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**An Analysis of an Industry Sponsored Governance
Development Intervention: The Case of Dairy NZ's Mark and
Measure Programme.**

A thesis presented in partial fulfilment of the requirements for the degree of

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Abstract

A plethora of 'good' corporate governance prescriptions are ascribed to boards. Yet there is little research on the influence of corporate governance prescriptions on businesses. This research aims to investigate the impact of the DairyNZ Mark and Measure Farm Business Governance Programme (the Mark and Measure course). This research uses Kirkpatrick's (1958) Four Level Model to evaluate the Mark and Measure course. The author employs an embedded case study with a sequential mixed methods design to examine the Mark and Measure course. The sequential mixed methods design included a document analysis, a quantitative comparative pre and post intervention analysis, and five qualitative semi-structured interviews. The participants in the research were made up of closely-held SME's and family businesses. The results show inconsistencies in the conceptualisation of corporate governance in academia, the Mark and Measure course, and the responses of the interviewed participants. There was an increase in most of the four levels in Kirkpatrick's model. However, caution needs to be applied to results as there are methodological issues with the employed survey instrument.

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Part One: The Research Problem

The thesis structure illustrated below. Each chapter is represented to give the reader an understanding of the position of the chapter, in relation to other chapters and to the thesis as a whole.

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| | Chapter 2 | Literature Review |

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| Part 2 Method | Chapter 3 | Research Methodology |
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| Part 3 Results | Chapter 4 | Document Analysis |
| | Chapter 5 | Comparative Analysis |
| | Chapter 6 | Qualitative Interviews |

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| Part 4 Discussion, Conclusion, Limitations | Chapter 7 | Discussion |
| | Chapter 8 | Conclusions and Limitations |