

"An Analytical Study of Barriers for Women to become Leaders in Private and Public Sectors of Pakistan"



By:

Name: *Tayyaba Sharif*      Enrolment # 01-222122-021

MBA

Supervisor:

Shahid Nawaz

A research project submitted in partial fulfilment  
of the requirement for the degree of MBA

Department of Management Sciences  
Bahria Institute of Management and Computer  
Sciences

Bahria University Islamabad  
2014.

## ABSTRACT

During the last decade, we have started to see more women at mid-level management positions in Pakistan, however, the number of women holding leadership positions in public or private sector remains insignificant when compared to men. When explored, this is normally attributed to the individual, societal and organizational barriers that women face in Pakistan. This research attempted to validate and study these barriers in public and private sector organizations of Pakistan against the career opportunities that exist for women. The aim of this exploratory research was to study these barriers that impact women's career advancement towards leadership positions in public and private sectors and to finally conclude how, if, these barriers can be removed or bypassed by women to become leaders.

To carry out this research, detailed literature has been reviewed on related variables. A mixed research approach was used including, a quantitative survey conducted among 50 random managers from four different organizations and for qualitative data collection, interviews were conducted with four leaders. Data was sampled from both public and private sectors organizations in a ratio of 40 (Male):60 (Females). The data was analyzed based on the discussion points extracted from objectives and hypothesis of this research. The results exhibited that women have very few opportunities to grow into leadership positions in Pakistan. On top of that, our common family values actually add to the social, individual and organization barriers women face while in pursuit of leadership roles. Among these, societal barriers are most common in Pakistan. While comparing the two sectors studied, public sector has shown evidence to facilitate women more on the basis of their gender, however, at private sector the leaders are treated as professional rather on the basis of gender. Reluctance in hiring females was seen more in private sector of Pakistan, on the perception that women can't reliably handle work pressure along with family responsibilities. The research concludes that all barriers exists in Pakistan at different frequencies, but if a woman is determined, she can cut through these barriers. In the end

recommendations have been given for women and organizations that can help in creating equal opportunities for women career advancement into leadership roles.

## **ACKNOWLEDGMENT**

**“Alone we can do so little, together we can do so much”**

**Helen Keller**

I am highly grateful to Allah Al-mighty for answering my calls, giving me strength and for His endless blessings during the course of this research thesis. Seeing my thesis to completion is no less than a feat, an accomplishment that would not have been possible had Allah Almighty not given me the courage to endure the several challenges that I was faced with.

I owe deepest gratitude to my thesis supervisor Mr. Shahid Nawaz for his untiring commitment, patience, encouragement, immense knowledge, and support that was given, which truly helped in the progression of the thesis. It would not be exaggeration to state, that this research thesis would not have been possible without his utter guidance.

I am thankful to Dr. Muhammad Ali Saeed, Ms. Samina Pervaiz, Mr. Haroon Sharif and Ms. Rabiya Riaz for the valuable insights expressed through face to face interviews conducted on their leadership experience. I would also like to thank all my friends in the public and private sector for their love and support. I am indebted to them for the help they provided me with my research by carrying out surveys. Data collection would have been impossible without them. I am also grateful to the people who took time out of their busy lives to fill out the surveys. Without their cooperation, this thesis would not have seen the light of day. Moreover, I would like to thank Bahria University administration for providing adequate resources and timely and proper guidelines during my research.

Lastly, I would like to thank my family who endlessly prayed for my success and being my rock not only through this long emotional journey but throughout life, always

reminding me that I can accomplish anything I set my mind to and for not letting me give up.

## **DEDICATION**

I would like to dedicate this effort to my loving parents, who are an essence of diligence and integrity, without their prayers and support this dream could have never come true and my supervisor, my siblings and friends, who helped and encouraged me to accomplish my task and who made me optimistic, held me when I was troubled, appreciated my work and encouraged my efforts.

# TABLE OF CONTENTS

ABSTRACT.....	iii
ACKNOWLEDGMENT.....	iv
DEDICATION.....	v
1. INTRODUCTION.....	1
1.1 Aim of study.....	4
1.2 Research objectives.....	5
2. LITERATURE REVIEW.....	6
2.1 Leadership.....	6
2.2 Women as leaders.....	7
2.2.1 Emotional Intelligence and Transformational Leadership.....	10
2.3 Women of Pakistan.....	11
2.3.1 Family Values.....	12
2.4 Women leadership in Pakistan.....	14
2.5 Barriers for Women to become leaders.....	16
2.5.1 Concept of “Glass Ceiling” & “Glass Labyrinth”.....	18
2.6 Different levels of Barriers.....	19
2.6.1 Individual Level Barriers.....	19
2.6.2 Organizational Level Barriers.....	22
2.6.3 Societal Level Barriers.....	25
3. RESEARCH METHODOLOGY.....	29
3.1 Introduction.....	29
3.2 Research Framework.....	30
3.2.1 Research Hypothesis.....	30
3.3 Research Philosophy.....	31
3.4 Research Approach.....	32
3.5 Research Design.....	32
3.6 Research Choices.....	33
3.7 Time Horizon.....	34
3.8 Data Collection and Analysis.....	34
3.8.1 Company Access.....	35
3.8.2 Questionnaire Survey.....	35
3.8.3 Interviews.....	36
3.8.4 Sample.....	38
3.8.5 Data Analysis.....	39
3.9 Ethics.....	39
4. FINDINGS AND ANALYSIS.....	41

4.1	Leadership opportunities for Pakistani women .....	41
4.2	Leadership barriers in Pakistan for women .....	48
4.2.1	Most common barriers in Pakistan.....	48
4.3	Role of family support and values in facilitating women leadership .....	71
4.4	Public and private sector comparison.....	74
4.5	Future of women leadership in Pakistan .....	78
5.	CONCLUSION AND RECOMMENDATIONS.....	83
5.1	Conclusion.....	83
5.2	Recommendations .....	86
5.2.1	Recommendations for Women of Pakistan.....	86
5.2.2	Recommendations for organizations of Pakistan.....	87
5.3	Limitations and suggestions for future research.....	88
6.	REFERENCES.....	89
7.	APPENDICES .....	95
7.1	Interview Questionnaire .....	95
7.2	Survey Questionnaire .....	96
7.3	Sample Interview Transcript .....	100

## List of Tables

Table 1: Attributes of women's leadership styles.....	8
Table 2: Men/women leadership styles and strategies.....	9
Table 3: Barriers to women and men advancement.....	18
Table 4: Adequate organizational resources to provide women opportunities to become leaders .....	42
Table 5: My organization is effective in recruiting women at leadership positions .....	43
Table 6: No. of women at senior positions in organizations.....	45
Table 7: Opportunities for women to become leaders in Pakistan.....	46
Table 8: Reasons for lesser women ratio at leadership positions in Pakistan.....	49
Table 9: Main factors that prevent women from advancing to leadership positions .....	51
Table 10: Do women have to struggle more than men to become successful leaders .....	54
Table 11: Motivation to be a leader .....	55
Table 12: Willingness to run an extra mile for the organization.....	56
Table 13: Women dependency.....	56
Table 14: Comfort level in collaborating with other at organization.....	57
Table 15: Self-confidence to become leader.....	58
Table 16: Team Support in career advancement.....	60
Table 17: Support and recognition from organization.....	61
Table 18: Ratio of women going to social gatherings to improve networks .....	63
Table 19: Availability of mentors and role models.....	64
Table 20: Perception of male leaders to be more intelligent.....	65
Table 21: Women ability to balance work and family life.....	67
Table 22: Does starting a family a limiting factor in women career advancement.....	68
Table 23: Perception of women being equally capable as men to be leaders .....	69
Table 24: Woman-led Company can be equally successful as led by a man.....	69
Table 25: Perception of men about women at work .....	70
Table 26: Family Support .....	72
Table 27: Relationship of family values and leadership barriers.....	73
Table 28: Women overcoming the barriers in coming years .....	81

## List of Figures

Figure 1: Representation on women on corporate boards (2011).....	17
Figure 2: The research ‘onion’ (Saunders, 2009).....	1
Figure 3: Research Framework .....	1
Figure 4: Adequate organizational resources to provide women opportunities to become leaders .....	1
Figure 5: My organization is effective in recruiting women at leadership positions.....	43
Figure 6: No. of women at senior positions in organizations .....	44
Figure 7: Opportunities for women to become leaders in Pakistan .....	45
Figure 8: Reasons for lesser women ratio at leadership positions in Pakistan.....	1
Figure 9: Main factors that prevent women from advancing to leadership positions.....	51
Figure 10: Do women have to struggle more than men to become successful leaders.....	53
Figure 11: Motivation to be a leader.....	55
Figure 12: Willingness to run an extra mile for the organization .....	55
Figure 13: Women dependency .....	56
Figure 14: Comfort level in collaborating with other at organization .....	57
Figure 15: Self-confidence to become leader.....	58
Figure 16: Team Support in career advancement .....	60
Figure 17: Support and recognition from organization.....	61
Figure 18: Ratio of women going to social gatherings to improve networks .....	63
Figure 19: Availability of mentors and role models .....	64
Figure 20: Perception of male leaders to be more intelligent .....	65
Figure 21: Women ability to balance work and family life .....	66
Figure 22: Does starting a family a limiting factor in women career advancement .....	67
Figure 23: Perception of women being equally capable as men to be leaders.....	68
Figure 24: Woman-led Company can be equally successful as led by a man .....	69
Figure 25: Perception of men about women at work.....	70
Figure 26: Family support.....	72
Figure 27: Relationship of family values and leadership barriers.....	73
Figure 28: Women overcoming the barriers in coming years.....	80