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TURNOVER INTENTION AMONG RELATIONSHIP MANAGERS IN SELECTED LOCAL BANKS IN MALAYSIA



Thesis Submitted to
Othman Yeop Abdullah Graduate School of Business,
Universiti Utara Malaysia,
in Partial Fulfillment of the Requirement for the Doctor of Business Administration



OTHMAN YEOP ABDULLAH GRADUATE SCHOOL OF BUSINESS UNIVERSITI UTARA MALAYSIA

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Abstract

Employee turnover is a topic that generates much interest in the academia and the industry alike. Since employee turnover is a costly problem for any organisation, it needs to be addressed. This study investigated this issue by considering the turnover intention and not the actual turnover because the former is argued to be a precursor to the latter. Hence, to address turnover, the management needs to understand why employees develop turnover intention. This study was conducted on the Relationship Managers (RMs) of selected local banks in Malaysia. To investigate the turnover intention of the RMs, the push-pull model was used. The push factors included role conflict, work overload and licensing status while the pull factors included career advancement and salary. Both an online and an offline survey were carried out to collect the data. A total of four hundred and fifty-two survey questionnaires were distributed, but only 136 valid questionnaires were returned, yielding a response rate of 33.2%. Descriptive statistics and multiple regression analysis were used to analyse the data. Of the push factors, only workload was found to be positively associated with turnover intention. Career advancement, one of the pull factors, was shown to be negatively related to turnover intention. Of the overall factors, work overload was found to be the best predictor of the RMs' turnover intention to leave. The study recommends that the bank management revisit the current practices of establishing workload and implement effective career paths for RMs. The limitations and suggestions for future research are also discussed.

Keywords: Role conflict, work overload, career advancement, salary, turnover intention.



Abstrak

Lantik henti pekerja adalah satu topik yang menimbulkan minat golongan akademik mahupun industri. Memandangkan masalah lantik henti pekerja melibatkan kos yang tinggi bagi sesebuah organisasi, maka hal ini perlu ditangani dengan segera. Kajian ini menyelidik isu tersebut dengan mempertimbangkan niat untuk berhenti dan bukan pemberhentian sebenar kerana kajian lalu menyatakan bahawa niat untuk berhenti adalah pendahulu kepada pemberhentian sebenar. Oleh itu, bagi menangani lantik henti, pihak pengurusan perlu memahami mengapa pekerja mempunyai niat untuk berhenti. Kajian ini dijalankan terhadap Pengurus Perhubungan (PP) bank tempatan yang terpilih di Malaysia. Bagi mengkaji niat untuk berhenti, model tolak-tarik telah digunakan. Faktor tolakan yang diteliti adalah konflik peranan, beban kerja yang tinggi, dan status perlesenan. Manakala faktor tarikan pula melibatkan kemajuan kerjaya dan juga gaji. Kedua-dua kaji selidik telah dijalankan melalui kaedah dalam talian dan luar talian bagi mengumpul data. Sejumlah 452 borang soal selidik telah diedarkan kepada peserta yang terlibat, namun hanya 136 borang yang sah dan boleh digunakan yang mewakili kadar maklum balas sebanyak 33.2%. Manakala statistik deskriptif dan regresi berganda pula digunakan untuk menganalisis data. Daripada faktor tolakan, beban kerja yang tinggi adalah satu-satunya faktor yang didapati berkait secara positif dan signifikan dengan niat untuk berhenti. Manakala kemajuan kerjaya adalah salah satu faktor tarikan yang menunjukkan kaitan secara negatif dengan niat untuk berhenti. Daripada semua faktor, beban kerja yang tinggi adalah peramal terbaik bagi niat untuk berhenti dalam kalangan Pengurus Perhubungan. Kajian ini mengesyorkan supaya pihak pengurusan bank mengkaji semula amalan semasa yang melibatkan beban kerja yang tinggi dan menyediakan peluang kerjaya yang berkesan untuk setiap Pengurus Perhubungan. Akhir sekali, batasan dan cadangan untuk penyelidikan pada masa hadapan turut dibincangkan dalam kajian ini.

Kata kunci: konflik peranan, beban kerja tinggi, kemajuan kerjaya, gaji, niat untuk berhenti

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DEDICATION

This dissertation is expressly dedicated to the memory of my parents, Shaharin Bin Abu Bakar who left us with the most precious asset in life, knowledge. Not forgotten my beloved mother Hasnah Binti Hasan. I know that they would be the happiest father and mother in the world to know that their son has successfully completed his doctorate dissertation. My thoughtful thanks to my supportive spouse Noor Aishah Binti Hassan, my son Luqmanul Hakim, my daughters Nur Aleeya Nisa Suhada and Nur Alesya Damia Zahra for their encouragement, love and care.



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LIST OF ABBREVIATIONS

RM Relationship Manager

CM Centre Manager

HAB High Networth and Affluent Banking

RC Role Conflict WOL Work Overload

CA Career Advancement

SAL Salary

TOI Turnover Intention
PWC Premier Wealth Center
PBC Preferred Banking Center

AICB Asian Institute of Chartered Banker

ABS Asian Banking School

FIMM Federation of Investment Manager Malaysia
SIDC Securities Industry Development Corporation

MII Malaysian Insurance Institute

IPPC Investor Protection Professional Certificate

CSM Customer Segmentation Model
PCA Principal Component Analysis
CSM Customer Segmentation Modeling
CPE Continuing Professional Education

CPD Continuing Professional Development

FTE Full Time Employee

DCI Dual-currency Investment
PCA Principal Component Analysis
HRD Human Resource Department

CHAPTER ONE INTRODUCTION

This chapter provides a brief background and explores the problem statement, objectives, research questions, scope and the significance of the study in detail. The definition of key terms and outline of the dissertation are provided at the end of the chapter.

1.1 Background of the Study

The banking sector is considered a primary contributor to the growth and success of a nation's economy (Letchumanan, Apadore, & Ramasamy, 2017). This sector is the heart of the funding needs of all industries to boost entrepreneurship, business capital, and job opportunities (Letchumanan et al., 2017). The top local banking industry players in Malaysia are Maybank, Public Bank, CIMB Bank, RHB Bank, and Ambank (Individual Bank Annual Report, 2015). They are also some of the key providers of employment (see Table 1.1). Maybank is the top bank with the biggest total assets and market capitalisation (ForbesG2000, 2015) and had the highest total number of employees of 21,680 in 2015 with close to 400 branches throughout Malaysia (Maybank, Annual Report, 2015).

Table 1.1

Top Five Banking Employees in Malaysia

	2010	2011	2012	2013	2014	2015
Maybank	21,292	23,067	23,416	22,285	22,294	21,680
Public Bank	1,378	1,467	1,565	1,669	1,579	1,501
CIMB	19,351	17,259	20,030	19,077	16,908	17,284
RHB	10,765	11,299	12,154	16,692	16,089	16,089
Ambank	8,920	9,050	9,700	9,830	10,300	11,300

Source: Individual Bank Annual Report (2010-2015)

The contents of the thesis is for internal user only

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Universiti Utara Malaysia

APPENDIX I: COVER LETTER TO PARTICIPANTS AND QUESTIONNAIRE



UNIVERSITI UTARA MALAYSIA CITY CAMPUS, KUALA LUMPUR

Dear Sir / Madam.

I am a DBA student from Othman Yeop Abdullah, Universiti Utara Malaysia, City Campus Kuala Lumpur. I am currently undertaking a research on employee behavioral at banking industry. I would be grateful if you could be kind enough to spend around 10 to 15 minutes to answer this research questionnaire.

Rest assured that your reply will be strictly confidential and that no individual will be named in the research report. All information gathered will be used only for the purpose of this research.

To begin, please open attached files or click the survey URL below:

https://docs.google.com/forms/d/e/1FAIpQLScYNLfSejDPgWi2hAe0jW1JKvDjLtrDLLEpmyaNAVnQoww90A/viewform?usp=sf_link

If you have any enquiries with regard to this questionnaire, please do not hesitate to contact me.

I look forward to receiving to your quick response. Your cooperation is highly appreciated.

Thank you for participating in this survey.

DBA candidate,

Kamal Afendi Shaharin

Matrix: 95889

Mobile: +60132615745

Email: fen 329@hotmail.com

SECTION 1

Please indicate to what extent do you agree with the following statements by circle on the appropriate scales.

1	2	3	4	5	6	7
Strongly Disagree	Disagree	Disagree Somewhat	Neutral	Agree Somewhat	Agree	Strongly Agree

Factor 1							
1. I feel certain about how much authority I have as RM.	1	2	3	4	5	6	7
2. I have clear, planned goals and objectives for my job.	1	2	3	4	5	6	7
3. I work under incompatible policies and guidelines.	1	2	3	4	5	6	7
4. I know what my responsibilities as a RM.	1	2	3	4	5	6	7
5. I receive assignments that are within my training and capability as a RM.	1	2	3	4	5	6	7
6. I know exactly what is expected of me.	al a	2	3	4	5	6	7
7. I am told how well I am doing my job.	1	2	3	4	5	6	7
8. Explanation is clear of what has to be done as RM.	1	2	3	4	5	6	7
9. I perform work that suits my values.	1	2	3	4	5	6	7
10. I do not know if my work will be acceptable to my manager.	1	2	3	4	5	6	7
Factor 2							
1. I experience excessive work pressure.	1	2	3	4	5	6	7
2. I work for long hours and even on my holidays to complete my assignment.	1	2	3	4	5	6	7

3. I am unable to meet out the demand of my job.	1	2	3	4	5	6	7
4. I spend so long at work that my outside relationships are suffering.					5	6	7
5. I am so busy I find it increasingly difficult to concentrate on the job in front of me.	1	2	3	4	5	6	7
6. I feel tired during the day due to excessive workload.	1	2	3	4	5	6	7
Factor 3							
My opportunities for advancement in this bank are limited	1	2	3	4	5	6	7
2. In this bank, promotion is based on ability	1	2	3	4	5	6	7
3. I have a good chance for promotion in this bank	1	2	3	4	5	6	7
4. Regular promotions are the rule in this bank	1	2	3	4	5	6	7
5. The bank has an unfair promotion policy	1	2	3	4	5	6	7
6. In this bank, my opportunities for advancement are reasonable	1 ala	2	3	4	5	6	7
Factor 4							
I get higher salary as a RM in this bank compare to what other get for similar work in other banks.	1	2	3	4	5	6	7
2. In this bank, my selling ability largely determines my salary.	1	2	3	4	5	6	7
3. My salary is low in comparison with what other get similar work in other banks.	1	2	3	4	5	6	7
4. I believe I get lower salary in this bank compare to other bank.	1	2	3	4	5	6	7
5. I am paid fairly compared with other sale position in this bank.	1	2	3	4	5	6	7
6. I am very much underpaid for the work that I do as a RM in this bank.	1	2	3	4	5	6	7
7. My salary is adequate for normal expenses.	1	2	3	4	5	6	7
L							

8. I am highly paid as a RM in this bank.	1	2	3	4	5	6	7
SECTION 2							
Factor 5							
1. I think often about quitting my present job.	1	2	3	4	5	6	7
2. I am constantly searching for a better alternative not in banking.	1	2	3	4	5	6	7
3. I am actively seeking a new role (an activity different from sale job).	1	2	3	4	5	6	7
4. I am thinking of quitting this job.	1	2	3	4	5	6	7
		V	4				
SECTION 3: ADDITIONAL QUESTIONNAIRES		V					
Is this your first job as a Relationship Manager in the current bank?	ala	ау	No	a			Ye
2. How many bank have you worked at as a Relationship Manager prior to joining t	he cu	ırreı	ıt ba	nk?			Ba
3. Of the following, which licensing did you posses prior to joining the current bank? Please tick wherever is applicable.	•				* 7		1
Investor Protection Professional Certificate (IPPC) Unit Trust Insurance Licenses Module 6 & Module 7 Security Industry Development Corporation (SIDC)			Ye Ye Ye	es es	Ye	ar O	btain
4. Were you sponsored in obtaining your license?			No Cu	ırren	t		Y P1
5. Which bank is providing the sponsorship for your license? 6. If the current/previous bank sponsored your license, were you bonded to the bank?			No]] Y
to the bank? 7. If yes, for how long				ır(s)			⇒ 1

8. Are you aware of the total amount of expenses/cost the bank incurred to pay

for your license?

9. 1	Are you willing to pay all the licer	nsing fee	es on your own if you are not spo	nsored?	No Yes
S	ECTION 4: DEMOGRAP	HIC I	NFORMATION		
Ple	ase give your answer by marki	ng√or	the appropriate boxes.		
1.	Gender / Sex		Male		Female
2.	Gross Salary/Mths		RM3.000 – RM3.999		RM4.000 – RM4.999
3.	Age		RM5.000 – RM5.999 Years		RM6,000 and above
4.	Centre Location		Federal Territorv Johor/Melaka Sabah Perak		Selangor/N. Sembilan Penang/Kedah/Perlis Sarawak Pahang/Kelantan/Terengganu
5.	Current Bank		Maybank Berhad		CIMB Bank Berhad
6.	Employment Tenure in Current Bank		Year(s) Iniversiti Utara	Ма	alaysia
7.	Years of Work Experiences in Banking		Year(s)		
8.	Highest qualification		Certificate Degree Professional Certificate		Diploma Post Graduate
9.	Ethnic Group		Malay Indian		Chinese Other:
10.	Marital status		Single Divorced		Married

END

APPENDIX II: RESULTS OF STATISTICAL DATA ANALYSIS

A1: Missing data detection result

(Case	Process	ing S	Summ	arv

		Casc II	Cas			
	Val	id	Miss		Tot	tal
-	N	Percent	N	Percent	N	Percent
RC1	150	100.0%	0	0.0%	150	100.0%
RC2	150	100.0%	0	0.0%	150	100.0%
RC3	150	100.0%	0	0.0%	150	100.0%
RC4	150	100.0%	0	0.0%	150	100.0%
RC5	150	100.0%	0	0.0%	150	100.0%
RC6	150	100.0%	0	0.0%	150	100.0%
RC7	150	100.0%	0	0.0%	150	100.0%
RC8	150	100.0%	0	0.0%	150	100.0%
RC9	150	100.0%	0	0.0%	150	100.0%
RC10	150	100.0%	0	0.0%	150	100.0%
WOL1	150	100.0%	0	0.0%	150	100.0%
WOL2	150	100.0%	0	0.0%	150	100.0%
WOL3	150	100.0%	0	0.0%	150	100.0%
WOL4	150	100.0%	0	0.0%	150	100.0%
WOL5	150	100.0%	0	0.0%	150	100.0%
WOL6	150	100.0%	0	0.0%	150	100.0%
CA1	150	100.0%	0	0.0%	150	100.0%
CA2	150	100.0%	0	0.0%	150	100.0%
CA3	150	100.0%	0	0.0%	150	100.0%
CA4	150		0		150	
CA5	150	100.0%	0	0.0%	150	100.0%
CA6	150	100.0%	0	0.0%	150	100.0%
SAL1	150	100.0%	0	0.0%	150	100.0%
SAL2	150	100.0%	0	0.0%	150	100.0%
SAL3	150	100.0%	0	0.0%	150	100.0%
SAL4	150	100.0%	0	0.0%	150	100.0%
SAL5	150	100.0%	0	0.0%	150	100.0%
SAL6	150	100.0%	0	0.0%	150	100.0%
SAL7	150	100.0%	0	0.0%	150	100.0%
SAL8	150	100.0%	0	0.0%	150	100.0%
TOI1	150	100.0%	0	0.0%	150	100.0%
TOI2	150	100.0%	0	0.0%	150	100.0%
TOI3	150	100.0%	0	0.0%	150	100.0%
TOI4	150	100.0%	0	0.0%	150	100.0%

A2: Factor Analysis (FA)

i) Role Conflict

M	n	T	Δ	c
ч	v	v	v	

_	Notes		_
Output Created		26-SEP-2017	
Comments		12:04:34	
Input	Active Dataset Filter Weight Split File	C:\Users\Acer\De sktop\240917\Outl iers\ANALYSIS RESULT Outlieares delete 14 responses.sav DataSet1 <none> <none></none></none>	
	N of Rows in Working Data	136	
Missing Value Handling	File Definition of Missing	MISSING=EXCLU DE: User-defined missing values are treated as missing.	
	Cases Used	LISTWISE: Statistics are based on cases with no missing values for any variable used.	
Syntax		FACTOR /VARIABLES	
	UDI BISÈ	RC2 RC4 RC6 RC7 RC8 RC9 /MISSING LISTWISE /ANALYSIS RC2 RC4 RC6 RC7 RC8 RC9 /PRINT UNIVARIATE INITIAL CORRELATION KMO AIC EXTRACTION ROTATION /PLOT EIGEN /CRITERIA MINEIGEN(1) ITERATE(25) /EXTRACTION PC /CRITERIA ITERATE(25) /ROTATION VARIMAX	Utara Malaysia
Resources	Processor Time	/METHOD=CORR ELATION. 00:00:00.59	

Elapsed Time	00:00:00.60
Maximum	5544 (5.414K)
Memory	bytes `
Required	

[DataSet1] C:\Users\Acer\Desktop\240917\Outliers\ANALYSIS RESULT Outlieares delete 14 responses.sav

Descriptive Statistics

	Mean	Std. Deviation	Analysi s N
RC2	5.47	1.047	136
RC4	5.87	.859	136
RC6	5.63	.917	136
RC7	4.84	1.373	136
RC8	4.96	1.395	136
RC9	5.38	1.109	136

Correlation Matrix

		RC2	RC4	RC6	RC7	RC8	RC9
Correlation	RC2	1.000	.548	.567	.569	.479	.546
	RC4	.548	1.000	.615	.396	.404	.598
	RC6	.567	.615	1.000	.494	.452	.503
U	RC7	.569	.396	.494	1.000	.538	.440
	RC8	.479	.404	.452	.538	1.000	.454
61	RC9	.546	.598	.503	.440	.454	1.000

KMO and Bartlett's Test

Kaiser-Meyer-C	Kaiser-Meyer-Olkin Measure of		
Sampling Adeques Bartlett's Test of Sphericity	uacy. Approx. Chi- Square	326.720	
or ophenoity	df Sig.	vers 15	

Anti-image Matrices

Utara Malaysia

Anti-inage matrices							
		RC2	RC4	RC6	RC7	RC8	RC9
Anti-image	RC2	.496	087	097	156	056	099
Covariance	RC4	087	.493	182	.022	020	177
	RC6	097	182	.510	088	061	035
	RC7	156	.022	088	.563	184	041
	RC8	056	020	061	184	.625	090
	RC9	099	177	035	041	090	.545
Anti-image	RC2	.880 ^a	175	193	295	101	191
Correlation	RC4	175	.828 ^a	362	.043	036	342
	RC6	193	362	.869ª	164	108	066
	RC7	295	.043	164	.848 ^a	310	074
	RC8	101	036	108	310	.885 ^a	154
	RC9	191	342	066	074	154	.875ª

a. Measures of Sampling Adequacy(MSA)

Communalities

	Initial	Extraction			
RC2	1.000	.657			
RC4	1.000	.604			
RC6	1.000	.628			
RC7	1.000	.550			
RC8	1.000	.508			
RC9	1.000	.593			

Extraction Method: Principal Component Analysis.

Total Variance Explained

Total variance Explained							
			Extraction Sums of Squared				
	Initial E	Eigenvalues			Loadings		
		l l					
		% of	Cumula		Varianc	Cumula	
Component	Total	Variance	tive %	Total	е	tive %	
1 07	3.539	58.985	58.985	3.539	58.985	58.985	
2	.741	12.357	71.342				
3 /9//	.523	8.723	80.065				
4 /5/	.476	7.933	87.998				
5	.383	6.375	94.374				
6	.338	5.626	100.00	/	\vee		
(S) II			0				

Extraction Method: Principal Component Analysis.

Universiti Utara Malaysia

Scree Plot

Consumers Number

Component Matrix^a

	Component
	1
RC2	.811
RC4	.777
RC6	.793
RC7	.741
RC8	.712
RC9	.770

Extraction Method: Principal Component Analysis.

a. 1 components extracted.

Rotated Component Matrix^a

a. Only one component was extracted. The solution cannot be rotated.

A3: Work overload

	Notes			
Output Created		26-SEP-2017 12:11:24		
Comments		Universit	i Iltara	Malaysia
Input	Data	C:\Users\Acer\De sktop\240917\Out liers\ANALYSIS RESULT Outlieares delete 14 responses.sav	ii Otara	Malaysia
	Active Dataset	DataSet1		
	Filter Weight Split File	<none> <none> <none></none></none></none>		
	N of	136		
	Rows in Working Data File	100		
Missing Value	Definition	MISSING=EXCL		
Handling	of Missing	UDE: User-		
	Missing	defined missing values are		
		treated as		
	Cases	missing. LISTWISE:		
	Used	Statistics are		
		based on cases		
		with no missing values for any		
		variable used.		

Syntax		FACTOR
Cyritax		/VARIABLES
		WL2 WL3 WL4
		WL5 WL6
		/MISSING
		LISTWISE
		/ANALYSIS
		WL2 WL3 WL4
		WL5 WL6
		/PRINT INITIAL
		CORRELATION
		KMO AIC
		EXTRACTION
		ROTATION
		/CRITERIA
		MINEIGEN(1)
		ITERATE(25)
		/EXTRACTION
		PC
		/CRITERIA
		ITERATE(25)
		/ROTATION
		VARIMAX
		V/ (I (IIVI/ U)
		/METHOD=COR
		RFI ATION.
Resources	Processo	00:00:00.06
1/69001069	r Time	00.00.00.00
71.7		00 00 00 00
(3 0)	Elapsed	00:00:00.06
(2)	Time	
/2//	Maximum	4100 (4.004K)
/B//	Memory	bytes
	Required	
	rtequired	

[DataSet1] C:\Users\Acer\Desktop\240917\Outliers\ANALYSIS RESULT Outlieares delete 14 responses.sav

Correlation Matrix

Universiti Utara Malaysia

		WL2	WL3	WL4	WL5	WL6
Correlation	WL2	1.000	.475	.749	.602	.547
	WL3	.475	1.000	.608	.486	.427
	WL4	.749	.608	1.000	.754	.664
	WL5	.602	.486	.754	1.000	.805
	WL6	.547	.427	.664	.805	1.000

KMO and Bartlett's Test

Kaiser-Meyer-Olk	Kaiser-Meyer-Olkin	
Measure of Samp		
Adequacy.		
Bartlett's Test of	Approx.	425.025
Sphericity		
	Square	
	df	10
	Sig.	.000

Anti-image Matrices

		WL2	WL3	WL4	WL5	WL6
Anti-image	WL2	.434	017	171	009	023
Covariance	WL3	017	.627	138	014	003
	WL4	171	138	.258	094	024
	WL5	009	014	094	.265	186
	WL6	023	003	024	186	.342
Anti-image	WL2	.845 ^a	033	509	028	061
Correlation	WL3	033	.895ª	342	034	007
	WL4	509	342	.791 ^a	359	081
	WL5	028	034	359	.780 ^a	616
	WL6	061	007	081	616	.801 ^a

a. Measures of Sampling Adequacy(MSA)

Communalities

	Initial	Extraction
WL2	1.000	.660
WL3	1.000	.490
WL4	1.000	.835
WL5	1.000	.786
WL6	1.000	.699

Extraction Method: Principal Component Analysis.

Total Variance Explained

lotal variance Explained								
BU	N Bis	Initial Eigenvalues			Extraction Sums of Squared Loadings			
	T ()	0/ 6)/ :	0 11: 0/	.	% of	Cumulative		
Component	Total	% of Variance	Cumulative %	Total	Variance	%		
1	3.471	69.423	69.423	3.471	69.423	69.423		
2	.652	13.033	82.455					
3	.492	9.832	92.287					
4	.221	4.423	96.711					
5	.164	3.289	100.000					

Extraction Method: Principal Component Analysis.

Component Matrix^a

	Compone nt
	1
WL2	.813
WL3	.700
WL4	.914
WL5	.887
WL6	.836

Extraction Method: Principal Component Analysis.

a. 1 components extracted.

Rotated Component Matrix^a

a. Only one component was extracted. The solution cannot be rotated.

A4: Career Advancement

	Notes			
Output Created		26-SEP-2017		
Comments		12:21:17		
Input	Data	C:\Users\Acer\D esktop\240917\ Outliers\ANALY SIS RESULT Outlieares delete		
	Active Dataset Filter	14 responses.sav DataSet1 <none></none>		
	Weight	<none></none>		
	Split File	<none></none>		
EM BUDI BASE	N of Rows in Working Data File	rersiti 136	ara	Malaysia
Missing Value Handling	Definition of Missing	MISSING=EXCL UDE: User- defined missing values are treated as missing.		
	Cases Used	LISTWISE: Statistics are based on cases with no missing values for any variable used.		

0 1		EAGTOR
Syntax		FACTOR
		/VARIABLES
		CA2 CA3 CA4
		CA6
		/MISSING
		LISTWISE
		/ANALYSIS
		CA2 CA3 CA4
		CA6
		/PRINT INITIAL
		CORRELATION
		KMO AIC
		EXTRACTION
		ROTATION
		/PLOT EIGEN
		/CRITERIA
		MINEIGEN(1)
		ITERATE(25)
		/EXTRACTION
		PC
		/CRITERIA
		ITERATE(25)
		/ROTATION
		VARIMAX
		VAINIVIAX
		/METHOD=COR
		RELATION.
Resources	Processor	00:00:00.61
resources	Time	00.00.00.01
	Elapsed	00:00:00.60
[2]/ A	Time	00.00.00
/æ//	_\	0070 (0.0051()
(8)	Maximum	2872 (2.805K)
	Memory	bytes
Z	Required	

[DataSet1] C:\Users\Acer\Desktop\240917\Outliers\ANALYSIS RESULT Outlieares delete 14 responses.sav

Correlation Matrix

		CA2	CA3	CA4	CA6
Correlation	CA2	1.000	.535	.319	.354
	CA3	.535	1.000	.582	.575
	CA4	.319	.582	1.000	.469
	CA6	.354	.575	.469	1.000

KMO and Bartlett's Test

Kaiser-Meyer-Olkin Measure of		.741
Sampling Adequacy. Bartlett's Test of Approx.		159.201
Sphericity	Chi-Square df	6
	Sig.	.000

Anti-image Matrices

		CA2	CA3	CA4	CA6
Anti-image Covariance	CA2	.711	227	.002	045
	CA3	227	.458	214	194
	CA4	.002	214	.634	128
	CA6	045	194	128	.639
Anti-image Correlation	CA2	.759 ^a	398	.003	066
	CA3	398	.682ª	398	359
	CA4	.003	398	.769ª	202
	CA6	066	359	202	.796ª

a. Measures of Sampling Adequacy(MSA)

Communalities

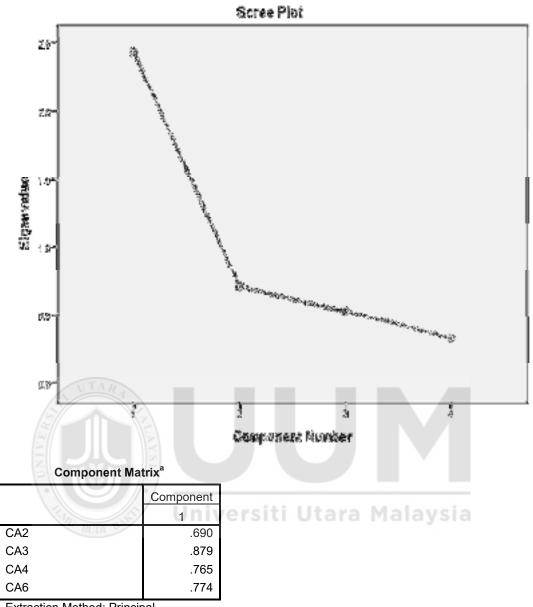
	Initial	Extraction
CA2	1.000	.476
CA3	1.000	.773
CA4	1.000	.585
CA6	1.000	.599

Extraction Method: Principal Component Analysis.

Total Variance Explained

	Initial Eigenvalues				ion Sums o Loadings	
Component	Total	% of Variance	Cumulative %	Total	% of Varianc	Cumulat ive %
Component					e co.000	
	2.432	60.802	60.802	2.432	60.802	60.802
2	.707	17.685	78.487	avsia	9	
3 BUDI BA	.529	13.231	91.718	3		
4	.331	8.282	100.000			

Extraction Method: Principal Component Analysis.



Extraction Method: Principal Component Analysis.

a. 1 components extracted.

Rotated Component Matrix^a

a. Only one component was extracted. The solution cannot be rotated.

A5: Salary

	Mores		
Output Created		26-SEP-2017 12:26:58	
Comments			
Input	Data	C:\Users\Acer\Deskt op\240917\Outliers\ ANALYSIS RESULT Outlieares delete 14 responses.sav	
BUDI BUDI BASÉS	Active Dataset	DataSet1	a Malaysia
	Filter	<none></none>	
	Weight	<none></none>	
	Split File	<none></none>	
	N of Rows in Working Data File	136	
Missing Value Handling	Definition of Missing	MISSING=EXCLUD E: User-defined missing values are treated as missing.	
	Cases Used	LISTWISE: Statistics are based on cases with no missing values for any variable used.	

Syntax		FACTOR /VARIABLES SAL1 SAL3 SAL4 SAL6 /MISSING LISTWISE /ANALYSIS SAL1 SAL3 SAL4 SAL6 /PRINT INITIAL CORRELATION DET KMO AIC EXTRACTION ROTATION /PLOT EIGEN /CRITERIA MINEIGEN(1) ITERATE(25) /EXTRACTION PC /CRITERIA ITERATE(25) /ROTATION VARIMAX /METHOD=CORRE LATION.
Resources	Processo r Time	00:00:00.66
TA	Elapsed Time	00:00:00.57
	Maximum Memory Required	2872 (2.805K) bytes

[DataSet1] C:\Users\Acer\Desktop\240917\Outliers\ANALYSIS RESULT Outlieares delete 14 responses.sav

Correlation Matrix^a

		SAL1	SAL3	SAL4	SAL6
Correlation	SAL1	1.000	.679	.679	.350
	SAL3	.679	1.000	.925	.703
	SAL4	.679	.925	1.000	.744
	SAL6	.350	.703	.744	1.000

a. Determinant = .030

KMO and Bartlett's Test

Kaiser-Meyer-Olkin Me	asure of	.755
Sampling Adequacy. Bartlett's Test of	Approx.	466.153
Sphericity	Chi-	
	df	6
	Sig	000
	Square df Sig.	.000

Anti-image Matrices

		SAL1	SAL3	SAL4	SAL6
Anti-image Covariance	SAL1	.463	054	068	.143
	SAL3	054	.138	092	029
	SAL4	068	092	.117	088
	SAL6	.143	029	088	.395
Anti-image Correlation	SAL1	.811 ^a	214	293	.333
	SAL3	214	.754 ^a	726	124
	SAL4	293	726	.705 ^a	412
	SAL6	.333	124	412	.798 ^a

a. Measures of Sampling Adequacy(MSA)

Communalities

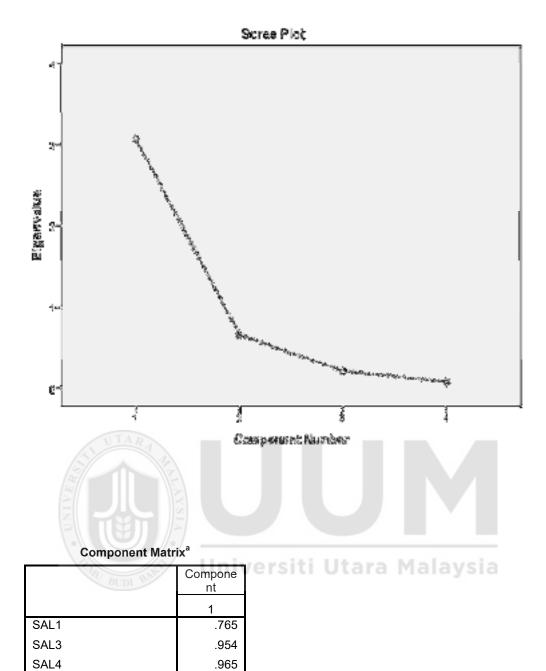
	Initial	Extraction
SAL1	1.000	.585
SAL3	1.000	.911
SAL4	1.000	.932
SAL6	1.000	.641

Extraction Method: Principal Component Analysis.

Total Variance Explained

	818	Initial Eigenvalues		Extractio	n Sums of S Loadings	quared
Component	Total	% of Variance	Cumulative %	Total	% of Variance	Cumul ative %
1 Dumi Bar	3.069	76.731	76.731	3.069	76.731	76.731
2	.652	16.301	93.032			
3	.206	5.155	98.188			
4	.072	1.812	100.000			

Extraction Method: Principal Component Analysis.



.801

Extraction Method: Principal Component Analysis.

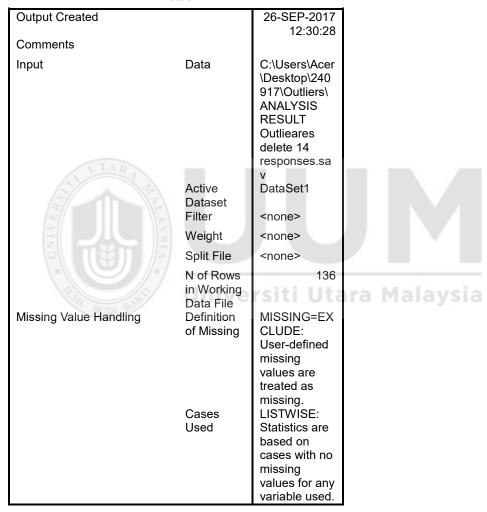
SAL6

a. 1 components extracted.

Rotated Component Matrix^a

a. Only one component was extracted. The solution cannot be rotated.

A6: Turnover Intention



Syntax		FACTOR /VARIABLES TOI1 TOI2 TOI3 TOI4 /MISSING LISTWISE /ANALYSIS TOI1 TOI2 TOI3 TOI4 /PRINT INITIAL CORRELATI ON KMO AIC EXTRACTIO N ROTATION /PLOT EIGEN	
		/CRITERIA MINEIGEN(1) ITERATE(25)	
		/EXTRACTIO N PC /CRITERIA ITERATE(25) /ROTATION VARIMAX	
UTARA		/METHOD=C ORRELATIO N.	
Resources	Processor Time Elapsed Time	00:00:00.59	
BUDI BIS	Maximum Memory Required	2872 (2.805K) bytes	ra Malaysia

 $\begin{tabular}{ll} $\tt C:\Users\Acer\Desktop\240917\Outliers\ANALYSIS RESULT \\ \tt Outlieares delete 14 responses.sav \\ \end{tabular}$

Correlation Matrix

		TOI1	TOI2	TOI3	TOI4
Correlation	TOI1	1.000	.511	.418	.783
	TOI2	.511	1.000	.618	.521
	TOI3	.418	.618	1.000	.543
	TOI4	.783	.521	.543	1.000

KMO and Bartlett's Test

Kaiser-Meyer-Olkin Measure Adequacy.	of Sampling	.692
Bartlett's Test of Sphericity	Approx. Chi- Square	254.561
	df	6
	Sig.	.000

Anti-image Matrices

		TOI1	TOI2	TOI3	TOI4
Anti-image Covariance	TOI1	.366	101	.054	244
	TOI2	101	.540	260	015
	TOI3	.054	260	.543	135
	TOI4	244	015	135	.330
Anti-image Correlation	TOI1	.652 ^a	228	.122	702
	TOI2	228	.764 ^a	479	035
	TOI3	.122	479	.711 ^a	318
	TOI4	702	035	318	.665ª

a. Measures of Sampling Adequacy(MSA)

Communalities

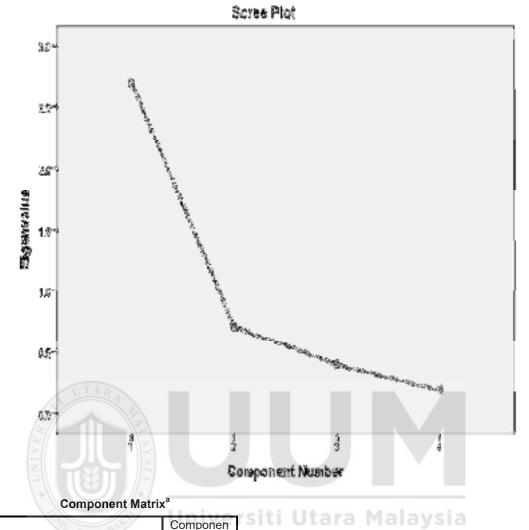
	Initial	Extraction
TOI1	1.000	.695
TOI2	1.000	.640
TOI3	1.000	.600
TOI4	1.000	.767

Extraction Method: Principal Component Analysis.

Total Variance Explained

		Initial Eigenvalue	S	Extract	ion Sums of Loadings	
Component	Total	% of Variance	Cumulative %	Total	% of Variance	Cumulati ve %
1	2.702	67.539	67.539	2.702	67.539	67.539
2	.708	17.712	85.251			
3	.396	9.892	95.143			
4	.194	4.857	100.000			

Extraction Method: Principal Component Analysis.



BUDI BASE	Componen t
	1
TOI1	.834
TOI2	.800
TOI3	.774
TOI4	.876

Extraction Method: Principal Component Analysis.

a. 1 components extracted.

Rotated Component Matrix^a

a. Only one component was extracted. The solution cann be rotated.

ii) Reliability Analyses

RELIABILITY
/VARIABLES=RC2 RC4 RC6 RC7
RC8 RC9
/SCALE('ALL VARIABLES') ALL
/MODEL=ALPHA
/SUMMARY=TOTAL.

A7: Reliability(Role Conflict)

Output Created		26-SEP-2017 13:40:39
Comments		
Input	Data	C:\Users\Acer\Desktop\240 917\Outliers\ANALYSIS RESULT Outlieares delete 14 responses.sav
	Active Dataset	DataSet1
BUDI W	Filter	<none></none>
	Weight	<none></none>
	Split File	<none></none>
	N of Rows in Working Data File	136
	Matrix Input	
Missing Value Handling	Definition of Missing	User-defined missing values are treated as missing.
	Cases Used	Statistics are based on all cases with valid data for all variables in the procedure.
Syntax		RELIABILITY /VARIABLES=RC2 RC4 RC6 RC7 RC8 RC9 /SCALE('ALL VARIABLES') ALL /MODEL=ALPHA /SUMMARY=TOTAL.

Resources	Processor Time	00:00:00.02
	Elapsed Time	00:00:00.02

[DataSet1] C:\Users\Acer\Desktop\240917\Outliers\ANALYSIS RESULT Outlieares delete 14 responses.sav

Scale: ALL VARIABLES

Case Processing Summary

		N	%
Cases	Valid	136	100.0
	Excluded ^a	0	0.0
	Total	136	100.0

a. Listwise deletion based on all variables in the procedure.

Reliability Statistics

Cronbach's Alpha	N of Items		
.848	6]	
	l ni V Item	-Total Statistics	Malays

0000	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
RC2	26.68	18.884	.701	.810
RC4	26.29	20.621	.640	.826
RC6	26.52	20.029	.668	.820
RC7	27.32	17.255	.633	.826
RC8	27.19	17.415	.600	.834
RC9	26.77	18.948	.639	.821

RELIABILITY
/VARIABLES=WL2 WL3 WL4 WL5
WL6
/SCALE('ALL VARIABLES') ALL
/MODEL=ALPHA
/SUMMARY=TOTAL.

A8: Reliability (Work overload)

Notes

Output Created		26-SEP-2017 13:41:45	
Comments			
Input	Data	C:\Users\Acer\Desktop\240 917\Outliers\ANALYSIS RESULT Outlieares delete 14 responses.sav	
	Active Dataset	DataSet1	
	Filter	<none></none>	
	Weight	<none></none>	
	Split File	<none></none>	
	N of Rows in Working Data File	136	
	Matrix Input		
Missing Value Handling	Definition of Missing	User-defined missing values are treated as missing.	
UTARA	Cases Used	Statistics are based on all cases with valid data for all variables in the procedure.	
Syntax	Univers	RELIABILITY /VARIABLES=WL2 WL3 WL4 WL5 WL6 /SCALE('ALL VARIABLES') ALL /MODEL=ALPHA /SUMMARY=TOTAL.	ia
Resources	Processor Time	00:00:00.02	
	Elapsed Time	00:00:00.02	

[DataSet1] C:\Users\Acer\Desktop\240917\Outliers\ANALYSIS RESULT Outlieares delete 14 responses.sav

Scale: ALL VARIABLES

Case Processing Summary

		N	%
Cases	Valid	136	100.0
	Excluded ^a	0	0.0
	Total	136	100.0

a. Listwise deletion based on all variables in the procedure.

Reliability Statistics

Cronbach's Alpha	N of Items
.886	5

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
WL2	18.61	24.447	.703	.867
WL3	19.32	26.173	.574	.896
WL4	19.21	22.668	.851	.830
WL5	18.99	24.200	.793	.846
WL6	18.79	25.991	.722	.863

RELIABILITY

/VARIABLES=CA2 CA3 CA4 CA6 /SCALE('ALL VARIABLES') ALL /MODEL=ALPHA /SUMMARY=TOTAL.

A9:Reliability (Career advancement)

Output Created		26-SEP-2017 13:42:24
Comments		
Input	Data	C:\Users\Acer\Desktop\240 917\Outliers\ANALYSIS RESULT Outlieares delete 14 responses.sav
	Active Dataset	DataSet1
	Filter	<none></none>
	Weight	<none></none>
	Split File	<none></none>
	N of Rows in Working Data File	136
	Matrix Input	
Missing Value Handling	Definition of Missing	User-defined missing values are treated as missing.

	Cases Used	Statistics are based on all cases with valid data for all variables in the procedure.
Syntax		RELIABILITY /VARIABLES=CA2 CA3 CA4 CA6 /SCALE('ALL VARIABLES') ALL /MODEL=ALPHA /SUMMARY=TOTAL.
Resources	Processor Time	00:00:00.02
	Elapsed Time	00:00:00.02

[DataSet1] C:\Users\Acer\Desktop\240917\Outliers\ANALYSIS RESULT Outlieares delete 14 responses.sav

Scale: ALL VARIABLES

Case Processing Summary

		N	%
Cases	Valid	136	100.0
	Excluded ^a	C	0.0
	Total	136	100.0

a. Listwise deletion based on all variables in the procedure.

Reliability Statistics

Cronbach's Alpha	N of Items
.768	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
CA2	12.85	9.332	.480	.778
CA3	13.24	9.563	.734	.631
CA4	13.26	10.118	.547	.724
CA6	12.91	10.837	.567	.717

RELIABILITY
/VARIABLES=SAL1 SAL2 SAL3
SAL6
/SCALE('ALL VARIABLES') ALL
/MODEL=ALPHA
/SUMMARY=TOTAL.

A10: Reliability(salary)

Notes

Output Created		26-SEP-2017 13:43:23	
Comments			
Input	Data	C:\Users\Acer\Desktop\240 917\Outliers\ANALYSIS RESULT Outlieares delete 14 responses.sav	
UTARI	Active Dataset	DataSet1	
(5) (4)	Filter	<none></none>	
/\$// TILL	Weight	<none></none>	
	Split File	<none></none>	
	N of Rows in Working Data File	136	
	Matrix Input	iti Utara Mala	vsia
Missing Value Handling	Definition of Missing	User-defined missing values are treated as missing.	
	Cases Used	Statistics are based on all cases with valid data for all variables in the procedure.	
Syntax		RELIABILITY	
Gymax		/VARIABLES=SAL1 SAL2 SAL3 SAL6 /SCALE('ALL VARIABLES') ALL /MODEL=ALPHA /SUMMARY=TOTAL.	
Resources	Processor Time	00:00:00	
	Elapsed Time	00:00:00.00	

[DataSet1] C:\Users\Acer\Desktop\240917\Outliers\ANALYSIS RESULT Outlieares delete 14 responses.sav

Scale: ALL VARIABLES

Case Processing Summary

		N	%
Cases	Valid	136	100.0
	Excluded ^a	0	0.0
	Total	136	100.0

a. Listwise deletion based on all variables in the procedure.

Reliability Statistics

Cronbach's Alpha	N of Items
.897	4

Item-Total Statistics

UTARA	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
SAL1	14.26	17.485	.614	.919
SAL3	14.76	13.752	.903	.815
SAL4	14.90	13.272	.926	.805
SAL6	15.43	15.743	.664	.906

RELIABILITY
/VARIABLES=TOI1 TOI2 TOI3
TOI4
/SCALE('ALL VARIABLES') ALL
/MODEL=ALPHA
/SUMMARY=TOTAL.

A11: Reliability (Turnover Intention)

Output Created		26-SEP-2017 13:46:58
Comments		
Input	Data	C:\Users\Acer\Desktop\240 917\Outliers\ANALYSIS RESULT Outlieares delete 14 responses.sav

	A -4: D -44	D-t-0-t4
	Active Dataset	DataSet1
	Filter	<none></none>
	Weight	<none></none>
	Split File	<none></none>
	N of Rows in Working Data File	136
	Matrix Input	
Missing Value Handling	Definition of Missing	User-defined missing values are treated as missing.
	Cases Used	Statistics are based on all cases with valid data for all variables in the procedure.
Syntax		RELIABILITY /VARIABLES=TOI1 TOI2 TOI3 TOI4 /SCALE('ALL VARIABLES') ALL /MODEL=ALPHA /SUMMARY=TOTAL.
Resources	Processor Time	00:00:00.02
3	Elapsed Time	00:00:00.02
/5//		

[DataSet1] C:\Users\Acer\Desktop\240917\Outliers\ANALYSIS RESULT Outlieares delete 14 responses.sav

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Scale: ALL VARIABLES

Case Processing Summary

		N	%
Cases	Valid	136	100.0
	Excluded ^a	0	0.0
	Total	136	100.0

a. Listwise deletion based on all variables in the procedure.

Reliability Statistics

Cronbach's Alpha	N of Items	
G1 G1110 G1 G1 G1 G1		
.839		4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
TOI1	13.71	14.695	.680	.793
TOI2	13.80	14.857	.647	.807
TOI3	13.15	15.450	.614	.821
TOI4	13.77	13.985	.748	.762

iii) Correlation

GET

 $\label{thm:linear} FILE='C:\Users\Acer\Desktop\240917\Outliers\ANALYSIS\ RESULT\ Outlieares\ delete\ 14\ responses.sav'.$

DATASET NAME DataSet1

WINDOW=FRONT.

CORRELATIONS

/VARIABLES=TOIMEAN260917 RCMEAN260917 WLMEAN260917

CAMEAN260917 SALMEAN260917

/PRINT=ONETAIL NOSIG

/STATISTICS DESCRIPTIVES

/MISSING=PAIRWISE.

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A12: Correlations

Output Created		04-NOV- 2017 00:05:56
Comments		
Input	Data Active Dataset	C:\Users\ Acer\Desk top\24091 7\Outliers\ ANALYSI S RESULT Outlieares delete 14 responses .sav DataSet1
	Filter	<none></none>
	Weight	<none></none>
	Split File	<none></none>

Missing Value Handling Syntax	N of Rows in Working Data File Definition of Missing	User- defined missing values are treated as missing. Statistics for each pair of variables are based on all the cases with valid data for that pair. CORRELA TIONS	
TARA ARANGA MANANANANANANANANANANANANANANANANANANA	Univer	/STATISTI CS DESCRIP TIVES /MISSING =PAIRWIS	ara Malaysia
Resources	Processor Time	E. 00:00:00.0	
	Elapsed Time	3 00:00:00.0 8	

[DataSet1] C:\Users\Acer\Desktop\240917\Outliers\ANALYSIS RESULT Outlieares delete 14 responses.sav

Descriptive Statistics

	Mean	Std. Deviation	N
TOIMEAN260917	4.5368	1.24704	136
RCMEAN260917	5.3591	.85560	136
WLMEAN260917	4.7456	1.22504	136
CAMEAN260917	4.3548	1.01359	136
SALMEAN260917	4.9681	1.21437	136

Correlations

TOIMEAN260917	Pearson Correlation	TOIMEAN 260917 1	RCMEA N260917 342	WLMEAN 260917 .366	CAMEA N260917 301	SALMEAN 260917 .253
	Sig. (1-tailed)		.000	.000	.000	.001
	N	136	136	136	136	136
RCMEAN260917	Pearson Correlation	342 ^{**}	1	175 [*]	.502**	090
MITAD	Sig. (1-tailed)	.000		.021	.000	.148
A CHARA	N	136	136	136	136	136
WLMEAN260917	Pearson Correlation	.366**	175 [*]	1	.027	.410**
	Sig. (1-tailed)	.000	.021		.376	.000
	N	136	136	136	136	136
CAMEAN260917	Pearson	301**	.502**	.027	1	170 [*]
Time si	Correlation Sig. (1-tailed)	.000	a ra.000	.376	a	.024
BUDI BI	N	136	136	136	136	136
SALMEAN260917	Pearson Correlation	.253**	090	.410 ^{**}	170 [*]	1
	Sig. (1-tailed)	.001	.148	.000	.024	
	N	136	136	136	136	136

^{**.} Correlation is significant at the 0.01 level (1-tailed).

A13: Hypotheses Testing: Multiple Regressions

Regression

Output Created	10-JUN-2018
_	17:07:13
Comments	

^{*.} Correlation is significant at the 0.05 level (1-tailed).

			•	
Input	Active Dataset Filter Weight Split File N of Rows in	C:\Users\Acer\ Desktop\ANAL YSIS RESULT Outliers delete 14 responses1061 8.sav DataSet1 <none> <none> 136</none></none>		
	Working Data File	100		
Missing Value Handlin g	Definition of Missing Cases Used	User-defined missing values are treated as missing. Statistics are based on cases with no missing values for any variable used.		
Syntax	TAR THE STATE OF T	REGRESSION /MISSING LISTWISE /STATISTICS COEFF OUTS R ANOVA /CRITERIA=PI N(.05) POUT(.10) /NOORIGIN	rsiti Utara	Malaysia
		/DEPENDENT TOIMEAN2609 17	Siti Otala	Malaysia
		/METHOD=EN TER RCMEAN2609 17 WLMEAN2609 17 LStatus CAMEAN2609 17 SALMEAN260		
Resourc es	Processor Time	917. 00:00:00.03		
	Elapsed Time	00:00:00.03		
	Memory Required Additional Memory Required for Residual Plots	5012 bytes 0 bytes		

[DataSet1] C:\Users\Acer\Desktop\ANALYSIS RESULT Outliers delete 14 responses10618.sav

Variables Entered/Removed^a

Model	Variables Entered	Variables Removed	Method
1	SALMEAN26 0917, RCMEAN260 917, LStatus, WLMEAN260 917, CAMEAN260 917 ^b		Enter

- a. Dependent Variable: TOIMEAN260917
- b. All requested variables entered.

Model Summary

				Std.
				Error of
	UTARA		Adjusted R	the
Model	R	R Square	Square	Estimate
1 /2	.506ª	.256	.227	1.09643

a. Predictors: (Constant), SALMEAN260917, RCMEAN260917, LStatus, WLMEAN260917, CAMEAN260917

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Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	53.661	5	10.732	8.927	.000 ^b
	Residual	156.280	130	1.202		
	Total	209.941	135			

- a. Dependent Variable: TOIMEAN260917
- b. Predictors: (Constant), SALMEAN260917, RCMEAN260917, LStatus, WLMEAN260917, CAMEAN260917

Coefficients^a

		Unstandardize	d Coefficients	Standar dized Coefficie nts		
Model 1	(Constant)	B 5.151	Std. Error .822	Beta	t 6.270	Sig. .000
	RCMEAN260 917	260	.132	178	-1.960	.052

WLMEAN260 917	.316	.087	.311	3.616	.000
LStatus	.031	.256	.009	.120	.905
CAMEAN260 917	256	.111	208	-2.296	.023
SALMEAN26 0917	.077	.088	.075	.880	.380

a. Dependent Variable: TOIMEAN260917

CORRE LATIO NS

/VARIABLES=TOIMEAN260917 RCMEAN260917 WLMEAN260917 LStatus CAMEAN260917 SALMEAN260917

/PRINT=ONETAIL

NOSIG

/STATISTICS

DESCRIPTIVES

/MISSING=PAIRWIS

Ε.



Appendix III Email from Academician Expert



Kamal Afendi Bin Shaharin

Subject:

FW: Request help to comments on my questionnaire study on " A Study on Relationship Managers (RM) turnover intention in Banking Industry in Malaysia"

From: Dr. Dileep Kumar M <prof.mdk@gmail.com> Sent: Thursday, September 29, 2016 12:10:16 AM

To: Kamal Afendi Shaharin

Subject: Re: Request help to comments on my questionnaire study on " A Study on Relationship Managers (RM)

turnover intention in Banking Industry in Malaysia"

No worries. I will check your DOC and get back to you shortly. TQ.

Prof. Dr. Dileep Kumar M. PhD (OB), MPhil, (Labor Studies), MSW, PGDBA, PGDHRM, DHA, DLL

Full Professor: HRM and Research

University Institute for International and European Studies

Corresponding Address: (UNIES | Malaysia)

PT10402, Jln BBN 11/3N, Nilai. 71800.

Negeri Sembilan,

Malaysia.

Phone: ±60174152541 kumar@unies.eu prof.mdk@gmail.com

UNIES | Campus the Netherlands

Heyendallaan 64 6464 EP Kerkrade The Netherlands <u>UUUM</u>

Universiti Utara Malaysia

UNIES | Campus Georgia International Teaching University Georgia (ITUG)

5A, 2nd Lane, Chavchavadze Avenue 0162 Tbilisi Georgia

On Wed, Sep 28, 2016 at 7:09 PM, Kamal Afendi Shaharin < fen 329@hotmail.com> wrote:

Dear Prof Dileep,

Thank you for your replied and willing to help. Unfortunately, my internet connection here is very bad (due to quota issue and location). Let me try to solve this 1st Prof and revert to you. Do you maintain the same phone no prof? 0174152541?

Get Outlook for Android

On Wed, Sep 28, 2016 at 9:21 PM +0800, "Dr. Dileep Kumar M" prof.mdk@gmail.com wrote:

If you can come to skype...I would appreciate (Can avoid lot of writing)

Prof. Dr. Dileep Kumar M. PhD (OB), MPhil, (Labor Studies), MSW, PGDBA, PGDHRM, DHA, DLL

Full Professor: HRM and Research

University Institute for International and European Studies

Corresponding Address: (UNIES | Malaysia)

PT10402, Jln BBN 11/3N, Nilai. 71800.

Negeri Sembilan,

Malaysia.

Phone: +60174152541 kumar@unies.eu

prof.mdk@gmail.com

UNIES | Campus the Netherlands

Heyendallaan 64 6464 EP Kerkrade The Netherlands

UNIES | Campus Georgia International Teaching University Georgia (ITUG)

5A, 2nd Lane, Chavchavadze Avenue 0162 Tbilisi Georgia

On Wed, Sep 28, 2016 at 6:31 PM, Kamal Afendi Shaharin < fen 329@hotmail.com > wrote:

Dear Prof Dileep,

Hope this email finds you well.

Universiti Utara Malaysia

I am really sorry if this email is bothering you. I would like to request your assistance to validate my questionnaires for my study. I am your ex-student from UUM KL.

My study is about Relationship Managers Turnover Intention in Banking Industry in Malaysia. This is quantitative research and base on questionnaires approach. I prepared my questionnaires (as attached) and humbly request your help to comments before I can distribute it to the respondents.

For instance Prof, in my " Data collection procedure" I mentioned that I will send the questionnaire to be validated by the expert before I can proceed to distribute it. This questionnaire is adopted version from the established scholars to test the variables. Below I print screen my Framework for your quick reference.

Kamal Afendi Bin Shaharin

Subject:

FW: Request help to comments on my questionnaire study on " A Study on

Relationship Managers (RM) turnover intention in Banking Industry in Malaysia"

Attachments:

"A STUDY ON TURNOVER INTENTION OF RELATIONSHIP MANAGER(RM) IN

BANKING INDUSTRY IN MALAYSIA".doc

Get Outlook for Android

From: kamalaf.s@maybank.com.my <kamalaf.s@maybank.com.my>

Sent: Tuesday, September 27, 2016 5:08:21 PM

To: kamalaf.s@maybank.com

Cc: Dr. Tan Fee Yean; fen 329@hotmail.com

Subject: Re: Request help to comments on my questionnaire study on " A Study on Relationship Managers (RM)

turnover intention in Banking Industry in Malaysia"

Dear Dr Tan.

I missed the attachment.

Thank you. Best Regards,

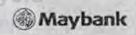
Kamal Afendi Shaharin

Segment Competencies, Frontline Segment Business, HNW & Affluent Banking

34th Floor, Menara Maybank, 100 Jalan Tun Perak, 50050 Kuala Lumpur

Tel: +603- 20708833 Ext: 3143 | Fax: +603-27113417

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Kamal Afendi B Shaharin/RFSG/Maybank

27/09/2016 05:06 PM

To "Dr. Tan Fee Yean" <feeyean@uum.edu.my>,

cc fen_329@hotmail.com

Subject Request help to comments on my questionnaire study on " A Study on Relationship Managers (RM) turnover intention in Banking Industry in

Malaysia"Link

Dear Dr Tan,

Hope this email finds you well.

My name is Kamal Afendi your ex- Master student from UUM KL (2012-2013). I am currently pursuing my study in DBA (Doctoral Business Admin) and now doing my dissertation.

My study is about Relationship Managers Turnover Intention in Banking Industry in Malaysia. This is quantitative research and base on questionnaires approach. I did prepared my questionnaires (as attached) and humbly request your help to comments before I can distribute it to the respondents.

For instance Dr. Tan, in my " Data collection procedure" I mentioned that I will send the questionnaire to be validate

by the expert before I can proceed to distribute it. This questionnaire is adopted version from the established scholars to test the variables. Below I print screen my Framework for your quick reference.

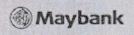
Really appreciate you help Dr. Tan.

Thank you. Best Regards,

Kamal Afendi Shaharin

Segment Competencies, Frontline Segment Business, HNW & Affluent Banking 34th Floor, Menara Maybank, 100 Jalan Tun Perak, 50050 Kuala Lumpur Tel: +603- 20708833 Ext:3143 | Fax: +603-27113417

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Kamal Afendi Bin Shaharin

Subject:

FW: Request help to comments on my questionnaire study on " A Study on Relationship Managers (RM) turnover intention in Banking Industry in Malaysia"

From: kamalaf.s@maybank.com.my

Sent: Tuesday, 27 September 2016, 17:15

Subject: Request help to comments on my questionnaire study on " A Study on Relationship Managers

(RM) turnover intention in Banking Industry in Malaysia"

To: filzahmdisa@yahoo.com

Dear PM Dr Filzah,

Hope this email finds you well.

My name is Kamal Afendi your DBA student from UUM KL . I would like to request you assistance to validate my questionnaires for my study.

My study is about Relationship Managers Turnover Intention in Banking Industry in Malaysia. This is quantitative research and base on questionnaires approach. I did prepared my questionnaires (as attached) and humbly request your help to comments before I can distribute it to the respondents.

For instance PM Dr Filzah, in my " Data collection procedure" I mentioned that I will send the questionnaire to be validated by the expert before I can proceed to distribute it. This questionnaire is adopted version from the established scholars to test the variables. Below I print screen my Framework for your quick reference.

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Really appreciate you help PM Dr Filzah

Thank you. Best Regards,

Kamal Afendi Shaharin

Segment Competencies, Frontline Segment Business, HNW & Affluent Banking 34th Floor, Menara Maybank, 100 Jalan Tun Perak, 50050 Kuala Lumpur Tel: +603- 20708833 Ext:3143 | Fax: +603-27113417

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