

# **IMPACT OF INCLUSIVE LEADERSHIP ON PROJECT SUCCESS WITH MEDIATING ROLE OF WORK ENGAGEMENT AND PERSON JOB FIT**

By

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**MASTER OF SCIENCE IN MANAGEMENT SCIENCES  
(PROJECT MANAGEMENT)**



**DEPARTMENT OF MANAGEMENT SCIENCES  
CAPITAL UNIVERSITY OF SCIENCE & TECHNOLOGY  
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## Certificate

This is to certify that Mrs. Tehnia Jalil has incorporated all observations, suggestions and comments made by the external evaluators as well as the internal examiners and thesis supervisor. The title of her Thesis is: Impact of Inclusive Leadership on Project Success with Mediating Role of Work Engagement and Person Job Fit.

Forwarded for necessary action

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## **Dedication**

This work is dedicated to my children

Manal Mohsin

&

Muhammad Mughis Mohsin

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### **Abstract**

This study focuses on the relationship between Inclusive leadership and project success with mediating role of work engagement and person job fit. The specific context of the study is the project based organizations in Pakistan. Data were collected using questionnaire from 216 employees working on various projects across twin cities (Islamabad and Rawalpindi) of Pakistan. Results indicate that inclusive leadership is positively associated with project success. Moreover, mediating role of work engagement and person job fit was also established. Results, theoretical and practical implications are discussed.

**Keyword:** Inclusive leadership, work engagement, person job fit, Project success

# Chapter 1

## Introduction

### 1.1 Background

In today's society, economy persists due to multiple investments in projects of public as well as private sectors. According to Serrador and Pinto (2015), it accounts for heavy investment that round up to trillions of dollars annually. The subject matter of project management relies on comprehensive, result oriented and efficient planning (Ika, 2009). The success of project management heavily relies upon the usage of time limit, budget and capability to handle it. The project is considered fruitful if it is performed according to what it needs to be successful (Avots, 1969; Atkinson, 1999). In this perspective, the role of project manager is highly critical to defined and shape the desired targets of project execution (Carvalho, Patah, & de Souza Bido, 2015).

The features and the functionality of the project is defined by the stakeholders. However, project managers are responsible meet these functionalities and complete the project within the project timelines. Project managers are also responsible to keep the project within budget (Ramazani & Jergeas, 2015).

A successful manager is generally judged on how he/she use the defined budget and execute the three factors (e.g. scope, budget and time) to make an organization achieve its goals and targets (Shrunhur, Levy & Dvir, 1997). For making a project successful, it's important for the manager of the team to make them work efficiently and effectively. It requires the manager to have a

clear vision and the skill to attract a brilliant and competent team. Consequently, project manager's leadership support enhances the project success (Raymond & Bergeron, 2008).

In the project related literatures, numerous studies empirically examined and found the relationship between the project manager's supportive leadership styles and project success is positive. For instance, Walker and Walker (2011) studied project manager's authentic leadership styles on successful project delivery. Their study stated that the project delivery and the project manager's authentic leadership has a positive relationship. Aga, Noorderhaven and Vallejo (2016) studied the effects of transformational leadership of a project manager on project success. They found that the transformation style of project leader enhances the project success. Aga (2016) empirically found that the relationship between the project success and the project manager's transactional leadership with contingent reward approach is positive.

One of the unique ways through which project manager supports project success, is the project manager's inclusive leadership. The concept of inclusive leadership was first coined by Nembhard and Edmondson (2006). The idea of inclusive leadership is relatively new in the literature and very few studies examined the effects of inclusive leadership at organizational setting. For example, Nembhard and Edmondson (2006) examined the connection among inclusive leadership and development of health care teams. The study was carried out with the psychological safety playing mediating role. They found an enhancing role of inclusive leadership both directly and indirectly through psychological safety for improvements efforts in health care teams. Later on Caremli, Palmon and Ziv (2010) tested inclusive leadership effects on creative involvement where the psychological safety has liaising role. Caremli and colleagues found the expected hypothesized relationships. Yin (2013) studied the direct and indirect effect of inclusive leadership on employees' voice behavior. The indirect was through psychological

safety and leader member exchange. Yin found supportive findings in all expected relationship. More recently, Javed, Naqvi, Khan, Arjoon and Tayyeb (2017) empirically examined the effects on innovative work behavior because of inclusive leadership with psychological safety playing liaising role. Their studies also found that the innovative work behavior and the inclusive leadership has a positive relationship directly through psychological safety and indirectly as well.

The organizational policies and the experience in reality at the work by most of the professionals has a gap. Inclusive leadership could help bridge for such a gap. One of the quality of the inclusive leaders is that from all their people they bring out the best. For an organization to be successful in today's diverse and complex environment, this quality is very helpful (Carmeli, Reiter-Palmon, & Ziv 2010). The inclusive leaders are skilled to adapt a new environment. They increase innovation and enhance the performance. This is achieved by talent development and relationship building. Research also states that leaders who take care of their employees' psychological and safety needs and also make them feel secure in a healthy working environment, are more successful (Hirak, Peng, Carmeli, & Schaubroeck, 2012). Inclusive leadership is a whole sector which focuses on how to boost more learning and motivation in an organization.

Inclusive leaders encourage mutual communication across organization (Pless & Maak, 2004). They increase positivity and progressive understanding so employees can give their hundred percent output. Such Leaders motivate their employees through appreciation and encouragement.

Renewing a brand new leadership style can be as challenging as bringing the company out of economic crises (Robertson & Byrne, 2016). In modern day a company cannot survive in market without an upright, accomplished and able leader. In fact, a company's turnout completely depends upon mutual collaboration of an effective leadership and proficient employees. This

means that inclusion benefits everyone; the individual team member who feels involved, empowered and trusted, the project manager who benefits from a more engaged and motivated team, and the client who altogether receives a better product or service (Heskett, 2007; Fung, 2015). Inclusive leaders are adept at seeking and using the input of their teams; they understand that by doing this they not only boost work engagement and stem turnover but also benefit business outcomes (Hollander, 2012). Choi, Tran and Park (2015) empirically tested how to retain the engagement of the employees. Their studies found out that the effectual was the intense inclusive leadership.

Schaufeli & Bakker (2010) defined the work engagement. As per their definition, “it is a positive, fulfilling, work-related state of mind that is characterized by vigor, dedication, and absorption”. According to research, it is also known as the term “vigor” which represents higher level of energy, dedication and loyalty with work (Lu, Wang, Lu, Du, & Bakker, 2014). The capability to deal problem solving situations, able to formulate a goal oriented solution and ability to encourage motivation refers to engagement of work. Work engagement comes from a healthy and positive environment at workplace, hence motivate dedicated employees to perform well (Bakker, Demerouti & Vergel, 2014). This enhances not only their psychological well-being but also reduces occupational stress. Good results, appreciation and positive incentives encourages self-confidence and loyalty towards work (Schaufeli & Taris, 2014).

Work engagement is responsibility of an organization. The work is distributed uniformly, roles are assigned proportionately and complaints against the work are handled properly, play major role in the positive development of an organization (Einarsen, Skogstad, Rørvik, Lande, & Nielsen, 2016). To employ and to retain the employees which are engaged is the responsibility of the organizations. The engaged employees are more involved and they have a dedication

towards their job. Given this state, the employees can tend to enhance their own person job fit. This dedication and enhanced person job fit increases the job satisfaction thus increasing the job retention. Efficient employees are beneficial for the productivity and success of an organization or company. Bakker, Demerouti and Vergel (2014) emphasize the need for proper planning and work organization so employees are able to perform well and accomplish their assigned targets.

The orthodox basis of employee selection is the construct of person-job fit (Werbel & Gilliland, 1999). The principal is to find candidates for a given job in an organization is to look for the qualities of being able to perform and the right skills. The match between the individual's desires, the demands of the job and what job has to offer is conceived as person job fit. Person job fit also takes in to consideration the skills and the abilities of the individual as well the knowledge. (Edwards, 1991; O'Reilly, Chatman, & Caldwell, 1991).

An organization's culture must be task oriented as such that it meets the requirements of an individual career goals. It must also meet the requirements of personal values for an individual (Mitchell, Holtom, Lee, Sablinski, and Erez, 2001). If a person is skilled and educated enough to deal with the competency of job, then he/she must be treated as such as well. We suggest that when the person is more fit for the job, the employee will feel more connected to an organization on the professional level as well as on the personal level. It is proven that motivation enhances confidence and self-esteem which is directly proportional to performance and the work commitment (Airila et al., 2014).

## **1.2 Research Gap**

Project success is the ultimate objective of organizations. Plethora of studies identified numerous critical success factors like which positively enhance the project success. Among all these

predictors, leadership role of project manager is more prominent for project success (Badewi, 2016; Tabassi et al., 2016; Banihashemi, Hosseini, Golizadeh & Sankaran, 2017). Following importance of leadership for project success, some researchers examined the effect of leadership via transformational leadership style on project success (Aga, Noorderhaven & Vallejo, 2016). However, leader behave differently in different situations and with different kinds of employees, which shows that leaders do not adopt any one kind of style to deal the workforce diversity (Nishii & Mayer, 2009; Shore et al., 2011). In this regard, the more collectivist approach to leadership style is leader's inclusive leadership style where leaders make it sure the inclusion of everyone at workplace (Carmeli, Palmon, & Ziv, 2010). Leader with the inclusive style emphasize on a belief that 'every one matter', therefore working with people not to people (Javed, Naqvi, Khan, Arjoon & Tayyab, 2017). Particular leader's inclusive approach to make an invitation and appreciation of other's contribution (Salib, 2014) which is the most important critical success factor. However, the project success and inclusive leadership relationship has found limited attention.

Although, the project success and the inclusive leadership are directly related but there are various other mechanisms which intervene in the process view of inclusive leadership for project success. Consequently, there is need to inspect the mediated mechanisms through which inclusive leadership enhance project success. More recently, Javed et al. (2017) and Choi, Tran and Park (2015) highlighted the needs to inspect the role of mediated mechanisms in connection to the work and inclusive leadership which is related to outcomes like project success. Thus, more efforts are required to explore and understand the ways through which inclusive leadership effect project success. It is found that prior studies paid limited attention in the influence process view of inclusive leadership for project success through mediating roles of job engagement and

person job fit. Inclusive leadership directly invite employees to take their view point, which shows that leaders value the inclusion of employees (Shore et al., 2011) in the work setting with high identity and belongingness (Salib, 2014). Ultimately, employees who see their workplace inclusion, perceived that they are valued by their leader (Nishii & Mayer, 2009), consequently they show active involvement at work both psychically as well as psychologically which shows their job engagement at work (Choi et al., 2015). Furthermore, employees with active work engagement, successfully completed the project activities which promote the project success. Along, with the mediation of work engagement, the project success relation to the work engagement is also less attended by the project management researchers.

Another way through which inclusive leadership effect project success is through person job fit. Inclusive leader stresses openness to cautious work related challenges faced by the employees (Choi et al., 2015), therefore eliminates the indistinctness in work roles of the employees (Thomas & Lankau, 2009). Moreover, inclusive leader initiates a supportive work context (Hollander, 2012), which promote the employees' belief of fit with the job (Choi et al., 2016). In addition, employees with person job fit, put maximum effort to achieve the desired job related objectives efficiently (Chinomona, Dhurup & Chinomona, 2013; Tims, Derkx & Bakker, 2016; Boon & Biron, 2016), subsequently person job fit exposed of inclusive leadership enhance the project success. To my knowledge, no study has theoretically and empirically examined the indirect effects of inclusive leadership on project success with reference to the person job fit and mediating role of work engagement.

### **1.3 Problem Statement**

The project management literature in the context of project success through the leadership perspective is in growing stage. Researchers termed leadership as one of most important determinant of project success, however the researchers ignored to find out the more comprehensive approach of leadership for project success. The more comprehensive approach of leadership is leader's inclusive leadership style. In this leadership style, the emphasizes is on leader characteristics, employees' characteristics and leader-followers' relationship characteristics, and with this collectivist nature, inclusive leaders demonstrate the more comprehensive approach of leadership, where employees experienced a great quality relationship with leader, therefore they perform better which enhance the project success. Moreover, inclusive create a supportive context, where employees show more work engagement and job fit which intervene the inclusive leadership-project success relationship. These all mechanisms are not examined in a relationship between inclusive leadership and project success which made it necessary to further theorize that how inclusive leader may influence such evaluations.

### **1.4 Research Question**

The present study is intended to find out the following questions:

***Question 1:*** What is the impact of inclusive leadership on project success?

***Question 2:*** Does the work engagement mediates the relationship between inclusive leadership and project success.

***Question 3:*** Does person job fit mediates the relationship between inclusive leadership and project success.

## **1.5 Research Objective**

The purpose of the study is to collectively set up and test a model between project success, inclusive leadership and work engagement. Additionally, the mediating part of person job fit will be taken into account for the study of the effect of the model. The research model exhibits the independent, dependent and intervening variables proposed correlation.

The objectives are:

- To find out the project success and inclusive leadership relation.
- To seek out the intermediately relationship of project success, work engagement and inclusive leadership.
- To determine the person job fit intervening relationship to the project success and inclusive leadership.

## **1.6 Significance of the study**

Today in worldwide competition projects play key role in achieving competitive advantage because organizations changing culture into project base culture, but organization face a lot of problems to achieve success in projects. Therefore, project success need good leadership skills who can deal with task and goal and also with team developments, but literature is silent, a lots of projects failed due to improper management skills, and still researchers focus on tangible items like cost, procurements and schedule (Lines, Sullivan, Hurtado, & Savicky, 2015; Yun, Choi, Oliveira & Mulva, 2016)

The emphasis of research studies on project success, is to find out the factors which enhance the project success (De Bakker, Boonstra & Wortmann, 2010). Similarly, the attempt of present study is to examine a critical success factor of leadership support via inclusive leadership for

project success. Therefore, theoretically, this study provides an opportunity to test the project success relationship to the inclusive leadership. Moreover, the current study focuses mediated mechanism of work engagement and person job fit in the relationship of inclusive leadership and project success. In addition to the theoretical contribution of mediated mechanisms, the current study examined the person job fit relationship and work engagement with project success. Thus, theoretically, the current study fulfills many gaps in the project management literature.

The current study is designed to test the hypothesized relationship in the context of project based organization in Pakistan and provides numerous ways to these organizations to achieve the ultimate project success. In Pakistan, due to high power distance cultural orientation, leaders are more oriented to show an autocratic style (Paracha, Qamar, Mirza, Hassan, & Waqas, 2012). However, one of the strong factor in the employees of such cultural setting, is that employees show loyalty towards leader's expected performance (Li, Xu, Tu & Lu, 2013). Therefore, if employees are supported via leader inclusive leadership style, employees show more loyalty, therefore project success enhanced via inclusive leadership.

## **1.7 Supporting Theory**

### **Leader Member Exchange Theory (LMX)**

The current study focuses on leader member exchange (LMX) theory, based on the tenet that quality leader follower's relationship enhances the desirable work outcomes (Graen, Novak & Sommerkamp, 1982; Ilies, Nahrgang & Morgeson, 2007; Volmer, Spurk & Niessen, 2012). In quality relationship, employees experience beneficial resources like task related sources and challenges tasks, and these availability of resources motivate employees to perform efficiently (De Jong & Hartog, 2007) which enhance the project success. Inclusive leadership, initiate a

quality relationship with employees, via working with employees, not to employees (Nembhard & Edmondson, 2006). Inclusive leadership with attributes like openness, accessibility and availability motivate employees to successfully perform the desired expected performance (Shore et al., 2011) and leader with these characteristics create a supportive social context, where employees show more job engagement and find more job fit which engender the project success.

How leaders maintain their position through implicit exchange agreement with their members is defined through the LMX theory which is Leader member exchange theory and the vertical Dyad Linkage Theory as well.

Numerous researchers used LMX theory in order to theorize the relationship between inclusive leadership and job outcomes both directly and indirectly through mediated mechanisms (Niashii & Mayer, 2009; Choi et al., 2016; Javed et al., 2017). In line with these studies, the current used theory is LMX theory to explain inclusive leadership relation to the project success both directly and indirectly through mediated mechanisms of work engagement and person job fit.

# Chapter 2

## Literature Review

### 2.1 Inclusive Leadership and Project Success

The management of the workforce is the most laborious task of today (Espinosa & Ukleja, 2016). The task becomes even harder for the project- oriented organizations where the resources are unlimited but the nature of the employment is usually temporary, contract-based. The employees have to be motivated to maintain the quality of the organization (Dwivedula, Bredillet & Müller, 2016).

To create a productive work environment, limiting to policies and structural changes doesn't suffice, leader must also foster and environment that promotes inclusiveness and pushes the individual to reach their fullest potential. The leader must use his authority effectively and efficiently (Yukl, 2012) while collaborating with the team member, thus growing trust. Project leaders must work on their intentions as well as actions so as to accomplish the goals of their project (Redick et al., 2014). This not only boosts diversity but also increases business and individual performance (Soares, Marquis and Lee, 2011)

Therefore, leadership in organizations matters (O'Reilly et al., 2010). Leadership is required to cultivate quality of work and the need to meet employers' requirements at all levels within the organization (Anvari, 2014).

Inclusive Leadership ensures the appropriate kind of leadership (Kezar and Lester, 2010) that allows us to work towards the social justice. There can be various hindrances which can make the phenomena of Inclusive Leadership tough (Ryan, 2007). The obstacles can be of the following type (a) the managerial approaches execersized (b) policies of the organizations

Inclusive Leadership can ensure improved performance, enhanced innovation (Carmeli, Palmon, & Ziv, 2010) as well as it can help to retain people with creative minds (Hunt, Layton, & Prince, 2015) while introducing an inclusive culture (Mujtaba, 2013).

An Inclusive Leader is the role model for setting new trends in inclusive behavior, listens to and seeks out of the views of variety of people and takes account of these view, without bias, in the decision they make, they appreciate the subordinates for their vision and participation (Groysberg & Slind, 2012)

Inclusive leaders create more diverse and creative workplaces where employees feel connected to and supportive of one another (Javed, Naqvi, Khan, Arjoon & Tayyeb, 2017). The team members may have differences in terms of knowledge or they may have different values. The project leaders have the ability to leverage the differences of members and to carefully manage the conflicts between groups hence improving the employee's performance. Inclusive Leadership can help to delineate the vital importance diversity and conflicts by promoting the effective management of diversity and conflicts in workgroups for project success. In line with these arguments, we hypothesized a following relationship.

**H1: Inclusive Leadership has positive impact on project success.**

## **2.2 Inclusive leadership and Work Engagement**

Leadership is a kernel for promotion of goals and missions of an organization (Jackson, 2016). Organizations are benefitted by its leaders (Scanlan & Johnson, 2015), through innovations, diverse talent and getting the best result for their organization. A leader who is a good listener creates trust amongst its team member, giving them the surety that he or she cares about them (Lloyd, Boer & Voelpel, 2015). It has been concluded by researchers that listening is a ‘key management skill’, listening is critical to include and investigate in wider framework of leadership theory. The results of these researchers indicate that listening is just an explicit element of leadership that allows better understanding of how leaders influence the behavior and attitudes of their followers in growing stronger relationships with employees. A leader who is a good listener will also observe those issues which are not being clearly said, and motivate people into action.

The vigor, dedication and absorption are the main components defining the work engagement as a positive and fulfilling work related state of mind (Schaufeli, Salanova, Roma & Bakker, 2002). High levels of energies with resilient mind while working is vigor. Keen involvement in one’s work with a sense of significance, ebullience and challenge is the definition of dedication. One having difficulties in detaching from work while the time passes quickly and one is happily involved in his work is the absorption (Schaufeli et al., 2002).

Supervisors have a large impact on an employee’s engagement with work and his choice to be a part of same organization and job. Human resource (HR) professionals can provide better support for training and hold accountability from managers for any kind of retention. For managerial effectiveness at all levels, HR leaders should consider setting engagement levels for subordinates as a parameter of evaluation (Agarwal, Datta, Blake-Beard & Bhargava, 2012).

Organizational effectiveness can be improved if managers encourage employees to speak about work related issues, which can improve work environment (Cheng, Lu, Chang & Johnstone, 2013). Study of Tuckey, Bakker and Dollard (2012) indicated that when there is need of autonomy, capability and understanding which is supported by leaders, employees give response favorably by displaying high levels of work engagement in their projects.

Employees work engagement is positively linked with leadership. First, under the lens of social exchange theory, inclusive leaders who exhibit openness, accessibility, and availability provide beneficial resources to employees. These resources tend to motivate employees to fully involve oneself to organizational work by giving their complete devotion in sense of emotional and physical efforts (Choi, Tran & Park, 2015). Consequently, we predict a following relationship.

## **H2: Inclusive leadership impact's positively on work engagement.**

### **2.3 Work Engagement and Project Success**

The most important aspect of project success is keeping your project team engaged (Costa, Passos & Bakker, 2014). Engaged workers dedicate their energy to achieving their organization's objectives (Albrecht, Bakker, Gruman, Macey & Saks, 2015). They are dedicated, passionate, trustworthy, and enthusiastic (Ibrahim & Al Falasi, 2014). Engaged employees are more productive, more profitable (Muñoz, Vergel, Demerouti & Bakker, 2014) more focus on the customers, safe, and more urge to stay in the organization. Engaged employees are more likely to elicit engagement from key stakeholders, such as their internal and external customers. People want to be treated well, informed and appreciated (Alfes, Truss, Soane, Rees & Gatenby, 2013). Project managers and executives should communicate a clear vision. Project managers must have zeal and zest and must be focused. If the project manager is energized about the project, the

project environment will be accordingly for the members (Brière, Proulx, Flores & Laporte, 2015).

Improved performance results if the project team members are kept engaged (Barrick, Thurgood, Smith & Courtright, 2015). Engaged employees enjoy their job which make them involved in their tasks and its effects their productivity in a positive way (Bakker & Demerouti, 2008). According to Harvard Business Review the organizations who have more engaged employees have success rate many times higher as compared to the organizations who have less engaged employees. Baker and Demerouti (2008) found out engaged employees urge and dedication towards their work is more than the less engaged employees.

Researcher have found out that the organizations who keep their employees engaged increase their loyalty which increases the job satisfaction as well (Biswas & Bhatnagar, 2013). Work engagement was found to have positive results relating to job satisfaction (Takawira, Coetzee & Schreuder, 2014). Employees with higher work engagement have higher degree of loyalty which motivates them to work harder; to make the project successful. Organizations become successful if their employees are satisfied (Dhar, 2015), such employees are the representative of the company, they represent company's vison and mission on every platform.

Commitment of engaged employees make them work hard which results in high achievements, such employees are willing to go through all the hurdles and accomplish their job (Karatepe, 2014). Such employees love their work which decreases the absenteeism from work (Soane, Shantz, Alfes, Truss, Rees & Gatenby, 2013). It also helps increase the productivity by increasing the motivation leading to success. Factors such as earning per share (EPS), profitability, productivity, and customer ratings are all key indicators in determining a company's health and its potential for growth and success. Companies with more engaged employees tend to

have higher profitability rates. When employees are engaged they become more productive and efficient, positively affecting the company's bottom line. A study by Wyatt Watson in 2008 found that companies that have highly engaged employees produce 26% higher revenue per employee. The equation makes perfect sense. The more engaged your employees are the more efficient and productive they become, lowering operating costs and increasing the profit margin of the projects. It is the responsibility of the organization to retain good employees. Satisfied and engaged employees are not job hoppers. Such attribute guarantees their loyalty to the company and improves the chances of success (Mehta, Kurbetti & Dhankhar, 2014). There is a close relationship between innovation and employee engagement (Siddiqi, 2015). He further said engaged employees execute their tasks efficiently and effectively which brings creativity to the office environment. Such employees enjoy a strong connection with their managers which results in growth and success of the organization. Thus the project success and the work engagement has a positive relationship (Shantz, Alfes, Truss & Soane, 2013; Reijseger, Peeters, Taris, & Schaufeli, 2016; Jugdev, 2014) which suggest a following relationship.

### **H3: Work engagement has positive influence on project success.**

#### **2.4 Impact of inclusive Leadership on project success with mediating role of work engagement**

It is observed in past few decades that to achieve more success organizations need more useful information and creative ideas in their work field (Carmeli, Dutton & Hardin, 2015). These are obtained by employee work engagement. Their work engagement is the key of success of any organization and has been connected to better-quality individual outcomes, upgraded individual productivity, enhanced business turnover, improved managerial effectiveness and better

customer satisfaction (Strom, Sears, & Kelly, 2014; Blomme, Kodden, & Beasley-Suffolk, 2015). And on the other hand their less engaged employees tend to decrease output, efficiency and leads to higher costs (Choi et al., 2015). The organizational success is influenced by innovative and creative contributions of its work force. The factors involve in the employee work engagement play a vital role in organizational achievement (Blomme et al., 2015).

One of the most important factors influencing work engagement is leadership which is not only the source of satisfaction and motivation of employees and also makes a friendly atmosphere for employee work engagement (Choi, et al. 2015). However, some studies are especially conducted to examine the behavior of a leader, like authentic (Hassan & Ahmed, 2011), transformational (Ghadi, Fernando, & Caputi, 2013), and ethical (Hartog & Belschak, 2012), on employee work engagement. They are positively connected with employee work engagement.

Leadership shows accessibility, openness and availability to their employees. It motivates the employees to participate fully in their given tasks and dedicate themselves mentally, emotionally, and their physical resources to the organization. Leaders also encourage their workers to work hard and contribute to their organizations at higher level. Therefore, being accessibility, openness and availability to their employees' leaders creates more job satisfaction in employees and also positive effect on work engagement.

Haffer and Haffer (2015) also argued that work engagement brings more positive attitude towards project success and business excellence. They identified 29 critical success factors for project out of which 45% relate to project manager's leadership style and 31% factors related to engagement and commitment of project team. Inclusive leadership motivates its workforce to reach to the depth of their work so can become more involved. It brings greater sense of work

engagement and employees bring innovative ideas to improve work performance leading to greater likelihood of project success (Gupta, Singh & Bhattacharya, 2017).

Hoper, Muser and Janneck (2012) tested the mediating role of work engagement between leadership and project success based upon gender-sensitive data. They concluded that work engagement partially mediates between work engagement and project success. Bell (2010) also found the positive impact of work engagement on project success. Similar results have also been found in other studies which documented the positive effect of work engagement on project success (Karatepe & Ngechi, 2012; Song, Kolb, Lee & Kim, 2012; Bakker & Vergel, 2013).

Therefore, we can hypothesize:

**H4: Work engagement mediates the inclusive leadership and project success relationship.**

**H5 Inclusive Leadership and Person Job Fits**

There are twofold benefits of enhanced focus on the comprehensive leadership. First the worker's diversity is increased firmly and secondly it changes the value of an individual, organization and society. Essentials of greater innovation, greater output, and resource engagement serve as basis for organizational values to move from command and control leadership with improved competition and also fueling these variations in values. A number of studies over this subject in the past have suggested a multiple mechanism through which the leader's behavior can impact employee engagement, involvement in creative work and their satisfaction. This called for additional study on diverse mediating variable to better understand the ways through which leadership affects employee's innovative behavior and wellbeing (Carmeli et al., 2010; Sharifirad, 2013).

A right person in right organization on a right job makes huge difference in organization by helping to achieve organization goals on time, with positive outcomes (O'Reilly, Chatman &

Caldwell, 1991). A person-job fit can be defined as qualified degree of match between the person's skills, abilities, values and knowledge to the job specifications and requirements (Shin, 2004).

According to Akkermans et al. (2013), employees with positive self-evaluations on their capabilities require to serve as private resource. These private resources inspire the particular growth advancements and goal attainment thus are appropriate to comfort the employee wellbeing. The comprehensive leadership which develops supportive work environment for employees can be used to increase the private resources (Hollander, 2012). This also helps promote the employee's belief and confidence that to meet the job requirement, they have all the required capabilities (Tims et al., 2011). The concept of person-job fit is focused on such individuals and their analysis. This is to ensure that those individuals have the required technical knowhow to perform the assigned tasks. These individuals also add value with additional efforts to the organization goals (Werbel & DeMarie, 2005). Graen and Uhl-Bien (1991) suggested that when leaders are able to develop a mature and beneficial relationship/partnership with their followers, the most effective and efficient leadership processes happen to occur. And leaders are also able to gain benefits from that partnership.

According to Carmeli et al. (2010) and Volmer et al. (2012), comprehensive leaders have an ability to build high-quality and beneficial relationship with their followers. Such relationship is helpful for their followers to meet the job specifications in a better way with high end resources. Thus, coteries are likely to realize positive impacts of job fit term along with inclusive leaders. A term that is favorable to positive outcomes related to job. This helps grow employee's innovative behavior and well-being. For example, a leader's behavior facilities the phenomenon of person-job fit. This cause influence and positive impact on coworkers and subordinates

Aim of this study is to create link between the gap in knowledge. This study examines the relationship between inclusive leadership and person job fit within Pakistani societies and discovers the additional fundamental mechanism. This study, specifically, intends to inspect the role of inclusiveness in their leader and his right choices to hire right people. It becomes the utmost responsibility of the leader to hire the right person based on the value they can add to the team. Because LMX relationships is increased when leaders and team share similar standards (Ashkanasy & O'Connor, 1997; Van Vianen et al., 2011).

#### **H5: Inclusive Leadership is positively related to person job fit**

#### **2.6 Person Job Fit and Project Success**

No matter what the endeavor, critical enabler for the success is selecting and engaging the right person (Kumari & Malhotra, 2013). This holds particularly true for organizations that in any given year may have to build multiple project teams. Highly functional project team's recruitment does not happen accidentally (Hsu, Weng, Cui & Rand, 2016). During the formation stage of the team, sound selection and engagement process lies at the core.

The compatibility between the individuals and the job or tasks that they perform at work is defined as Person-job (PJ) fit (Brown, Zimmerman, & Johnson, 2005). The definition includes compatibility based on employee needs and the job supplies available to meet those needs. This also includes the job demands and employee abilities to meet those demands (Cable & DeRue, 2002). When individual's passion and talent match those required by the work and his values are synchronized with the values of the project, it is Job fit (Boon & Biron, 2016). According to Holloway, it has never been more important than today to select the right person for the job.

An employee's happiness and success is only achieved at work if he is right suit for the right job (Gabriel, Diefendorff, Chandles, Moran & Greguras, 2014). Jim Collins observes in his book,

Good to Great, that to begin with the transformation the Good-to-Great leaders start by first getting the right people on the bus and the wrong people off the bus. Then only they figure out where to drive it.

Curt McCann in his article on ‘The Importance of Having the Right People on Your Project Team’ says ‘Any sports coach will tell you that one of the keys to success is having the right people on the team all working toward a common goal’. This same happens to be true for a good project team. It is essential for a successful project to select the right group of people for a team. A team can be made to work efficiently and effectively together toward the success of the project by achieving right balance of necessary departments, personalities and skills. It can be challenging to determine the worthy mix for a project team. To achieve the creative, smooth and successful execution of any project, it is important to form a team with the right mix of skills, knowledge and abilities (Yong, Sauer & Mannix, 2014). There may be a sub-team focused on a particular area of the team members might be able to cover multiple roles.

To determine the success, understanding and leveraging emotional competencies like self-discipline, interpersonal skills, empathy and motivation are key components of job fit (Zeidner, Matthews, & Roberts, 2004). Emotional quotient of the employees is an important factor for success, while recruitment companies must determine it. Usually, projects operate in a shared-resource environment i.e., the same employees are used on all projects. In this case, whoever is available is assigned a task at the time of starting a job. In some scenarios often a person is pulled off first project and is assigned to a new project because he/she is right for the new job. In fact, this is not desirable because this will disrupt the first project. Nevertheless, it makes even less sense to assign the wrong person to a project just because they are available.

A project need to have the right team in place, people whose skills and experience can benefit the project to have a successful project (Zou, Kumaraswamy, Chung & Wong, 2014). In order for a project to be successful, a team should have candidates whose knowledge, ability and skill matches with the requirement of the project (Sharif, Kamaruzzaman & Pitt, 2014). The right project team should have individuals who are well-matched with other team members and are committed to the project (Brown, Seong, Degeest, Park & Hong, 2014).

#### **H6: Person job fit is positively impact on project success**

##### **2.7 Mediating role of person job fit between inclusive leadership and project success**

The concept of person job fit is the match between the job need, demand/desire, person skill, knowledge and ability to what is provided by the job (Edward, 1991). Leaders play a pivotal role in establishing positive work environments including person job fit and sustaining it (Laschinger & Read, 2016). Their study examined and concluded that to create working conditions with high levels of person-job fit, leaders can positively influence civility norms through their actions. Past research have found that the employees' satisfaction, commitment and performance in organizations is effected by the person job. For instance, Malach-Pines and Sadeh (2009) found that those projects will be more successful when the personality of the project manager matches their projects. Also, the project managers managing the projects that fit their personality traits will be more successful.

For an individual to assess the right job with knowledge, skill and ability it is important to have accurate and realistic job information (Wanous, 1992, 1980). In project management literature the person job fit is vital. It is important to select right individual for right task because in project management, every individual have own task to perform. Task performance is defined by Borman and Motowidlo (1993, p. 73) as "the proficiency with which job incumbents perform

activities that are formally recognized as part of their job, activities that contribute to the organization's technical core either directly by implementing a part of its technological process, or indirectly by providing it with needed materials or services." The performance and person job fit has generally a relationship which is positive and this has been supported when P-J fit has been operationalized as the match of employee skills and personality with job demands. Ivancevich (1979) demonstrated that when a person's readiness for decision-making matched the amount of decision-making offered on the job, the performance was highest. Because of their referents, Kristof (1996) suggested that person job fit should be more strongly associated with attitudes specific to the job (e.g., Project success).

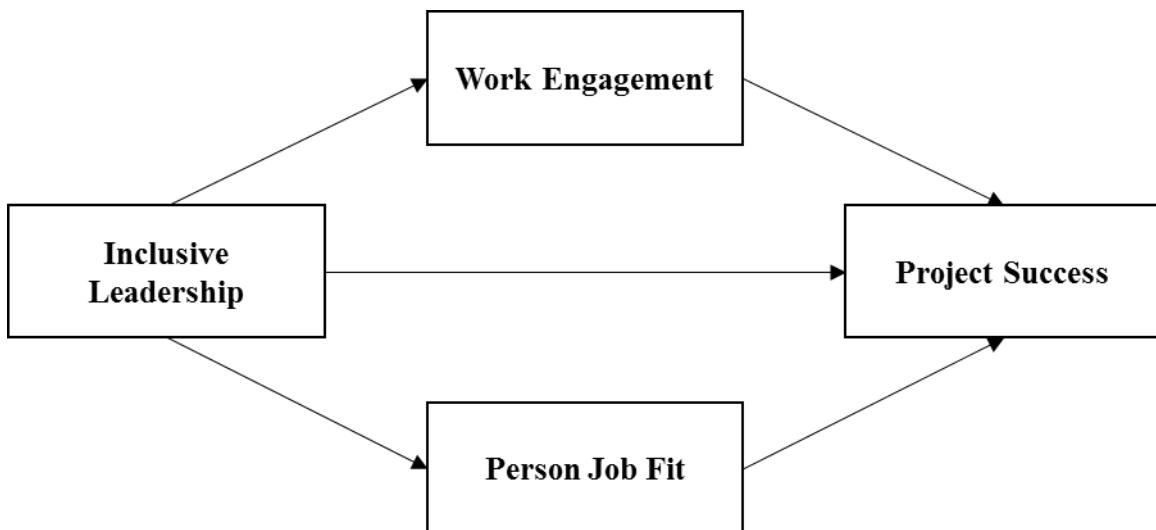
The leader behaviors that involve more intensive interaction between the leader and his or her subordinates can affect the values, attitudes and behaviors of the subordinates thus having a greater impact on the person-organization fit (Meglino et al., 1991). Managers must organize workers. This not only maximizes the efficiency but also nurture skills, develop talent and inspire results. The project managers with leadership competency profiles are more detailed oriented. They are able to organize and keep straight many disparate activities at a time (Müller & Turner, 2010). The efforts of manager's leadership in terms of inclusiveness are directed towards convincing people about the need to change to align them to a new direction. They also put efforts in motivating people to work together to achieve project objectives under difficult and demanding work environments (Anantatmula, 2010). Inclusive project leaders and good managers have a lot in common. In particular, Pemsel and Wiewiora (2013) found out that the good project managers are oriented and quickly establish effective working relationship with their team members. Thus they create an environment to deliver a continuous stream of successfully managed projects (Walker & Christenson, 2005).

Lovas and Ghoshal (2000) proposed that in shaping the company's direction and outcomes, the leaders play a major role. This idea leads that through the manager's foresight and recruitment, organizations have limited yet significant amount of leverage to shape the environment of the organization. Leaders choose people for project teams based on their specialized knowledge (Hitt & Duane, 2002). Leaders also take into consideration a number of specific skills which are fit for the project to make it successful with best project outcomes (Ramazani & Jergeas, 2015).

The project managers can develop to their full potential and influence project results to largest extent through their leadership style (Müller, Gerald & Turner, 2012). Farooqui & Nagendra, (2014) study confirmed that person job fit has positive influence on work outcomes like satisfaction and performance which enhances the probability of success. Such behavior and emotions of gratification which impacts success can only be provided by inclusive leadership (Randel, Dean, Ehrhart, Chung, & Shore, 2016)

**H7: Person job fit mediates the relationship between inclusive leadership and project success.**

## 2.8 Proposed Research Model



*Figure 2. 1: Research Model of Inclusive Leadership, Project Success, Work engagement and person job fit*

# Chapter 3

## Methodology

### 3.1 Introduction

In this chapter, the methodology is described which is used to find out relationship of inclusive leadership and project success, with the mediating role of work engagement and person job fit. The methodology chapter deals with research design cover all data collection techniques (population and sample). And also highlights measurement and instrument reliability analysis.

### 3.2. Research design

Research design is a framework of research plan of action. Zikmund (2003) defines research design is the strategy of the researcher that specifies the technique and process for collecting and investigating necessary information. In the research design includes time horizon, types of setting and unit of analysis which are discussed below.

#### 3.2.1. Types of study

This is a causal study where the impact of Inclusive leadership on project success with the mediating role of work engagement and person job fit. was measured on basis of self- reported perception.

### **3.2.2. Study setting**

The participant for study from the field because the supervisor and their subordinate contacted in project base private organization was contacted to fill the questionnaire in their natural work environment.

### **3.2.3. Time Horizon**

The data were collected in one month and twenty days for this study, the data in nature cross-sectional and collected at one time.

### **3.2.4. Unit of Analysis**

The unit of analysis is can be an object or individual whose character and features is to be analyzed. Unit of analysis can be either individual, group, industry, organization, country or cultural from the where data are collected. For this study unit of analysis was individual public and private project base organizations employees from Islamabad and Rawalpindi.

### **3.2.5. Population and Sampling**

Population is a set of peoples, events, things connected with interest that the researcher wants to investigate. The current study population is employees of the project base organization from Islamabad and Rawalpindi.

Sample is composition of the population represents the whole population for that study we used Convenience sampling, we distributed 500 questionnaires in the different project base organizations. With the reference, I approached Electronics companies of Islamabad and Rawalpindi. They are software, hardware and product development companies. They have expertise in Software Applications Development, Embedded Systems Programming, Hardware Design and Development to Board level designing. A cover letter along with the objective of the

study was provided to the Administration Managers of the companies. Different amount of questionnaires was given to them. Out of 500 collected 250 and 216 considered for analysis. I went to the work sites to meet Administration manager and explain the purpose of the study and data collection method. I promised them that if they needed the results, it will be provided to them. During these face to face meetings, I informed the companies that the data will be collected from the employees. For this study we used cross-sectional data.

### ***3.2.5.1. Sample Characteristics:***

The table below represents sample characteristics

#### **Gender**

	Frequency	Valid Percent	Cumulative percent
Male	181	83.8	83.8
Female	35	16.2	100
Total	216	100	

*Table 1: Represent Gender Percentage*

First table represents the gender composition of the sample in which 83.8% were male and 16.2 % female. The male percentage is high.

#### **Age**

	Frequency	Percent	Cumulative percent
18-25	74	34.3	34.3
26-33	86	39.8	74.1
34-41	45	20.8	94.9
42-49	06	2.8	97.7
50 above	05	2.3	100
Total	216	100	

*Table 2: Respondent's Age Distribution*

Table 2 shows the composition of the sample with reference to age groups. 34.3% of respondents age were 18-25, 39.8% respondents age were 26-33 range, 20.8% respondents age were in 34-41 range, 2.8% respondents age were in 42-49 range and just 2.3% respondents were more than 50years. In that study, the percentage of 26-33 respondents are high.

### ***3.2.5.2 Qualification***

In below table explain the qualification of respondents.

#### **Respondent qualification**

	Frequency	Valid Percent	Cumulative percent
Metric	02	0.9	0.9
Bachelor	69	31.9	32.9
Master	70	32.4	65.3
MS/MPhil	69	31.9	97.2
PhD	06	2.8	100
Total	216	100	

*Table 3: Respondent Qualification*

In the above table represent the respondents' qualification, metric qualified in table 3 is 0.9 %, bachelor qualified was 31.9%, master qualified was 32.4%, MS/MPhil qualified was 31.9% and PhD qualified respondent was 2.8%. in table 3 the master qualified percentage is high.

#### **Work Experience**

In below table 4 explain the respondent work experience

	Frequency	Valid Percent	Cumulative percent
0-5	171	79.2	79.2
6-13	30	13.9	93.1
14-21	07	3.2	96.3

22-29	03	1.4	97.7
30 and Above	05	2.3	100
Total	216	100	

*Table 4: Experience of Respondents*

In above table 4 represent the respondent experience of the work, in which high percentage of respondents work experience is 79.2% in range (0-5), in range (6-13) the respondents experience were 13.9%, in category (14-21) the respondents experience were 3.2%, in category (22-29) the respondent experience were 1.4%, in category 30 and above the respondent experience were 2.3%.

### **3.3. Measurements**

In this study close ended questionnaire was used to measure four variables, on five Likert scale from “Strongly Disagree to Strongly Agree”. 1= strongly disagree, 2=disagree, 3= neutral, 4= agree, 5= strongly agree.

#### **3.3.1 Inclusive Leadership**

We adopt items from Carmeli, Palmon and Ziv (2010). Items include, “The manager is open to hearing new ideas”, “The manager is ready to listen to my requests”. The instrument has been used by Javed et al (2017), and reported the reliability as 0.85.

#### **3.3.2 Project Success**

Project success measurement standard tool are not available in publish literature, and one tool which consist of previous research (Mir & Pinnington, 2014). Recently used by Aga and Vallejo (2016). The sample item is “The project was completed on time”, “The project was completed according to the budget allocated”.

### 3.3.3 Work Engagement

We adopt items from Utrecht work engagement scale, Schaufeli, Bakker and Salanova (2006).

Items include “At my work, I feel bursting with energy”, “I am immersed with my work”. Scale has also been previously validated by Harju, Hakanen & Schaufeli (2016). In their study, UWES-9 had an internal consistency reliability of 0.95.

### 3.3.4 Person Job fit

Person job fit 4-items scale developed by Saks and Ashforth (2002). The sample item is “To what extent do your knowledge, skill and ability match the requirements of the job?” and “To what extent does the job fulfill your need?”

## 3.4. Pilot testing

The table shows the reliability analysis of instruments. First, we collected 60 questionnaires from authentic respondents and 45 questionnaire considered for analysis. Nunnally and Bernstein (1994) explained the standard of Cronbach’s Alpha is more or equal 0.70.

### 3.4.1. Analysis of reliability

Variables	Items	Cronbach’s alpha
Inclusive Leadership	09	0.866
Work Engagement	17	0.819
Person Job Fit	04	0.682
Project Success	14	0.897

Table 5: Analysis of Reliability

Inclusive leadership Cronbach's alpha value is 0.866 in the current study, the Cronbach value of work engagement in this study is 0.819, the person job fit Cronbach's value is in the current study is 0.682 and project success value of Cronbach's is 0.897.

# Chapter 4

## Result

### 4.1 Measurement Model

Confirmatory Factor Analysis (CFA) was used to justify the measurement model (Anderson & Gerbing, 1988) which consisted of four (4) latent variables: inclusive leadership, person job fit, work engagement and project success. The combination of different fit indices: model chi-square, incremental fit index (IFI), *Tucker-Lewis index* (TLI), comparative fit index (CFI) and root mean square error of approximation (RMSEA), was used to assess the model fit. The measurement model provided an excellent fit to the data over the alternative models ( $\chi^2/df=2$ , IFI=. 90; TLI=.88; CFI=0.89; RMSEA=0. 06) Shown table 6. These CFAs results showed that four-factor model had satisfactory discriminant validity. Moreover, all the items loaded significantly on their respective latent factors, with factor loadings ranging from 0.61 to 0.99.

Model	Factors	$\chi^2$	Df	RMSEA	IFI	TLI	CFI
Based lined hypothesized model	Four factors	465.933***	233	.06	.90	.88	.89

\* p > 0.

Table 6: Measurement Model

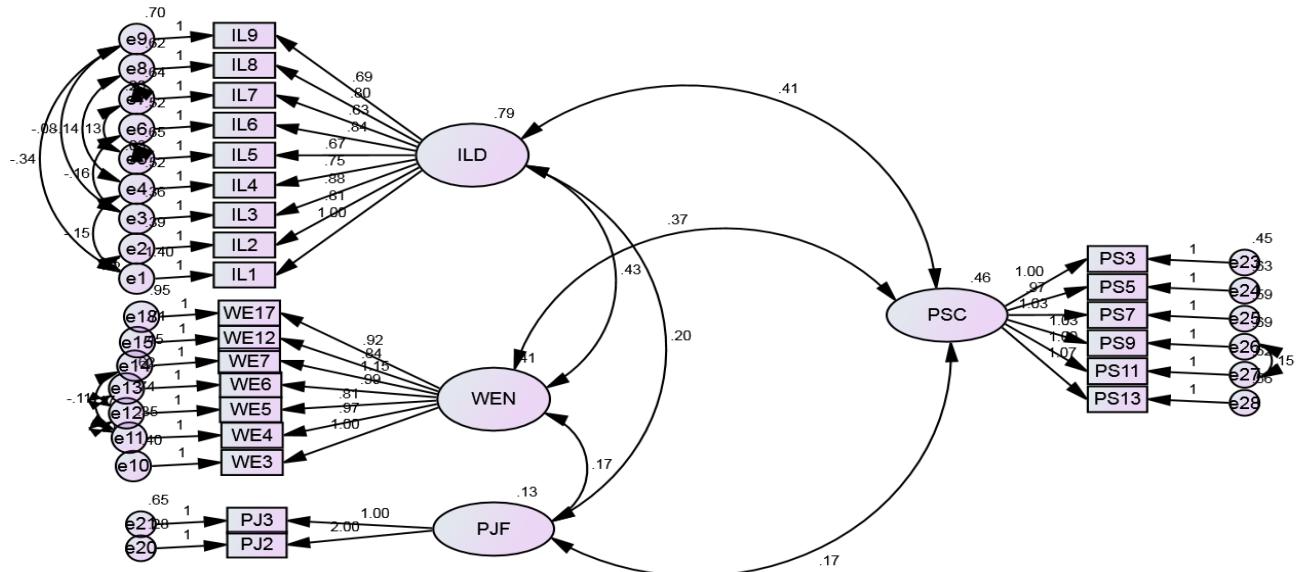


Figure 4. 1:Measurement Model

## 4.2 Covariates

Barrick, Bradley, Brown and Colbert (2007) found that the size of organization and age performing the project, project team size, PM experience, project duration, educational level and gender have been influence the project success, so these variables were considered to be covariates. Aga, Noorderhaven and Vallejo (2016) also used these variables as covariates. Results in table 7, shows that gender ( $F=1.034, P>0.05$ ) and qualification ( $F=1.742, P>0.05$ , *Age* ( $F=2.362, P<0.001$ ) and *Experience* ( $F=1.822, P<0.01$ ) have significant difference with project success.

Covariates	F Value	Sig.
Gender	1.034	0.426
Age	2.362	0.000
Education	1.742	0.120
Experience	1.822	0.005

Table 7: One Way ANOVA

#### 4.3 Reliability Analysis

Reliability analysis is the process to measure the scale consistency result of measurement. Nunnally and Bernstein (1994) explain the standard of the Cronbach alpha value, the range of value .70 or more considered good reliable and below .70 considered not a good reliability. Table 8 shows that, Cronbach Coefficient Alpha value of Inclusive leadership was .866, work engagement was .819, person job fit was .682 and project success was .897.

Variables	No. of Items	Cronbach's alpha ( $\alpha$ )
Inclusive leadership	9	0.866
Work engagement	17	0.819
Person job fit	02	0.682
Project success	14	0.897

Table 8: Reliability Analysis

## **4.4 Results for Hypothesized Variables**

SPSS was used for descriptive and correlation analysis. Finally, for Path analysis, the structural equation modeling (SEM) was used.

### **4.4.1. Descriptive Analysis**

The Descriptive technique tells us about the univariate summary statistics for different variables in one table and calculates its standardized values. The descriptive statistic includes basic details like sample size, minimum and maximum values, mean values and standard deviation values of the data. Descriptive statistics of the current data were given in Table 9. First column of the table gives the details of the variables. Second, third, fourth, fifth and sixth columns inform about sample size, minimum value, maximum value, mean and standard deviation respectively.

Table 9 shows that sample size was 216 for all the four variables. All variables (Inclusive leadership, Work engagement, Person Job Fit and Project success) were rated on a five point Likert scale, such as 1 representing “Strongly Disagree” and 5 representing “Strongly Agree”. Mean values show the essence of responses. This is respondents’ observation regarding a particular variable. The mean values of the Inclusive leadership (IL) were 3.4563 which shows that respondents were agreed. The mean values of Work Engagement (WE) were 3.5196 which indicate that respondents were agreed that they have felt engaged. The mean value of Person job fit (PJ) was 3.3854 which indicates they were fit for the job. Finally, the mean value of Project success (PS) was 3.4864 which indicate that respondents were agreed that they have success in projects.

<b>Variables</b>	<b>N</b>	<b>Min</b>	<b>Max</b>	<b>Mean</b>	<b>SD</b>
Inclusive leadership	216	1	5	3.4563	0.74480
Work engagement	216	1	5	3.5196	0.63611
Person job fit	216	1	5	3.3854	0.71480
Project success	216	1	5	3.4864	0.70545

*Table 9: Descriptive Statistics*

#### 4.4.2 Correlation analysis

Table 10 presents the correlations for all theoretical variables. Inclusive leadership was significantly correlated with Work engagement ( $r=.622$ ,  $p<.01$ ), Person job fit ( $r=.395$ ,  $p<.01$ ), Project success ( $r=.591$ ,  $p<.01$ ), work engagement significantly correlated with person job fit ( $r=.509^{**}$ ,  $p<.01$ ), project success ( $r=.697^{**}$ ,  $p<.01$ ). And person job fit significantly correlated with project success ( $r=.498^{**}$ ,  $p<.01$ )

	Variables	1	2	3	4
1	Inclusive Leadership	1			
2	Work Engagement	.622**	1		
4	Person Job Fit	.395**	.509**	1	
4	Project Success	.591**	.697**	.498**	1

Notes: N = 216. Alpha reliabilities are given in parentheses. \*Correlation is significant at the .05 level (two-tailed).

\*\*Correlation is significant at the .01 level (two-tailed).

*Table 10: Correlations*

#### 4.5 Tests of Hypotheses

Structural Equation Modeling (SEM) using AMOS was used to test the hypotheses, and results shown in table 11 and table 12. Age, and experience were used as control variables. We tested a model 1 to examine direct relationship between inclusive leadership and project success without introducing the mediator. Results supported this relationship as indicated by the regression coefficient and associated significance level ( $\beta= 0.75, p< 0.01$ ) For Hypothesis 2 to hypothesis 4, model 2 was tested that was the direct and indirect effect model between inclusive leadership and project success through work engagement using 2000 bootstrap 95% confidence interval. Hypothesis 2 states that inclusive leadership is positively related to work engagement. Results supported this relationship, as indicated by the regression coefficient ( $\beta= .75, p<.001$ ). Hypothesis 3 states that work engagement is positively related to project success. Results, established this relationship, as indicated by the regression coefficient ( $\beta= .78, p<.01$ ). Hypothesis 4 states that work engagement mediates the inclusive leadership and project success relationship. A 95% BC bootstrap CI of .26 to .52 and regression coefficient ( $\beta= 0.14, p<.01$ ) shows that there was mediation in the model and a hypothesis 4 is accepted. This hypothesized model produced better fit indices as compared to model 1 ( $\chi^2/df=1.96$ , IFI=0.90; TLI=88; CFI=.90; RMSEA=0.06).

For Hypothesis 5 to hypothesis 7, model 3 was tested that was the direct and indirect effect model between inclusive leadership and project success through person job fit using 2000 bootstrap 95% confidence interval. Hypothesis 5 states that inclusive leadership is positively related to person job fit. Results supported this relationship, as indicated by the regression coefficient ( $\beta= 0.18, p<.01$ ). Hypothesis 6 stated that person job fit is positively related project

success. Results supported this relationship, as indicated by the regression coefficient ( $\beta = 0.73$ ,  $p < .01$ ). Hypothesis 7 states that person job fit mediates the inclusive leadership relation with the project success. A 95% BC bootstrap CI of .35 to .57 and regression coefficient ( $\beta = 0.40$ ,  $p < .01$ ) show that there was a mediation and a hypothesis 7 was accepted.

<b>Structural Path</b>	<b>SD</b>
Inclusive leadership → Project success	0.75**
Inclusive leadership → Work engagement	0.75**
Inclusive leadership → Person job fit	0.18*
Work engagement → Project success	0.78**
Person job fit → Project success	0.73**

\*P<.05, \*\*p<0.01, \*\*\*p<0.001000000

Table 11: Path Co-efficient in the Baseline Model

<b>Bootstrapping</b>	<b>Path Co-efficient</b>	<b>BC (95% CI)</b>
Inclusive leadership → Work engagement → Project success	0.14**	(0.26, 0.52)
Inclusive leadership → Person job fit → Project success	0.40**	(0.35, 0.57)

Notes: BC means Bias Correct, 1,000 Bootstrap samples, CI confidence interval

Table 12: Results on the mediating roles of work engagement and person job fit

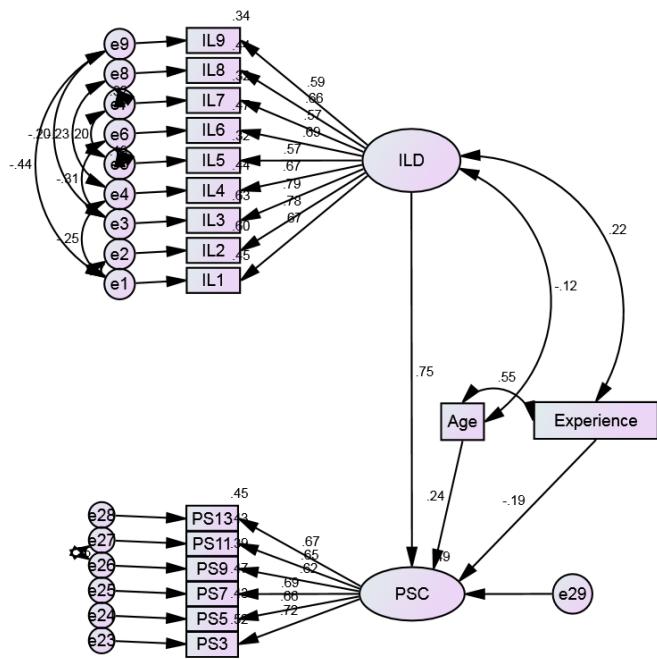


Figure 4. 2:Path Analysis Module

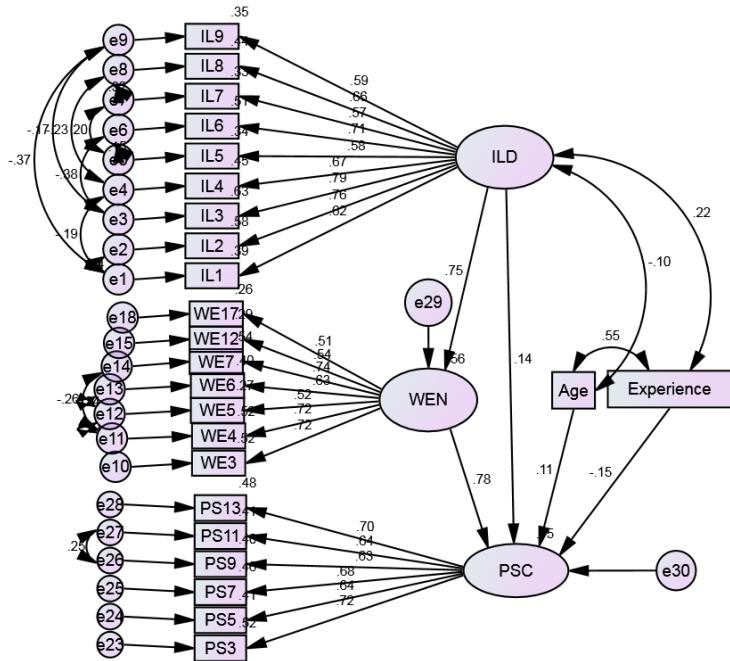


Figure 4. 3: Path Analysis Module

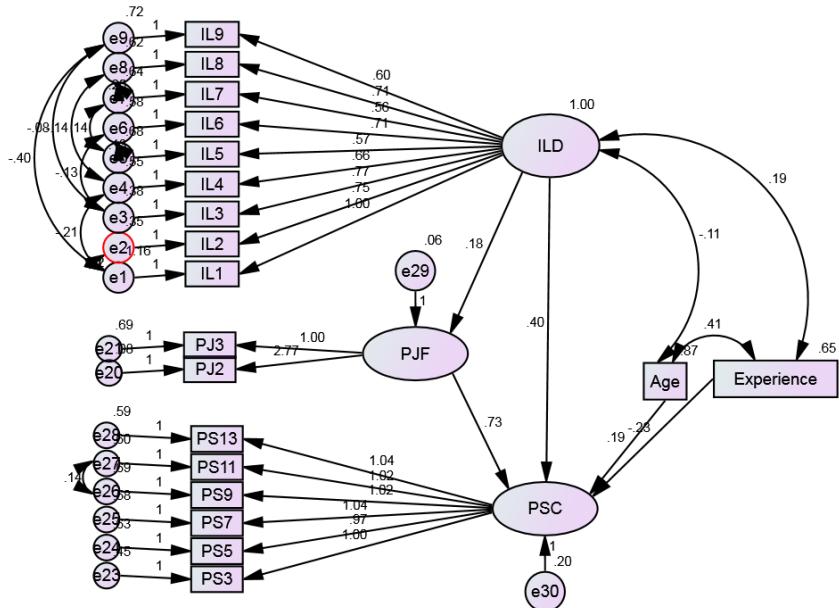


Figure 4. 4: Path Analysis Module

#### 4.6. Hypothesis summary

**H1:** Inclusive leadership is positively related to project success (Accepted)

**H2:** Inclusive leadership is positively related to work engagement (Accepted)

**H3:** Work engagement is positively related to project success (Accepted)

**H4:** Mediating role of work engagement is positive relationship between inclusive leadership and project success (Accepted)

**H5:** Inclusive leadership is positively related to person job fit (Accepted)

**H6:** Person job fit is positively related to project success (Accepted)

**H7:** Mediating role of person job fit is positive relationship between inclusive leadership and project success (Accepted)

# Chapter 5

## Discussion

### 5.1. Introduction

This chapter includes hypothesis relationship detail and their justification of acceptance and rejection. The chapter also discusses theoretical implication, practical implication, strength and weakness of the study and future directions.

### 5.2. Discussion

The objective of the current study is to find out the impact of inclusive leadership on project success, with the mediating role of work engagement and person job fit. The result shows that inclusive leadership was positively associated with both project success and work engagement; work engagement mediated the relationship between inclusive leadership and project success. Furthermore, it was also found that mediating role of the person job fit had significant relationship between inclusive leadership and project success.

As the findings show, inclusive leadership significantly predicts project success. Different studies are in favor of that relationship for example, Carmeli, Reiter-Palmon, and Ziv (2010) say inclusive leadership has a significant positive impact on performance. Similarly, Bowers, Robertson and Parchman (2012) considered inclusive leadership as a factor of the organization success because the most effective leaders realize that everyone's input is valuable, where his words and deeds invite contributions from all his team members whose mutual effort makes a

project successful. So the literature support of the hypothesis of inclusive leadership has a positive and significant impact on organizational level such as better job performance and better results (Hollander,2012), on individual level such as job satisfaction and job retention (Brimhall, Lizano & Barak,2014), and on a team level increased creativity, innovation and work engagement (Carmeli, Reiter-Palmon, & Ziv, 2010). So directly these all factors contribute in the success of the project. Inclusive leaders always facilitate discussions that involve all stakeholders and focus on the issue in question. They are likely to hear information they didn't know and will consider opinions and perspectives that make them increase their horizons on their own views, hence encouraging more creative and responsive solutions. Morgeson, DeRue and Karam, (2010) found that inclusive leadership is positively associated with performance of the team. Shore, Randel, Chung, Dean, Ehrhart, and Singh (2011) suggest that inclusive leaders have quality to facilitate higher levels of relationship with employees that lead to job satisfaction, intention to stay, increases job performance, organizational commitment, creativity and achieve organization success. Our results confirm that inclusive leadership also plays a key role in the achievement of project success.

In this modern day, project managers must have leadership skills so they can perform their duty efficiently in the organization and be prominent from the crowd. A project manager with strong project management technical skills and appropriate leadership and other important skills will have more strength within their organization and an asset overall. Leadership skills are essential need for project managers. For example, it is not easy to run a global team that's made of individuals with different personal goals/objectives and vast cultural backgrounds if he/she does not have basic leadership skills. Inclusive leadership affects how good management is defined and what actions a good manager should take. These include: having a systematic approach;

making sure that managers create and promote the best talent regardless of their educational background; and recognizing the benefits of a versatile team.

Leadership role of a manager is of utmost importance to motivate employees and to create an environment which is efficient and effective for the project team to meet challenges in today's modern global economy (Anantatmula, 2010). The impact of inclusive leadership on project success is the single most important contribution in the current literature and the results of the study also show positive support of the current hypothesis. Moreover, we also confirmed the relationship of inclusive leadership and work engagement to be very significant. The leader member-exchange theory also supports this result because leader member-exchange theory focuses on employee's work engagement (Li, Sanders & Frenkel, 2012).

The leaders have different tools to increase the performance of individual, for example the work engagement is a great tool for boosting the employee performance. When leaders give autonomy to their subordinates, they feel empowered and such employees increase level of trust (May, Gilson & Harter, 2004). In the context of project management, the project manager also needs to acquire the virtues of inclusive leaders and become inclusive project manager and then move towards project success. He also needs to focus on project team members rather than just focusing on time, cost and performance. The human factor is also a major success factor for a project but in literature this factor was ignored, so we need to focus on project management context.

Inclusive leadership appreciates every individual talent without keeping in consideration their background or the ability to perform and therefore encourages team members to behave authentically. As a result, there will be more stimulation for them to be highly effective in the work tasks. A work environment where employees feel that their skills are optimized and they

receive personal recognition for their contribution will lead to feelings of being in charge. As a result, they will be more energetic to do their job (Nel, Stander & Latif, 2015).

By reciprocating what one has been given, employees are willing to reciprocate what they have received from the leaders (Croppanzano & Mitchell, 2005). As an inclusive leader will conclude, value and encouragement follows contribution. Employees might be enacted to a more positive feeling and further helpful resources (Choi, Tran & Park, 2015). Consequently, it will encourage employees to reciprocate the resources given by the leader through devoting themselves cognitively, emotionally, and physically more to the task and organization (Choi et al., 2015) which will result in a greater work engagement. Our study confirmed, the leader with inclusive abilities can engage his employees well and can yield better results.

In a healthy organization, employees work around a common goal; provides the employees with the tactics, training, and support to achieve the project; and continues to build capacity for continued performance (Khan, & Rasheed, 2015). Employees engaged in their work are more motivated, to remain committed to their employer (Taneja, Sewell & Odom, 2015) and to stay focused on achieving project goals and driving towards a better organization's future. Disengaged employees can make turbulence in the organization and effect everything from customer service to sales, quality, productivity, retention and other important project areas (Miller, 2014). Psychological and social fulfillments are more important than financial aspect of an employee and can determine which employees are motivated to stay, perform, and contribute to organization success. Organizations that keep work engagement priority, understand that motivating high performance and bringing talent along with project strategy requires getting to the core of employees interests. Inclusive leaders are so well connected to their employees; they know what can keep them engaged. Involving engagement to project performance needs

considerable effort and focus of higher management, which puts emphasis on the need of work engagement for project success. This makes our fourth hypothesis valid.

The main task of an inclusive leaders is to successfully engage and motivate employees who have been brought together to support an organization's mission, vision and goals (Carmeli, Reiter-Palmon, & Ziv, 2010). These individuals represent a mixture of backgrounds, experiences and perspectives. Inclusive leaders are the ones who can effectively harness this diversity to bring an organization great level of success (Shore, Randel, Chung, Dean, Ehrhart & Singh, 2011). One of the many benefits of inclusive leaders is the ability to ensure that hard to find talent will not be lured away to some other organization where this talent is more appreciated and highly valued. Inclusive leaders are experts in seeking and using the input of their teams (Morgeson, DeRue, & Karam, 2010); they understand that by doing this they not only boost engagement and reduce turnover but also benefit potential return on investment (Carmeli, Reiter-Palmon, & Ziv, 2010). As talented employees always have growing number of job options, they will have the luxury of being more selective when seeking and accepting jobs. They will also do not think much before leaving their jobs that do not meet their needs. They will always opt those organizations that have inclusive leaders who care to listen and value the diverse inputs of employees who are increasingly different from each other, and often from their superiors. Thus, companies which employ high levels of inclusive leadership are more likely to regard their leaders as having a positive effect on their productivity, satisfaction and engagement for making a project successful. Managers should try to create a surrounding where employees are able to engage both emotionally and cognitively with the company's mission to enhance managerial effectiveness for successful performance (Taneja, Sewell & Odom, 2015). Through this we confirmed that inclusive leadership can guarantee success through work engagement.

Recruiting professional employees is not just important for the project but it is rather essential (Joseph, 2016). Employees are the heart and soul of any company (Gabčanová, 2011); they are the workforce that makes a project run; they are the breath of life that make a project from an idea to an existing brand and product under the supervision of their leader, their project manager (Gällstedt, 2003). A project cannot run unless someone is doing their work. Any smart business owner would like to hire good employees for all of his projects. Leaders improve the performance of an organization in the long run because they produce more collaborative environments and processes (Ansell & Gash, 2008). Leaders must understand that importance of selecting the right people is more crucial than ever (Jassawalla & Sashittal, 2000), and people's importance is more powerful than it has been before. People are any organization's foundation pillar. Putting the right personnel in the right place at the right time (Iles, Chuai & Preece, 2010) is a critical component of leadership. Often when hiring people for jobs, there are a lot of assumptions that are made but an effective leader needs to reduce these assumptions by employing a well-defined selection process. This concludes our fifth hypothesis that inclusive leadership in an organization leads to recruit right people for the right job.

Many employers are also stressing a growing importance on person job fit (Boon, Hartog, Boselie & Paauwe, 2011), specially companies with strong commitments to a purpose or projects. Person job fit is a fit between an individual's values, beliefs, and personality and the values, competencies, and culture of the organization (Warr & Inceoglu, 2012). Organizational norms and abilities include integrity, work ethic, competitiveness, and citizenship. Such factors are challenging for many employers to practice in their organizations. Hunt of skilled workers is an uphill task these days. Rejecting a highly skilled candidate with a good person job fit because he or she doesn't share the same values and beliefs of the organization needs a lot of courage.

But underestimating the fit of employees often results in low performance and high turnover. Organizations normally recruit people on the basis of their experience and skills (Nijs, Gallardo, Dries & Sels 2014).

While recruitment HR professionals consider those candidates who have appropriate skills and experience because it increases the job fit and makes him useful resource. Such candidates love their job and enjoy doing it which minimizes the load of the management. It stimulates originality and innovation, creates faithfulness and reduces disturbances to the organization which ultimately brings more achievements in all projects. This study validates the hypothesis that person job fit has direct influence on the project success.

It has always been assumed that there is a link between the quality of leadership a company has and its ability to attract and retain great people (Zhang, Ahammad, Tarba, Cooper, Glaister & Wang, 2015). No matter what the size or industry a company works, it's only as successful as the people who are involved in it (Gagnon, Moore & Shanmuganathan, 2014). That's the reason hiring right employees is such a crucial process for all business leaders, including those who head the biggest and most powerful companies in the world. Knowing whether a specific candidate is the right fit for his/her organization's culture and work style can be very difficult at some times.

A blogger Keith Tatley, founder of Manager Foundation wrote a blog 'Steve Jobs' Top Hiring Tip: "Hire The Best". In it he describes how Steve Jobs leadership skills helped him hire right people with whom a team was made and he achieved incredible successes. Former co-founder, chairman, and CEO of Apple Inc. Steve Jobs considered hiring the best staff for the most important jobs. Steve Jobs and his top executives never compromised with the talents and qualifications required of their employees. He believed that hiring was the single most important

thing he did. He managed all of the hiring for his team; never delegating it. He personally interviewed over 5,000 applicants during his career. This is what led his company to success and triumph. This argument supports our final and seventh hypothesis that inclusive leadership has positive impression on project success with mediating role of person job fit.

### **5.3. Theoretical implication**

The current study has many contributions to the project management domain of work engagement and person job fit, first we conceptualized, the inclusive leadership effect on project success and work engagement the current finding of the research fill the literature gap and confirmed the effect of inclusive leadership on project success and work engagement. Second, we test the effect of work engagement on project success that relationship was missing in the literature the finding of the current study confirmed the relationship. Third, we tested the relationship, the mediating role of work engagement between inclusive leadership and project success that relationship was missing in the literature, the finding of the current research confirmed the result. Fourthly we tested impact of inclusive leadership on person job fit and person job fit's impact on project success. And finally we also tested the mediating role of person job fit between inclusive leadership and project success and the finding of the research confirmed in the context of Pakistan.

### **5.4. Practical implication**

The current study has several managerial implications first the current study demonstrate that inclusive leader enhances project success, therefore this study suggests that managers working in project base organizations should in calculate the inclusive leader's style and inclusive leader should align alignment with employee's values, therefore employees feel more support which

gives successful implantation of project activities, consequently the organization able to achieve the desired objective of a particular project.

Second, the current study suggests that managers in the project base organization should understand the ways through which employees are convinced to successfully contribute to the overall project performance. Managers can do this, by indulging themselves with employees in all the tasks of the projects, which gives confidence and friendly environment to the employees. This practice can increase engagement of the team which will affect the success of the project. Manager's vision of selecting the right person for the right job is equally important. The success rate of the projects ultimately depends upon the resources and human resource is the most critical one.

### **5.5. Strengths, limitations, and future directions**

The current study has a strong methodological approach. First, in order to reduce the potential effects of common methods and single source bias, data should be collected from related inclusive leadership, work engagement, person job fit and project success from Project manager and team member of project based organizations.

There are some limitations, which future researchers should be aware of; first, we tasted the inclusive leadership future researchers can check the others trait of leadership like authentic leadership, ethical leadership, servant leadership, and also taste the local leadership impact on project success in Pakistani context.

Due to time constraint just two mediators were tested future research can improve the model and also check the other mediators and moderators. Second, the data were cross-sectional the

researcher can have used time lag. Third the data only collected from the Pakistan and limited city the research can improve the data collection method and collect data from different country.

## 5.6 Conclusion

The aim of the study to find out the impact of the inclusive leadership on project success with mediating role of work engagement and person job fit for this relationship we used to supporting theory, leader member exchange theory for objectivity. We distribute 500 questionnaires and collected 250 and considered 216 questionnaires for analysis, the result of the study H1, H2 H3, H4, H5, H6 and H7 are accepted. We discuss all justification of the hypothesis acceptance and also discuss the practical and theoretical implications of the study.

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## Questionnaire

**Dear Respondent,**

I am a student of MS Project Management at Capital University of Sciences and Technology, Islamabad. I am conducting a research on ***Impact of Inclusive Leadership on Project Success with Mediating role of Work Engagement and Person Job Fit.*** You can help me by completing the questionnaire, which I think you will find quite interesting. I appreciate your participation in my study and I assure that your ***responses will be held confidential*** and will only be used for educational purposes.

### Section 1: Demographics

**Gender**

1	2
Male	Female

**Age**

1	2	3	4	5
18 - 25	26 - 33	34 - 41	42 - 49	50 and Above

**Qualification**

1	2	3	4	5
Matric	Bachelor	Master	MS / M.Phil.	PhD

**Experience**

1	2	3	4	5
5 and Less	13-Jun	14 - 21	22 - 29	30 and Above

Please insert a check mark (✓) in the appropriate column to indicate whether you agree or disagree with each of the following statements:

## Section 2: Inclusive leadership

		Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
1	The manager is open to hearing new ideas (openness)	1	2	3	4	5
2	The manager is attentive to new opportunities to improve work processes (openness)	1	2	3	4	5
3	The manager is open to discuss the desired goals and new ways to achieve them (openness)	1	2	3	4	5
4	The manager is available for consultation on problems (availability)	1	2	3	4	5
5	The manager is an ongoing 'presence' in this team-someone who is readily available (availability)	1	2	3	4	5
6	The manager is available for professional questions I would like to consult with him/her (availability)	1	2	3	4	5
7	The manager is ready to listen to my requests (availability)	1	2	3	4	5
8	The manager is ready to listen to my requests (availability)	1	2	3	4	5
9	The manager encourages me to access him/her on emerging issues (accessibility)	1	2	3	4	5
10	The manager is accessible for discussing emerging problems (accessibility)	1	2	3	4	5

## Section 3: Work Engagement

		Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
11	At my work, I feel bursting with energy.	1	2	3	4	5
12	I find the work that I do full of meaning and purpose.	1	2	3	4	5
13	Time flies when I am working.	1	2	3	4	5
14	At my job, I feel strong and vigorous.	1	2	3	4	5
15	I am enthusiastic about my job.	1	2	3	4	5
16	When I am working, I forget everything else around me.	1	2	3	4	5
17	My job inspires me.	1	2	3	4	5
18	When I get up in the morning, I feel like going to work.	1	2	3	4	5
19	I feel happy when I am working intensely.	1	2	3	4	5
20	I am proud of the work that I do.	1	2	3	4	5
21	I am immersed in my work.	1	2	3	4	5
22	I can continue working for very long periods at a time.	1	2	3	4	5
23	To me, my job is challenging.	1	2	3	4	5
24	I get carried away when I am working.	1	2	3	4	5
25	At my job, I am very resilient, mentally.	1	2	3	4	5
26	It is difficult to detach myself from my job.	1	2	3	4	5
27	At my work, I always persevere, even when things do not go well.	1	2	3	4	5

## Section 4: Person job fit

		Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
28	To what extent do your knowledge, skill and ability match the requirements of the job?	1	2	3	4	5
29	To what extent does the job fulfill your need?	1	2	3	4	5
30	To what extent is the job a good match for you?	1	2	3	4	5
31	To what extent does the job enable you to do the kind of work you want to do?	1	2	3	4	5



## Section 5: Project Success

		Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
32	The project was completed on time.	1	2	3	4	5
33	The project was completed according to the budget allocated.	1	2	3	4	5
34	The outcomes of the project are used by its intended end users.	1	2	3	4	5
35	The outcomes of the project are likely to be sustained.	1	2	3	4	5
36	The outcomes of the project have directly benefited the intended end users, either through increasing efficiency or effectiveness.	1	2	3	4	5
37	Given the problem for which it was developed, the project seems to do the best job of solving that problem.	1	2	3	4	5
38	I was satisfied with the process by which the project was implemented.	1	2	3	4	5
39	Project team members were satisfied with the process by which the project was implemented.	1	2	3	4	5
40	The project had no or minimal start-up problems because it was readily accepted by its end users.	1	2	3	4	5
41	The project has directly led to improved performance for the end users / target beneficiaries.	1	2	3	4	5
42	The project has made a visible positive impact on the target beneficiaries.	1	2	3	4	5
43	Project specifications were met by the time of handover to the target beneficiaries.	1	2	3	4	5
44	The target beneficiaries were satisfied with the outcomes of the project.	1	2	3	4	5
45	Our principal donors were satisfied with the outcomes of the project implementation.	1	2	3	4	5