.1 Smallholders Develop	ment Corporation Sdn Bhd.	24
		2.13.2 KKSR		25
		2.13.3 ESPEK		25
		2.13.4 RSSB		25

Chap	ter			Page
CHAF	TER T	HREE : LIT	ERATURE REVIEW	
3.1	Intro	duction		26
3.2	Defin	nitions		27
3.3	Revie	w on Visioni	ng Models	33
	3.3.1	Allen's Vi	ioning Model	33
	3.3.2	Nanus's Vi	sioning Model	36
		3.3.2.1	Forming vision	38
		3.3.2.2	Turning vision into reality	41
3.4	Justifi	cation for Ad	apting Nanus and Allen Models	47
3.5	Sum	mary		50
CHAI	PTERF	QUR : RES	EARCH METHODOLOGY	
4.1	Introd	luction		51
4.2	e Qua	litative Desig	n	51
4.3	Ratio	nale for Qua	litative Design	52
4.4	Select	ion of Resea	arch Method	54
4.5	Ratio	nale for Cho	osing Interview	54
4.6	Sclec	tion of Respo	ondents	55
4.7	7 The	Interview		57
4.8	8 Ana	lysis		58
4.9	9 Sun	nmary		58

Chapt	er	Page
СНАР	TER FIVE : PRESENTATION AND ANALYSIS OF FINDINGS	
5.1	Introduction	59
5.2	Qualitative Results of the Interview	60
	5.2.1 Understand the Basic Nature of RISDA	60
	5.2.2 Strengths and Weaknesses	62
	5.2.3 Current strategy	64
	5.2.4 RISDA Organizational Culture	65
	5.2.5 Vision	67
	5.2.6 Existing Operating Practices	69
	5.2.7 Actions Taken to Enable Key People in RISDA Know Its	71
	Future Direction	
	5.2.8 Stakeholders	73
	5.2.9 Opportunities & Threats	74
	5.2.10 Major Future Changes in the External Environment	76
	5.2.11 Future Vision	77
	5.2.12 Actions Taken to Achieve Vision	79
	5.2.13 Communicating Vision	80
	5.2.14 Actions Taken to Ensure a Vision Becomes Widely Shared	82
	5.2.15 Steering Changes	83
	5.2.16 Organizational Culture	85

Chapter	Page
5.2.17 Adapting Organizational Climate	87
52.18 Technology	88
5.2.19 Overcoming Resistance to Change	89
5.220 Sustaining Employees Commiment	90
5.3 Research Findings	92
5.4 Summary	98
CHAPTER SIX: CONCLUSIONS & RECOMMENT	DATIONS
6.1 Introduction	99
6.2 General Conclusions	99
6.3 Recommendations	104
6.4 Contribution of the study to Theory and Practic	107
6.5 Suggestions for Further Research	108
6.6 Conclusion	109
References	110
Appendix A : Interview Guide	116
Appendix B : Transcription #1	119
Appendix C : Transcription # 2	135
Annendix D : Transcription # 3	153

LIST OF TABLES

Table		Page
1	Number of Co-operative shares and membership in 1994	23
2	RISDA's mission	60
3	Rubber industry	61
4	Strengths of RISDA	62
5	Weaknesses of RISDA	63
6	Current Strategy	64
7	RISDA Organizational Culture	65
8	Vision	67
9	Existing Operating Practices	69
10	Actions Taken to Enable Key People in RISDA Know	71
	Its Future Direction	
11	Stakeholders	73
12	Opportunities & Threats	74
13	Future Changes in External Environment	76
14	Future Vision	78
15	Actions Taken to Achieve Vision	79
16	Communicating Vision	81
17	Actions Taken to Ensure a Vision Becomes Widely	82
	Shared	
18	Steering Changes	83

Table		Page
19	Organizational Culture	85
20	Adapting Organizational Climate	87
21	Contribution of Technology	88
22	Overcoming Resistance to Change	89
23	Sustaining Employees Commitment	91

LIST OF FIGURES

Figure		Page
1	RISDA Organization Chart	13
2	Model for a visioning action plan	3 5
3	Stages in forming vision	37
4	Stages in turning vision into reality	4 2
5	Model for visioning action plan	4 %
6	Model for visioning action plan	49

CHAPTER ONE

INTRODUCTION

1.1 Introduction

Vision has appeared in the literature of business journals, academic press and newspapers. (Bennis 1991, pp 154-155; Forward, Beach, Gray & Quick, 1991; Robbins & Duncan 1988; Sashkin, 1988). Though the topic has appeared in many books and articles, vision technically remains a "hypothetical construct" (Stone, 1978; 24) • one that is not directly observable and that seemingly carries meaning beyond any single or simple description (Child, 1987; Kriger, 1990).

Why vision is vital in today's world? Numerous answers are provided in response to the significance of vision for today's survival. As we enter 1990s the business environment is growing more turbulent, complex and global. Many CEOs and managers find themselves facing significant challenges. Schmincke (1990) points out that executives find their frustration growing in the face of increasing competition, volatility and pressure for financial performance. Although the current popularity of vision may fade, it seems essential that we understand what lesson can be learned and what practical implication are for organization leadership in the next decade. (Smith, 1989)

The contents of the thesis is for internal user only

REFERENCES

- Allen, R. (1995). On a clear day you can have a vision. Leadership and Organizational Development Journal, 16, 39-44.
- Babbie, E. (1989). The practice of social research. California: Wadsworth.
- Band, W. (1990). **Transform** your company into customer **driven enterprise**. Sales and Marketing Management, 31, 12-13.
- Barber, H.F. (1992). Developing **strategic** leader&p: The US Army war **college experience**. Journal of Management Development, **11(6)**, 4-12.
- Baas, **B.M.** (1990). From transactional to **transformational leadership**: **Learning** to share the vision. **Organizational Dynamics**, **18**, **19-31**.
- Bass, B.M. Charismatic and inspirational leadership: What's the difference: proceedings of symposium on charismatic leadership in management. Mc Gill University, Montreal, 1987.
- Bass, B.M. (1985). Leadership performance beyond expectations. NY: Free Press.
- **Bennis,** W. & Nanus, B. (1985). Leaders: The strategies for taking charge. New York: Harper and Row.
- Bennis, W. (1991). Why leader can't lead. San Fran&co: Jossey.
- Bennis, W. (1992). Leadership for the 90s. In Allen, R. On a clear day you can have vision. Leadership and Organizational Development Journal, 16, 39-44.
- **Berg**, D. et al. (1994). I can see clearly now, how about you?. Journal **for** Quality and **Participation**, 17, 54-57.
- Berlew, D.E. (1974). Leadership and organizational excitement. California Management Review, 17(2), 21-30.
- **Blau**, P. (1963). Critical **remarks** on Weber **theory** of authority. **American** Political Science Review, 57, 305-315.
- **Borgdan,** R. & Taylor, S.J. (1975). Introduction to qualitative research methods. New York: John Wiley & Sons.
- Chan, P. and Justis, R.T. (1991). Developing a **global** business **strategy** vision for the next decade and beyond. **Journal** of **Management** Development, **10**, **38-45**.
- Child, J. (1987) Commentary on Chapter 2. In A. **Pettigrew** (Ed) The management of strategic change: 84-88, **Oxford**, England: Basil Blackwell.

- Conger, J.A. (1985) Charismatic Leadership in business: An exploratory study.

 Unpublished doctoral dissertation, Harvard Business School, Boston.
- Conger, J. and Kanungo, R. (1987). Toward a behavioral theory of charismatic leadership in organizational settings. Academy of Management Review, 12(4), 737-647.
- Conger, J.A. (1990) The dark side of leadership. Organizational Dynamic, 19, 44-55.
- Dow, T.E. (1969). The theory of charisma. Sociological Quarterly, 10, 306-318.
- Filipowski, D. (1991). The tao of tandem. Personnel Journal, October, 72-78.
- Fojt, M. (1995). Focusing on customers. Journal of Services Marketing, 9, 29-31.
- Forward, G.E., Beach, D.E., Gray, D.A. & Quick, J.C. (1991). Bass Mentofacturing: A vision for American industrial excellence. Academy of Management Executive, 5(3), 32-44.
- Gaster, D. R. (1989). A framework for visionary leadership. Leadership and Organizational Development Journal, 10 (4), i-ii.
- Gluck, F.W. (1984). Vision and leadership, Interfaces, 14(1), 10-18.
- Gratton, L. (1996). Implementing strategic vision Key factors for success. Long Range Planning, 29, 290-303.
- Greenwood, R. & Hinings, C.R. (1988). Organizational design types, tracks and dynamics of strategic change. Organization Studies, 9, 293-316.
- Greenwood, R. & Hinings, C.R. (1993). Understanding strategic change: The contribution of archetypes. Academy of Management Journal, 36, 1052-1081.
- Grossman, Stephen R. King, M. J. (1993). Where vision statements go wrong. Across the Board, 30, 56-57.
- Hambrick, D. & Mason, P. (1984). Upper echelons: The organization as reflection of its top managers. Academy of Management Review, 9, 193-206.
- Harper, s. c. (1991). visionary leadership: Preparing today for tomorrow's tomorrow. Industrial Management, 33,13-18.
- House, R.J. (1977). A 1976 theory of charismatic leadership in J.G Hunt & L.L Larson (Eds), Leadership: The cutting edge (pp. 189-207), Carbondale, IL: Southern Illinois University Press.
- Hunt, J.G. (1991) Leadership: A new synthesis. Newbury Park, CA: Sage Publication.

- Isaac, S. & Michael, W.B. (1971). Handbook in research and evaluation. San Diego: Edits Publisher
- Jack, D.W. et al. (1991). Excellence in public administration: Four transferable lessons from the private sector. Public Productivity and Management Review, 14, 227-236.
- Johnson, M. (1988). Change or die. International Management, 43, 46-48.
- Katz, D. & Kahn, R.L. (1978). The social Psychology of organizations. New York: Wiley.
- Kent, F.R. (1990). Visions: A framework for the future. Credit, 16, 26-28.
- Kiechell, W. (1986). Visionary leadership and beyond. Fortune, July 21, 91-92.
- Killing, J.P., and Fry, J. (1990). Delivering vision, Business Quarterly, Summer, 49-56.
- Korn, L. B. (1989). How the next ceo will be different. Fortune, 119 (11), 157-161.
- Kouzes, J.M. & Posner, B.Z. (1987). The leadership challenge. San Francisco: Jossey Bass.
- Kriger, M.P.(1990). Towards a theory of organizational vision: The sharing of organizational futures. Paper presented at the annual meeting of the Academy of Management, San Francisco.
- Labich, K. (1988). The seven keys to business leader &p. Fortune, Oct 24, 58-66.
- Larwood, L. and et al. (1995). Structure and meaning of organizational vision. Academy of Management Journal, 38, 740-769.
- Larwood, L. and et al (1993). Organizational vision. Organization Management, 18, 214-236.
- Lee, C. (1991). Followership: The essence of leadership. Training, 28, 27-35.
- Lee, C. (1993). The vision thing. Training, 30, 25-34.
- Lincoln, Y.S. & Guba, E.G. (1985). Naturalistic Inquiry. Beverly Hills, CA.: SAGE Publication.
- Marcus, J.T. (1961). Transcendence and charismatic leader&p. Western Political Quarterly, 14, 236-241.
- Marshall, C. & Rossman, G.B. (1989). Designing qualitative research. London: Sage Publication.
- Merriam, S.B. (1988). Case study research in education: A qualitative approach.

 San Francisco: Jossey Bass Publisher.
- Miller, D.C. (1970). Handbook on research design and social measurement (2nd ed.).

- New York: David Mc Kay Company Inc.
- Nanus, B. (1992). Visionary leadership. San Franscisco: Jossey Bass.
- Nanus, B. (1992). Visionary Leadership: How to revision the future. Futurist, 26 (5), 20-25.
- Niehoff, B.P., Enz, C.A. & Grover, RA. (1990). The impact of top management actions on employee attitudes and perceptions. Group and Organization studies, 15, 337-352.
- Patton, M.Q. (1990). Qualitative evaluation and research methods. Second edition. Newbury Park, CA: Sage Publication.
- Patton, M.Q. (1991). Qualitative research on college students: Philosophical and methodological comparisons with the qualitative approach. Journal of College Student Development, 30, 389-396.
- Pearson, E. (1989). Six basic for general **managers**. **Harvad** Business Review, 67(4), 94-101.
- Peregoy, R. (1994). Constancy of **purpose** and **vision**. Journal fix Quality and Participation, 17, 46-50.
- Petrock, F. (1990). Planning the leadership transition, Journal of Business Strategy, 11, 15-16.
- Phillips, RL., &Hunt, J.G. (1992). Strategic Leadership: An introduction. In RL. Phillips & J.G. Hunt (Eds), Strategic Leadership: A multiorganizational level perspective: 3-14, Westport, CT: Quorum.
- Rhinesmith, S. H. (1991) An agenda for **globalization**. Training and Development Journal, 45, 22-29.
- RISDA. Annual Report: 1994. Kuala Lumpur.
- RISDA. Annual Report: 1992. Kuala Lumpur.
- RISDA. "Towards better life". Kuala Lumpur.
- RISDA. "Vision, mission and corporate strategy towards 21 century". Kuala Lumpur.
- Robbins, S.R. & Duncan, R.B. (1988). The role of the ceo and top management in the creation and complementation of strategic vision. In D.C Hambrick (Ed), The executive effect: Concepts and methods for studying top management, 205-233. Greenwich, CT: JAI Press.
- Robbins, S.R. & Duncan R.B. The formulation and implementation of strategic vision: A

- tool for change. Paper presented to the Seventh Strategic Management Society Conference, Boston MA, 14-17 October 1987.
- Sashkin, M. (1986). True vision in leadership. Training & Development Journal, 5, 58-61.
- Sashkin, M. (1987). A new vision of leadership. Journal of Management Development, 6 (4), 19-28.
- Sashkin, M. (1988). The visionary leader. In J.A. Conger & RN. Kanungo (Eds)

 Charismatic Leadership: 120-160. San Francisco: Jossey Bass
- Sashkin, M. (1992). Strategic leadership competencies: An introduction. In RL. Phillips & J.G. Hunt (Eds), Strategic Leadership: A multiorganizational level perspective: 139-160, Westport, CT: Quorum.
- Schmincke, D.R. (1990). Strategic **Thinking**: A **perspective** for success. Management Review. 79 (8), 16-19.
- Smith, B. (1989). Vision: A time to take stock. Business Quarterly, 54 (2), 80-84.
- Smith, N. & Daiuty, P. (1991). The management research handbook. London: Craig Routledge.
- Srivastva, S. (1983). The Executive Mind San Francisco: Jossey Bass.
- Stone, E.F. (1978). Research methods in organizational behavior, CA: Goodyear.
- Synder, N.H., James, J. & Houghton, D.M. (1994). Vision Values and courage. New York: Free Press..
- Tichy, N. M. & Devanna, M. A. (1986) The transformational Leader. New York: John Wiley and sons.
- Wellins, R.S. & Murphy, J.S. (1995). Reengineering plug into the human factor. Training and Development, 49, 33-37.
- Westley, F. and Mint&erg, H. (1989). Visionary leadership and strategic management. Strategic Management Journal, 10, 17-32.
- Whitt, E. J. & Kuh, G.D. (1990). Qualitative methods in higher education research: A team approach to multiple site investigation. Manuscript submitted for publication.
- Willner, A.R. (1984). The spellbinders: Charismatic political leadership. New Haven, CT: York University Press.
- Zaleznik, A. & Kets de Vries, M.F.R. (1975). Power and corporate mind. Boston: Houghton Mifflin.