NEAR EAST UNIVERSITY

FACULTY OF ECONOMICS AND ADMINISTRATIVE SCIENCES DEPARTMENT OF BUSINESS ADMINISTRATION

THE GLASS CEILING IN THE TRNC BANKING SECTOR

(MAN 400)

GRADUATION PROJECT

SUBMITTED BY: MURAT ORTAÇ 2001 0009 SUBMITTED TO: DR. ŞERİFE EYÜPOĞLU

JUNE, 2006

LEFKOŞA

ACKNOWLEDGEMENTS

In the preparation of this graduation project, I would like to thank to my Man 400 advisor, DR. Şerife EYÜPOĞLU for his patients and guidance, and Dr. Ahmet ERTUGAN for his contributions. I would also like to extend my appreciation to the Figen YEŞİLADA and Okan ŞAFAKLI for their supports.

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ABSTRACT

Research has shown that over the last 30 years, the proportion of women in lower and mid level management positions has increased greatly, whereas the proportion reaching the top has unfortunately remained small. Women in management are only able to advance just as far in corporate hierarchies before encountering the "glass-ceiling", which prevent them from reaching top managerial positions.

The majority of the working population in the banking sector are women. However, the top managerial positions are occupied mainly by men.

This study investigates the glass ceiling phenomenon in the TRNC banking sector by measuring the attitudes of first-line bank managers towards women as managers. A total of 107 first line bank managers took part in the study. The results indicate that a glass ceiling exists in the TRNC banking sector.

Keyword: Working women, Glass-ceiling, Banking, Management.

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CHAPTER I

INTRODUCTION

1.1 Introduction

This chapter introduces the statement of the topic to be studied, the problem situation, the problem statement, and the objectives of the study.

1.2 Statement of the Topic

Research has shown that over the last 30 years, the proportion of women in lower and mid level management positions has increased greatly, whereas the proportion reaching the top has unfortunately remained small.

Women in management are only able to advance just as far in corporate hierarchies before encountering the "glass-ceiling", which prevent them from reaching top managerial positions.

The number of women working in the banking sector over the past years has increased steadily. Also, research has shown that reaching managerial positions in the banking sector for women is very difficult. According to Aslan (2002) in the Turkish Banking Sector even though the educational level of women is higher than men, the top managerial positions are occupied mostly by men. This indicates the difficulty faced by women in advancing to top managerial positions thus indicating the presence of a glass ceiling in the Turkish Banking Sector.

1.3 **Problem Situation**

The majority of the working population in the banking sector are women. According to Ergeneli and Akçamete (2004) this is due to women being more efficient in organizing and communicating which are vital skills in banking. This can also be seen in the TRNC Banks. However, it can also be observed that most top managerial positions are held by men, thus indicating the presence of the glass ceiling in TRNC Banks.

1.4 Problem Statement

As mentioned previously, the number of women working in the banking sector in proportion to men are higher, as well as the educational level of women in banking also being higher than that compared to men. However, the top managerial positions are occupied mainly by men.

The purpose of this study is to explore and see whether the glass ceiling exists in the TRNC Banking sector.

1.5 Objectives of the Project

- To identify the percentage of the working population in TRNC Banks that are women
- To identify the proportion of women working in top managerial positions in the banking sector.
- To understand whether the glass ceiling exist in the banking sectors (women find it difficult to advance to top managerial positions)

1.6 Conclusion

This chapter introduced the statement of the topic to be studied, the problem situation, the problem statement, and the objectives of the study. The following chapter gives a brief literature review on the glass ceiling concept.

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CHAPTER II

A BRIEF LITERATURE REVIEW OF THE GLASS CEILING

2.1 Introduction

This chapter gives a brief literature review of the glass ceiling and women at work.

2.2 Women at Work

Women have only recently begun to join the ranks of managers in large numbers. The emergence of women into the work force has precipitated many discussions. This paper discusses some of the major issues surrounding women in management and proposes some organizational and individual responses to better utilize the diversity of skills and talents available within the work force.

In 1970, only 15 percent of all managers were women. By 1989 this figure had risen to more than 40 percent. (Workforce 2000) By 1995, women made up about 63 percent of the total work force.(Salzman 1991) However, only six percent of women are classified as middle level managers. (Chusmir & Franks 1988) Currently, only three of every one hundred top jobs in the largest U.S. companies are held by women, which is about the same number as a decade ago.(Garland 1991) Of the Fortune 50 companies, only 1.3% of corporate officers are women while 1.7% are women within the Fortune 500 companies. Among 200 of America's largest companies, women hold less than a quarter of the executive jobs and less than five percent of the vice-presidents are women. (Sharpe 1994) Some experts indicate that equality in top management positions between the genders will not balance out for another 20 to 30 years.

A Labor Department study indicated that the "glass ceiling" keeps many women from moving up in management and leadership positions.(Rosner 1990) The "glass ceiling" is the subtle barrier of negative attitudes and prejudices that prevents women and minorities from moving beyond a certain level in the corporate hierarchy. (Thomas & Zeithaml 1993) One third of working women work in clerical positions and another quarter work in the fields of health care, education, domestic service, and food services. (Mishra 1986) Even in these traditionally feminine professions women do not occupy key positions in relation to their numbers. For example, in schools women teach and men organize, plan, direct, and control. In social agencies women are typically middle managers supervising direct service workers, while men plan programs, prepare budgets, etc. Even when women have earned the highest degree in their profession. In short, American women occupy only 16% of the managerial positions and only 4% of the high level managerial/administrative positions in modern organizations.

Although the number of women in the work force has increased from 3,680,000 to 5,382,000 between 1975 and 1985, an increase of 46.3%, the advancement of women in management has not kept pace." (Doyle 1990) While the number of working women has increased dramatically in recent years, there are a number of different views that have been asserted to explain why women are not seen in large numbers in executive positions.

The first of these is referred to as the person-centered view. This view puts the blame of Emited corporate progression of women on factors that are internal to the female gender. This means that certain traits and behaviors exhibited by women are not conducive to their being promoted. (Gregory 1990) for example, communication between genders can add to the problems women face in the work force. Women and men communicate differently, both Gilbert 1990)

Another reason for fewer women in upper management that cannot be overlooked is corporate discrimination, corporate inequities in rewards and advancement opportunities, and the existence of "good old boys' networks" that ignore and discourage women from seeking top management positions. Discrimination can occur in the form of organizational structures, policies, informal networks, and cultures that are so male dominated that they become barriers for women to rise in the organization. For example, in a study by Cannings and Mont Marquette, men don't rely on formal merit procedures to gain managerial momentum for success. The study found that, on average, men exhibited lower ambition in terms of bidding for promotion than women and that they had worse performance scores, yet men were offered more promotions per year of service than women, due oftentimes to the building of informal networks with superiors in the organization. (Cannings & Montmarquette) Additionally, an obstacle women often face is the lack of opportunity to "learn the ropes"-often due to a lack of mentors for females in the workplace. A mentor can be many things-teacher, ally, protector, and confidante. Research indicates that mentoring functions can be divided into two broad categories: (1) Career Functions that enhance career advancement, such as sponsorship, exposure/visibility, coaching, protection, and challenging assignments; and (2) Psychosocial Functions that enhance the protégé's sense of competence and include role modeling, acceptance and confirmation, counseling, and friendship. (Kram 1988) Mentors can offer behavioral advice, help women to get promoted, and instill confidence. The lack of mentors for women can result in an inability for females to advance.

Another obstacle, typically unique to the female gender that hinders a woman's upward mobility in the work force is the combining of a family and a career and the behavioral

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expectations placed on women. The majority of the burden of child-rearing is still placed on the mother, which imposes additional responsibility on a career woman that is often not faced by a male. It is no easy task for a working woman to come home from a nine-hour day at the office and begin to take care of the family responsibilities. Times are changing, but not at the same pace that women are entering the work force.

A related barrier facing women is the negative attitudes and stereotypes created by society toward the career woman. It has been found that women in dual career marriages expressed greater dissatisfaction about role overload than did their spouses. (Falkenburg & Monachello 1990) there are three possible explanations for this. The first is that women assume more of the physical work involved in running a household than do men. Second, women assume a "higher level" of household responsibilities. The third, and most discouraging of these explanations, is that the man's job is considered more important. His high level of work involvement limits his wife's ability to satisfactorily balance career and household duties. In addition, stereotypes abound which restrict the upward mobility of women. In a recent study, 79% of CEOs agreed that "prejudice and stereotypes are among the most identifiable barriers to women's advancement in U.S. corporations. The stereotypes reported with the highest frequency were that women lack career commitment, are not tough enough, don't want to work long or unusual hours, are too emotional, won't relocate, lack quantitative and analytical skills and have trouble making decisions." (Caudron 1994) Some feel women are less committed to their work. Obviously, not all women fit this stereotype. For example, one study reported that women were significantly more likely to give up a home function that conflicted with a job-related function and significantly less likely to turn down a promotion due to its effects on lifestyle or doubts about their abilities to handle it. (Posner, & Schmidt 1984) Another study reported that women had a higher need for achievement and power than men. Chusmir 1985)

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Recent studies of gender and administrative jobs touch lightly on several aspects of the ssues and questions surrounding women's entrance into management and other jobs long dominated by men. For example, (Reskin and Roos 1990) found that during the 1970s and 1980s, occupations in which women had gained a large proportion of the jobs, e.g., pharmacist, baker, bank manager, typesetter, were ones which had become deskilled, which mere losing pay and prestige, and for which the demand had greatly increased. They noted as well that men were abandoning these occupations and that the women newcomers were beavily concentrated in the bottom ranks of the field. "Bank manager" was the only management occupation that showed a dramatic increase in the numbers of women. This happened at the same time as branch banks were proliferating, especially in the suburbs, and women were increasingly handling their own and the family's finances. Meanwhile, genuine authority for loans and many other aspects of banking were being removed from the local offices and centralized in the bank's national headquarters. So the number of women who were labeled as bank clerks declined and the number of managers increased, but with very little real change in the authority which they exercised. Clearly, there was an improvement in women's status within the banking industry, but the gains were not as marked as the official statistics might imply. The explanations offered by Reskin and Roos imply that currently, women will have been moving into the lowest levels of managerial work, with only small gains in authority and compensation levels.

Other insights about gender and management derive from studies conducted at different levels of aggregation. At the individual level, (Liff and Ward 2001) found that men and women working in banks in England held quite different perceptions of the requirements for promotion to *senior* managerial positions. Women saw working as a manager as much less compatible with being a parent than did men. Women also eschewed the way they thought People must behave—being somewhat aggressive, single minded, and selfish—to be promoted. Women were reluctant to cultivate "old boy" networks or to engage in the impression management they saw as necessary for promotion. Other researchers agree that administrators and executives embody a masculine ideal and that male cultural norms pervade the workplace (Jacobs, 1992). These patterns persist despite considerable evidence that momen's more flexible, milder and more participation oriented management styles can be quite effective (Jacobs).

2.3 The Glass Ceiling

Of the various movements of the 20th century, perhaps none can be compared to women's movement in developed countries because it has spread to all areas of public life. According to data from the European Commission (1997), women account for all the growth in the working population in the European Union over the last twenty years. However, the well-established presence of women in the world of employment and their improved qualifications are not reflected in their careers as there is a marked imbalance in the professional development of the two sexes. Gender discrimination at work still exists and is especially clear in jobs involving a high level of responsibility and social esteem, only 3% of which are beld by women.

A large amount of research has been conducted and more is currently being completed to explore the phenomenon of the "glass ceiling". Researchers no longer argue whether it exists or not, as they did in the beginning of the 1980s, but concentrate on the deeper understanding of what the glass ceiling is, and how it affects corporations and societies in the technological Theorists now explore the extent and causes of it and help women and men find the way break through it.

Glass Ceiling" is a term which appeared in the 1970s in the United States to describe the invisible artificial barrier, created by attitudinal and organizational prejudices, which block omen from senior executive positions (Wirth Linda, 2001). Whether this glass ceiling occurs in the workplace or in politics is essentially a reflection of social and economic gender inequality. With the achievement of educational parity and changes in social attitudes towards men's and women's roles, it had been somehow assumed that women would quickly move up to career ladder. This has proved hard to achieve and no more so than at the top, where the prevalence of male executives tends to perpetuate the glass ceiling and where women often find themselves without the right mix of corporate experience required for senior executive positions.

Variants of the Glass Ceiling metaphor have been used to reflect notions of durability, permeability and position when describing the barriers women face in their careers: "glass border" denoting barriers on international assignments (Lineham and Walsh, 1999); "concrete ceiling" to describe the density of barriers faced by ethnic and minority women (Korac-Kakabadse and Kouzmin (1997). Similarly, Labor Secretary Alexis Herman described the obstacles that women face in the workplace as "a double-pane glass ceiling" (*Wall Street Journal*, 1999), whereas Maclaran, Stevens and Catterall (1998) refer to the "greenhouse" to allude to horizontal *and* vertical career constraints.

Over the last 30 years the proportion of women in lower- and mid-level management positions has increased dramatically, while the proportion of women reaching top

are agement positions has remained relatively small (Powell, 1999). Evidence suggests that men in management are able to advance just so far in corporate hierarchies before countering a "glass ceiling" that prevents or reduces the likelihood of reaching top magement or executive status (Powell, 1999; US Department of Labor, 1991).

The "glass ceiling" is one of the most compelling metaphors for analyzing inequalities between men and women in the workplace. The expression has been used widely in the popular media as well as in official government reports and academic publications (Canberra Bulletin of Public Administration 1994; Catalyst 1990; Garland 1991; Scandura 1992; State of Wisconsin Task Force on the Glass Ceiling Initiative 1993; U.S. Department of Labor 1991). The image suggests that although it may now be the case that women are able to get through the front door of managerial hierarchies, at some point they hit an invisible barrier that blocks any further upward movement. As one of the early writers who used the metaphor commented, the glass ceiling is "a transparent barrier that kept women from rising above a certain level in corporations.... It applies to women as a group who are kept from advancing higher because they are women" (Morrison et al. 1987).

The glass ceiling seems to be confirmed by casual observation. It does not take systematic research to notice that a much higher proportion of bottom supervisors than of chief executive efficers are women. Data from the comparative project in class analysis (Wright 1989, 1997) indicate that at the bottom of managerial hierarchies in most economically developed countries, around 25 to 30 percent of lower-level supervisors are women. In contrast, at most small percentage of top executives and CEOs in large corporations are women. According to Ferman (1990), fewer than 0.5 percent of the 4,012 highest paid managers in top companies in the United States are women, while fewer than 5 percent of senior management in the Fortune 500 corporations are women and minorities. Reskin and Padavic (1994) report that Though women held half of all federal government jobs in 1992 and made up 86 percent of e government's clerical workers, they were only a quarter of supervisors and only a tenth of senior executives." Similar patterns occur in other countries: In Denmark, women were 14.5 percent of all managers and administrators but only between 1 and 5 percent of top managers; Japan, women were 7.5 percent of all administrators and managers but only 0.3 percent of top management in the private sector (Reskin and Padavic 1994). The report of the State of Wisconsin Task Force on the Glass Ceiling Initiative (1993, 9) states that while 47 percent of supervisors and 42 percent of middle management in Wisconsin were women, only 34 percent of upper management and 18 percent of executives were women. A 1991 U.S. Department of Labor "Report on the Glass Ceiling Initiative" makes similar observations: In 94 randomly sampled reviews of corporate headquarters of Fortune 1000 sized companies between 1989 and 1991, women were found to represent 37.2 percent of all employees of these companies yet only 16.9 percent of all levels of management and 6.6 percent of managers at the executive level. Such distributions would surprise no one, and they lend considerable credibility to the claim that women indeed do face a glass ceiling.

At the level of firm performance, the glass-ceiling phenomenon presents problems for at least three reasons – and thus deserves further research attention. First, if lower-level female managers perceive that the opportunity to reach senior management is limited because of gender, this may dampen their desire and motivation to compete at this level. A belief that hard work and perseverance will not pay off, among a large segment of the workforce, would be likely to have negative productivity effects at all levels of the organization (Vroom, 1964). A second reason for concern relates to a lack of diversity among members of top management teams – too much homogeneity may lead to poor and costly decisions (Elsass & Graves,

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1997; Janis, 1982). Finally, under tight labor market conditions, gender-based barriers can 1997; Janis, 1982). Finally, under tight labor market conditions, gender-based barriers can 1997; Janis, 1982). Finally, under tight labor market conditions, gender-based barriers can 1997; Janis, 1982). Finally, under tight labor market conditions, gender-based barriers can 1997; Janis, 1982). Finally, under tight labor market conditions, gender-based barriers can 1997; Janis, 1982). Finally, under tight labor market conditions, gender-based barriers can 1997; Janis, 1982). Finally, under tight labor market conditions, gender-based barriers can 1997; Janis, 1982). Finally, under tight labor market conditions, gender-based barriers can 1997; Janis, 1982). Finally, under tight labor market conditions, gender-based barriers can 1997; Janis, 1982). Finally, under tight labor market conditions, gender-based barriers can 1997; Janis, 1982). Finally, under tight labor market conditions, gender-based barriers can 1997; Janis, 1982). Finally, under tight labor market conditions, gender-based barriers can 1997; Janis, 1982). Finally, under tight labor market conditions, gender-based barriers can 1997; Janis, 1982). Finally, under tight labor market conditions, gender-based barriers, gender-based barriers, and in 1997; Janis, 1982). Finally, under tight labor market conditions, gender-based barriers, gender-based barriers, gender-based barriers, and in 1997; Janis, 1987; Janis, 1998; Janis, 19

Thirty years after entering the work force with career aspirations women are still concentrated in business support functions like Human Resources and Public Relations instead of line functions like marketing and operations, which are the training grounds for business leaders. Despite their desire and ability to hold line positions, women "are discouraged from pursuing these roles by colleagues and superiors, who don't feel women can perform well in them (Wellington, Brumit Kropf, and Grekovich, 2003).

After many years of debate researchers are still divided, however more and more are coming to the conclusion that there is no difference between performance standards, managing people, attaining high quality results, behaviour, subordinates' responses, motivation and commitment levels between male and female. In fact, many researchers even argue that females are better managers than men (Wood, 1998; McShulskis, 1996) because females can motivate better, they know their subordinates better from a personal persepective and treat them as more than just warm bodies. Also, women possess inclusive energy, they accomplish goals through supporting their subordinates and colleagues, and they are better at personalizing recognition and rewards.

Factors of Glass Ceiling

Seconding to a study conducted by the Minnesota's Governor's Glass Ceiling Task Force (1995) there are six major factors that perpetuate glass ceilings;

- Lack of bold leadership Bold leadership at the top and dogged persistence are needed to challenge the status quo and produce real change. This leadership is lacking in many organizations.
- Workplace environments Attitudes and organizational cultures must change to value diverse leadership styles. Gender and racial stereotypes frequently limit women and people of color from fully participating in their organizations.
- Work experience Women and people of color frequently lack the "right" type of job experience to move ahead. The experiences they have often do not match traditional promotion criteria.
- Family obligations Working parents, especially mothers, are often forced to choose between their children and their jobs. Employers need to recognize that both mothers and fathers require flexibility at work.
- Socialization Pervasive, socially accepted stereotypes adversely impact the expectations, self-esteem and ambitions of some of our children, especially girls and children of color.

 Education — Many women and people of color do not come out of our schools with the credentials and confidence needed to succeed. Participation of women and people of color in the scientific and technological disciplines remains low.

Johnson, B. Kristine (1995).

The specific formulations of the glass ceiling have varied, all highlight the hurdles and miners women face as they move up the corporate hierarchy. These include: the burden of the stereotyping and prejudice, overt and indirect discrimination and a hostile organizational mate (Cooper and Davidson, 1982; Henning and Jardim, 1977). Criteria used to establish existence and nature of the glass ceiling have included promotion decisions to top magement (Powell and Butterfield, 1994), the percentage of management positions held by men (Blum et al., 1994), salary of male versus female managers (Blum et al., 1994) as well organizational characteristics such as an open culture and attitudes to 'token' women (anter, 1993/1977; Ely, 1995; Simpson, 1998). Powell and Butterfield (1994) add that orgen's perceptions of the ceiling may in themselves act as tangible barriers.

The Glass Ceiling and Banking

The majority of the working population in the banking sector are women. According to Exercise and Akçamete (2004) this is due to women being more efficient in organizing and emunicating which are vital skills in banking. This can also be seen in the TRNC Banks. Coording to the north Cyprus Banking association around 68% of the working population in banks are woman. However, it can also be observed that most top managerial positions wheld by men, thus indicating the presence of the glass ceiling in TRNC Banks. study aims to investigate the glass ceiling in the TRNC Banking sector. As in the managerial positions will be and Akçamete (2004) study attitudes towards woman in managerial positions will be

Conclusion

This chapter gave a brief literature review of the glass ceiling. The following chapter offers a Theoretical Framework of Glass Ceiling.

CHAPTER III

THEORETICAL FRAMEWORK

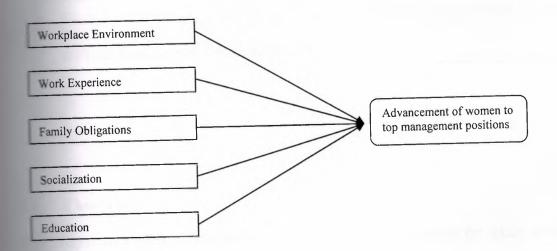
Introduction

This chapter describes the dependent variable and independent variables of the study, and mesents the main theoretical framework.

Study Variables

The dependent variable is the <u>advancement of women to top managerial positions</u> in the **TRNC** banking sector. The variance of the dependent variable can be explained by five **independent** variables. These are indicated in figure 3.1 below;

Figure 3.1 Schematic diagram for the Theoretical Framework.



• Many of the studies presented in the literature review have measured the effects of one or two of these variables on the advancement of women to top managerial positions. Ideally being able to measure all five of the above variables and their effects on women and their take up a considerable amount of time and expense. Therefore using the Ergeneli and mete (2004) study as reference, the variable "workplace environment" which measures will be measured. In other words, this study will measure the attitudes towards mete in managerial positions.

Objectives

in the light of the conceptual framework illustrated in Figure 3.2. The following objectives are set for proposed study.

Table 3.1 Objectives

- To identify the percentage of the working population in TRNC Banks that are women.
- To identify the proportion of women working in top managerial positions in the banking sector.
- To understand whether the glass ceiling exist in the banking sectors (women find it difficult to advance to top managerial positions)

Conclusion

The chapter described the dependent and independent variables of the study, and presented the theoretical framework in a diagram form. And the following chapter outlines the methodology to be followed.

CHAPTER IV

WETHODOLOGY

Introduction

The chapter describes the design of the research study.

Data Collection

mentioned previously the objective of this study is to identify whether or not the glass mentioned previously the objective of this study is to identify whether or not the glass ment to be used will be the questionnaire used in the Ergeneli and Akçamete (2004) which was conducted in Turkey.

restionnaire administered in this study was also in Turkish. The questionnaire was conally administered to first line managers in TRNC Banks. A total of 150 questionnaires administered, and a 107 completed questionnaires were received, giving a response rate 71%. First line managers were selected as respondents to the study, because it is observed women occupy a very large proportion of the first line manager population in banks. Also may have been difficult to collect information from middle and top managers due to their workload.

The table below indicates the TRNC local banks, and therefore the banks that were valid for the study.

able 4.1	List of Local Banks in TRNC
	1. Akfinans Bank Ltd.
	2. Asbank Ltd.
	3. Deniz Bank Ltd. Şti.
	4. Faisal Islamic Bank of Kıbrıs
	5. Kıbrıs Altınbaş Bankası
	6. Kıbrıs Continental Bank Ltd.
-	7. Kıbrıs İktisat Bankası Ltd.
	8. Kıbrıs Türk Kooperatif Merkez Bankası Ltd.
	9. Kıbrıs Vakıflar Bankası Ltd.
	10. Limasol Türk Kooperatif Bankası Ltd.
	11. Şekerbank Ltd.
-	12. Türk Bankası Ltd.
-	13. Universal Bank Ltd.
-	14. Viyabank Ltd.
-	15. Yakın Doğu Bank Ltd.
-	16. Yeşilada Bank Ltd.

The questionnaire consisted of two sections. The first section contains items related to personal characteristics of the respondents. Section Two consisted of 34 items measuring artitudes towards women as managers. And the data collection processes duration was one month.

L3 Conclusion

This chapter described the research methodology for the study. And the following chapter is concluding chapter of the research proposal.

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CHAPTER V

FINDINGS AND RESULTS

Introduction

This chapter includes results and analysis of the respondents received from the questionnaire See a copy of Questionnaire in Appendix A)

5.1 Findings of the Study

Table 5.1 Demographic Factors of participants

Demographic Factors	Frequency	Percent
Gender	(n)	(%)
Women	81	75,7
Man	26	24,3
Marital Status	0.5	70 4
Married	85	79,4
Single	22	20,6
Age	50	46,7
Under 30	50 33	30,8
31-40		22,4
More than 40	24	22,4
Child	62	57,9
Yes	44	41,1
No	44	0,9
No answer		0,0
Education Status	47	43,9
High School	47	
Undergraduate	48	
Master	2	
No answer	2	1,0
Experience	50	52,3
2-8 year	56	
9-15 year	32	
More than 16	18	
No answered		0,8
Experience in Higher Management		. 71
Under 3	8 67	
3-6 year	23	
6-9 year		3 21,3
More than 10		1 0,9
No answer		0,

• The Reliability of the questionnaire is = 0.69 = 69%

Statements	Mean	Std. D
	1,20	0,56
Female are not suitable working in banking sector.	2,73	1,43
Females are working in a lower level than what they are capable of.	3,13	1,54
Females are more productive in banking sector.	3,17	1,49
banking sector, High level management should be given to females.	3,04	1,27
Females are more suitable for team work.	2,24	1,33
Females' abilities are limited for high level management.	3,30	1,62
Females can work in discipline when it's needed in high level.	2,68	1,52
Males are more suitable than females in high level management.	3,40	1,47
There are no performance differences between female and male managers.	1,76	1,29
In situations where employees need to be fired, females should be first to be fired.	3,23	1,44
Females are better communicator than males with their colleagues.	3,20	1,56
Females are more democratic than males	3,29	1,58
It is an advantage that females are better listeners than males.	2,35	1,44
In work life, Females are more sensitive than males.	2,08	1,41
Because females are more sensitive they will not be successful in high level jobs.	3,05	1,52
the banking education There are equal opportunities for male and females.	3,01	1,56
Females are better communicators with any level colleagues.	1,70	
Females shouldn't be appointed as high level managers.	3,08	
Females are more supportive with their colleagues' success.		
Female managers loose their feminine side.	1,85	
Females start getting afraid of loneliness, when they become managers.	2,36	
Females have a more organized way of working.	3,50	
One of the reasons that females are preferred in higher level jobs is their creativeness.	3,12	_
Female managers can not give quick decisions.	2,17	
Females have management abilities.	3,57	
Females' managers show better performance than males.	3,02	
Female managers can not adapt in male sovereign environments.	1,84	
In banking sector more opportunities are given to males than females.	3,2	
Confident females find it easier to solve of high level management difficulties.	3,9	
Business management qualified females should have high level management jobs.	3,8	
Being supported by their families reflects on females' job in a positive way.	3,3	2 1,3
Females are closed to criticisms when compared with males	2,6	4 1,6
In banking sector male puts the rules.	2,7	0 1,5
When it comes to wages and commissions, females are treated unfairly.	2,1	3 1,4

5.2 Means and Standard Deviations for each Statements

5.3 Means for each statement according to by Gender

Statements	Mea	
Statements	Women	Man
Female are not suitable working in banking sector.	1,07	1,58
Females are working in a lower level than what they are capable of.	2,69	2,85
Females are more productive in banking sector.	3,37	2,38
 banking sector, High level management should be given to females. 	3,33	2,65
	3,28	2,27
Females are more suitable for team work.	1,99	3,00
Females' abilities are limited for high level management.	3,40	3,00
Females can work in discipline when it's needed in high level.	2,20	4,15
The Males are more suitable than females in high level management.	3,39	3,42
There are no performance differences between female and male managers.	1,37	2,96
the situations where employees need to be fired, females should be first to be fired.	3,37	2,81
Females are better communicator than males with their colleagues.	3,41	2,54
Females are more democratic than males	3,48	2,69
t is an advantage that females are better listeners than males.	1,88	3,81
set in work life, Females are more sensitive than males.	1,96	2,42
Because females are more sensitive they will not be successful in high level jobs.	2,68	4,15
banking education There are equal opportunities for male and females.	3,13	2,64
Females are better communicators with any level colleagues.		2,50
E Females shouldn't be appointed as high level managers.	1,44	
Females are more supportive with their colleagues' success.	3,28	2,46
Female managers loose their feminine side.	1,68	2,35
Females start getting afraid of loneliness, when they become managers.	2,33	2,46
Females have a more organized way of working.	3,78	2,62
One of the reasons that females are preferred in higher level jobs is their creativeness	. 3,36	2,38
Female managers can not give quick decisions.	2,05	2,54
Females have management abilities.	3,73	3,08
Females' managers show better performance than males.	3,25	2,3
Female managers can not adapt in male sovereign environments.	1,82	1,92
In banking sector more opportunities are given to males than females.	3,58	2,2
Confident females find it easier to solve of high level management difficulties.	4,25	2,8
The second	4,05	3,0
Business management qualities reflects on females' job in a positive way.	3,51	2,7
Females are closed to criticisms when compared with males	2,58	2,8
	2,66	2,8
 In banking sector male puts the rules. When it comes to wages and commissions, females are treated unfairly. 	2,14	2,1

	nan	nan 3,33 2.65	nan 3,28 2,27	nan 1,99 3	nan 2,2 4,15	nan 1,37 0,095 -6,448 2,96 0,321	าลท 3,41 0,165 2,539 2,54 0,32	lan 3,48 0,173 2,252 0,026 2,69 0,303	-7,256	0,166 -4,685 0,213	nan 1,44 0,114 -4,331 2,5 0,25	3,28 0,138 2,909 2,46 0,262	nan 1,68 0,135 -2,316 2,35 0,283	0,149 3,774 0,294	Woman 3,36 0,129 3,620 Man 2,38 0,261	0,313 2,030	0,146 3,091 0,298	nan 3,58 0,155 4,474 2,23 0,237	nan 4,25 0,15 4,438 2,88 0,285	an 4,05 0,138 3,560 3,04 0,263	MAMAN 3 51 0 15 2 555 0.012
Female are not suitable working in banking sector.	Females are more productive in banking sector.	In banking sector, High level management should be given to females.	Females are more suitable for team work.	Females' abilities are limited for high level management.	Males are more suitable than females in high level management.	In situations where employees need to be fired, females should be first to be fired.	Females are more democratic than males	It is an advantage that females are better listeners than males.	In work life, Females are not as strong when compared to males.	In banking education There are equal opportunities for male and females.	Females shouldn't be appointed as high level managers.	Females are more supportive with their colleagues' success.	Female managers loose their feminine side.	Females have a more organized way of working.	One of the reasons that females are preferred in higher level jobs is their creativeness	Females have management abilities.	Females' managers show better performance than males.	In banking sector more opportunities are given to males than females.	Confident females find it easier to solve of high level management difficulties.	Business management qualified females should have high level management jobs.	

** p<0.01 *** p<0.0001

p<0.05

Using Independent Sample T Test with 95 % confidence level shows that man and women have different attitudes on twenty two

is a meaningful deficits in these 22 statements and Means and Standard Deviations in table shows us a participation degree of each These statements measured by Likert Scale which it is (1= Strongly Disagree and 5= Strongly agree). According to gender there statements listed in table shown above.

For Example: In sixth statement (Males are more suitable than females in high level management) women said that disagree but

men said that agree. This shows us men don't want work under women managers.

Table 5.5 Significant status of Marital Status for signified statements

	M.Statue	Mean	Mean S.d.	1	r	
tatements	Married	2,76	2,76 1,544 -3,353 0,001 **	-3,353	0,001	**
	Single	3,95	3,95 1,253			_

*** p<0.0001 ** p<0.01 * p<0.05 Using Independent Sample T Test with 95 % confidence level shows that married and single people have different attitude This statement measured by Likert Scale which it is (1= Strongly Disagree and 5= Strongly agree). According to Marital Statue there is a meaningful deficit in one statement and Mean and Standard Deviation in table shows us a participation on one statement listed in table shown above.

degree of each statement.

For Example: In a statement (Females are better communicators with any level colleagues) married people said that mostly neither agree nor disagree but Single people said that agree.

	Age	Mean	s.d	٩
Statements	Under 30	2,88	1,452 (0,004 **
	31-40	3,85	1,544	
	More than 40	2,67	1,435	
	Under 30	3,12	1,239	0,049 *
Females are more suitable for team work.	31-40	3,3	1,468	
	More than 40	2,5		
The second s	Under 30	3,02	1,464 0,035	0,035
I here are no perioritiatice unicipies periodi contato and trade and	31-40	3,63	1,385	
	More than 40	3,88	1,424	
the successful in high level jobs.	Under 30	2,1	1,292	0,038 *
Decause ferriares are more sensitive med will not se occordent in the sensitive med	31-40	2,45	1,697	
	More than 40	1,5	0,978	
the structure at the second environment unities for male and females.	Under 30	2,78	1,433	0,021
	31-40	2,91	1,553	
	More than 40	3,79	1,474	
To and the second second second decisions	Under 30	2,47	1,487	0,030
remaie managers can not give dates accessors.	31-40	2,22	1,699	
	More than 40	1,5	0,885	
Britter and hutthoir families reflects on females' job in a positive Way.	Under 30	3,22	1,373	0,039 *
peluid supported by uten taitimes to be a second to the second seco	31-40	3,79	1,386	
	More than 40	2,88	1,296	

* p<0.05 ** p<0.01 *** p<0.001

Using One Way ANOVA Test with 95 % confidence level shows that three different age group samples have different attitudes on seven statements listed in table shown above.

age there is a meaningful deficit in seven statement. Mean and Standard deviation in table shows us a participation degree of These statements measured by Likert Scale which it is (1= Strongly Disagree and 5= Strongly agree). According to the each statement.

under 30 year said that neither agree nor disagree, People between 31-40 year said that agree and People more than 40 said For Example: In a third statement (There are no performance differences between female and male managers.) People that mostly agree.

 Table 5.7
 Correlation status of different age groups for signified statements

đ	0 011 Positive	0.001 Positive	0,001 0 00100	0 000 Positive		0.049 Negative		D.UUUI POSITIVE	Ĩ
	Statements	Q8 There are no performance differences between remain initiate initiation of the second seco			COT Female managers can not adapt in male sovereign environments.		030 Business management qualified temales should flave flight level trianagement qualified		Q33 In banking sector male puts the rules.

This table shows us a correlations of statements according to different age groups. In positive correlation, relatively older age group members have different attitudes than each member of their group. But in negative correlation, relatively younger group members have different attitudes than each member of their group.

Table 5.8 Significant status of child for signified statements

	Child	Mean s.d.	s.d.	t	٩	
The statements with a structure of the s	Yes	3,74	3,74 1,34 3,057 0,003 **	3,057	0,003	**
	No	2,89	2,89 1,498			-
It has advected There are equal opportunities for male and females.	Yes	3,34	3,34 1,537 2,643 0,010 **	2,643	0,010	**
	No	2,58	1,384			_
r	Yes	1,57	1,57 1,056 -2,725 0,008 **	-2,725	0,008	**
	No	2,26	2,26 1,498			_
	2		-			

* p<0.05 ** p<0.01 *** p<0.001

have different attitudes on a statement listed in table shown above. These statements measured by Likert Scale which it is (1= Strongly Disagree and 5= Strongly agree). According to Child ownership there is a meaningful deficit in three statements. Mean and Standard Deviation in table shows us a Using Independent Sample T Test with 95 % confidence level shows that people have a child and don't have child

For Example: In a third statement (Female managers loose their feminine side.) people have a child said that strongly disagree but people don't have a child said that disagree. participation degree of each statement.

Table 5.9 Significant status of different education groups for signified statement

Statements Confident female	s find it easier	to solve of high level management difficulties.	Education High School Undergraduate Master	Mean s.d 4,28 1,259 3,55 1,626 4,1 1,197	lean s.d <i>P</i> 4,28 1,259 0,050 * 3,55 1,626 4,1 1,197
* p<0.05	** p<0.01	*** p<0.0001			
Using One	Way ANOVA Test	Using One Way ANOVA Test with 95 % confidence level shows that these three different education group samples have	ree different education gr	roup sample:	s have

different education groups there is a meaningful deficit in one statement. Mean and Standard deviation in table shows us a These statements measured by Likert Scale which it is (1= Strongly Disagree and 5= Strongly agree). According to the participation degree of each statement.

For Example: In a statement (Confident females find it easier to solve of high level management difficulties). We can look in this statement P value is 0,05 and this means every different education group members' answers are nearly same.

Table 5.10 Correlation status of different education groups for signified statement

9	0.010 Marative	0,019 10694106	
		ers can not adapt in male sovereign environments.	
	Statements	Female managers	
		Q27	

negative correlation, relatively high school graduated members have different attitudes than each member correlation, master graduated members have different attitudes than each member of their group. But in This table shows us a correlation of statement according to different education groups. In positive of their group. Table 5.11 Significant status of different experience levels for signified statement

	Fxperience	Mean s.d P
Statements	2-8 vear	1,13 0,336 0,039 *
Female are not suitable working in ballking second	9-15 vear	1,41 0,875
	more than 16	1,06 0,236
the second second second concernation the second seco	2-8 year	2,56 1,288 0,003 **
	9-15 year	3,53 1,565
	more than 16	3,59 1,698
	2-8 year	2,47 1,574 0,049 *
When It coules to wayes and commissions, condect of a contract of the	9-15 year	1,72 1,350
	more than 16	1,89 1,132

* p<0.05 ** p<0.01 *** p<0.001

Using One Way ANOVA Test with 95 % confidence level shows that these three different experience level samples have different attitudes on a statement listed in table shown above.

These statements measured by Likert Scale which it is (1= Strongly Disagree and 5= Strongly agree). According to the different experience level groups there is a meaningful deficit in three statement. Mean and Standard deviation in table shows us a participation degree of each statement.

For Example: In second statement (In banking education There are equal opportunities for male and females). People have 2-8 year experience said that disagree, people have 9-15 year experience said that neither agree nor disagree and people have more than 16 year experience said that agree.
 Table 5.12
 Correlation status of different experience levels for signified statement

		Р	
		0 024 Positive	ositive
00	There are no performance differences between remain and male managers.		
23	<u></u>	0,002 POSITIVE	OSITIVE
Q16	In banking education There are equal opportunities to many and the	0 041 V	0.041 Marative
	or of the reasons that famales are preferred in higher level jobs is their creativeness.	100	chante
U23	Une of the reasons that remains any product of the second difficulties	0 019 Positive	o.sitive
000	Confident females find it easier to solve of high level management unincumes.	2	
677		0.046 N	0.046 Negative
034	When it comes to wages and commissions, remaies are treated unitamly.		0
->>			

correlation, relatively higher experience members have different attitudes than each member of their group. But in negative correlation, relatively lower experience members have different attitudes than each member This table shows us a correlation of statement according to different experience levels. In positive of their group.

 Table 5.13
 Significant status of different experience in higher management levels for signified statement

	Exper. in Hmng.	Mean s.d	2
Statements	Under 3 year	1,414	0,042 *
Females are more suitable for team work.	3-6 year	1,23 0,490	
	6-9 vear	1,09 0,288	
	More than 10	0,000	
I I I I I I I I I I I I I I I I I I I	Under 3 year		0,045
Females can work in discipline when it's needed in this work.	3-6 vear	3,05 1,602	
	6-9 vear	3,26 1,630	
	More than 10	4,38 1,188	
	Under 3 year	1,25 0,707 0,	0,031
Males are more suitable than terriales in high level managements	3-6 year	2,85 1,511	
	6-9 year	2,83 1,557	
	More than 10	2,25 1,488	
terms and consistent initial for male and females.	Under 3 year	1,517	0,001 **
In banking equication Triefe are equal opportantico to the second	3-6 year		
	6-9 year	3,30 1,579	
	More than 10	0,354	
their forminion cide	Under 3 year	0,000	0,048
Female managers loose mein lemmine succ.	3-6 year	2,10 1,416	
	6-9 year		
	More than 10	1,50 0,756	
and any any any females are treated unfairly.	Under 3 year	1,86 1,215 0	0,034
When it comes to wages and continuesions, remarce do a concernent of	3-6 year	2,43 1,588	
	6-9 year	1,48 0,994	
	More than 10	1,63 1,188	

* p<0.05 ** p<0.01 *** p<0.001

Using One Way ANOVA Test with 95 % confidence level shows that these three different experience in higher management level samples have different attitudes on a statement listed in table shown above.

These statements measured by Likert Scale which it is (1= Strongly Disagree and 5= Strongly agree). According to the different experience in higher management level groups there is a meaningful deficit in six statement. Mean and Standard deviation in table shows us a participation degree of each statement.

neither agree nor disagree and people have more than 10 year exrerience in higher management said that mostly agree. For Example: In fourth statement (In banking education There are equal opportunities for male and females). People management said that neither agree nor disagree, people have 6-9 year experience in higher management said that have under 3 year experience in higher management said that agree, people have 3-6 year experience in higher

Table 5.14 Correlation status of different experience in higher management levels for signified statement

		μ	
	Statements	0 046	0 046 Negative
5	Female are not suitable working in banking sector.	2	
Ī		0000	0 007 Positive
040	In hanking education There are equal opportunities for male and remains.	5	
		0 034	0 034 Negative
000	In honking sector male nuts the rules	505	a share
(133		0 048	O 048 Negative
034	When it comes to wages and commissions, temales are treated utilianty.		anna ann
103			

management levels. In positive correlation, relatively higher experience in higher management members have different attitudes than each member of their group. But in negative correlation, relatively lower experience in higher management members have different attitudes than each This table shows us a correlation of statement according to different experience in higher member of their group.

CHAPTER VI

CONCLUSIONS

6.1 Introduction

The following chapter is a conclusion to the research proposal, giving details on the significance, contribution, and limitations of the study.

6.2 General Conclusion and Discussion

A questionnaire was distributed in first-line managers in TRNC banks to evaluate the attitudes towards women as managers.

The results of the study indicate that, 75.7% of the respondents were woman. About 75% of the employees in banks are woman. In these banks most of the women are well educated. Even though they are well educated, top managerial positions are occupied mostly by men. The study indicates that men do not have positive attitudes towards women as manager. However the attitudes of women towards women managers are positive.

Probably the reason of that comes from cultural problems. Before the 1970s women were not accepted as equal with men. There were sexism and men were putting the rules in the family and in general. After 1970s human rights and equalisation of male and female rights appeared. Shortly after these rights being accepted, women's situations started to change and women became equal with man in European countries.

Some of the results of this questionnaire showed us that the equalisation did not change Cyprus's culture much. But I believe it will start to change with the new generation. In the first and the fourth statement in the questionnaire showed us men are still not accepting women on higher level positions, it is because they don't like working under women managers. In some of the other statements showed us women are ready to work in high level positions and they don't have any problems working with men or work under men manager. But women prefer working under men managers instead of working under women managers As part of the study the number of top managers in the banks was also studied and it can be seen that around 20% of top managers are female.

When comparing the results of this study to the results of the Ergeneli and Akçamete (2004) study, differences can be seen. This study indicates that a glass-ceiling does seem to exist in the TRNC banking sector, however the glass ceiling is not very low. However this is not indicated in the Ergeneli and Akçamete (2004) study.

6.3 Significance and Contribution to Business Administration

As mentioned in the literature review the glass ceiling phenomenon presents problems to organizations. The problems include demotivation of lower level women managers, a lack of diversity among members of top management, and a reduced supply of needed talent and resources. Through this study the glass ceiling phenomenon will be illustrated in banks and will provide vital information to businesses relating to the problems associated with the glass ceiling and how overcoming these problems will be an advantage for all organizations.

6.4 Limitations

The main limitation of the study will be the limited amount of time for its completion. A greater time span would allow for a more sound study however it is felt that the results obtained will be a good enough reflection of the glass ceiling concept. Cost is also a limitation in terms of time and finances.

This study concentrated on the banking sector. It would be interesting to see and further studies are recommended to be conducted in different sectors.

6.5 Conclusion

This chapter gave details on the significance, contribution, and limitations of the study.

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APPENDIX A

BANKACILIK SEKTÖRÜ ÇALIŞANLARI ARAŞTIRMASI

Aşağıdaki sorulara yanıt vererek araştırmamıza yardımcı olmanızı rica ediyoruz. Yakın Doğu Üniversitesi, İşletme Bölümü öğrencilerinin yürüttüğü bu araştırma tamamen akademik amaçlara yönelik olup verdiğiniz bilgiler gizli kalacaktır.

	Kadın	Erkek
Cinsiyetiniz	Evli	Bekar
Medeni Durumunuz		31-40
Yaş	Var	Yok
Çocuk Sahibi Olup Olmadığı	Lise	Üniversite
Öğrenim Durumu	2-8 yıl	9-15 yıl
Sektörde Çalışılan Süre		3-6 yıl
Yöneticilik Pozisyonunda Çalışılan Süre]
5 = Kesinlikle Katılıyorum	ikle Katılıyorum	

10 yıl +

6-9 yıl

16 yıl ve üstü Lisans üstü

40+

Bu bölümde yer alan soruları 1 den 5 e kadar olan kutulardan işaretleyiniz. 1 = Hiç Katılmıy

Kadınlar Bankacılık Sektöründeki iş ortamına uygun değildirler.

- Kadınlar yeteneklerine göre daha düşük konumlarda çalıştırılmaktadırlar.
- Bankacılık sektöründe kadınlar erkeklere göre daha verimli çalışmaktadır.
 - Bankacılık sektöründe üst düzey yöneticilikler kadınlara verilmelidir. ÷
 - Kadınlar takım çalışmasına daha yatkındır.
- Kadınların yetenekleri, üst düzey yönetici olmaları için sınırlıdır.

5 ι'n

- Kadınlar üst düzey yöneticiliğin gerektirdiği disiplinli çalışma alışkanlığına sahiptirler.
 - Erkekler kadınlara göre üst düzey yöneticilik konumuna daha uygundurlar.
- Personel çıkarılması gerektiğinde (kriz döneminde), öncelikle kadınlar işten çıkarılmalıdır. Kadın ve erkek üst düzey yöneticilerin performansları arasında farklılık yoktur.

6 ώ

- Kadınlar erkeklere göre çalışma arkadaşlarıyla daha iyi iletişim kurarlar. 10-
 - Kadın yöneticiler erkeklere göre daha demokratik, daha katılımcıdır. ;
- Kadınların erkeklere göre daha iyi dinleyici olmaları, iş yaşamlarında avantaj sağlar. 12-

13-

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- Kadınlar iş dünyasının güçlüklerine erkekler kadar direnç gösteremezler.
- Kadınlar erkeklere göre daha duygusal olduklarından üst düzey yöneticilikte başarılı olamazlar.
 - Bankacılık sektöründe kadın ve erkeklere eğitim konusunda eşit fırsatlar tanınmaktadır.
- Bankacılık sektöründe kadın yöneticiler erkek yöneticilere göre, üstleri veya astları ile daha iyi iletişim kurarlar.
- Kadınlar üst düzey yönetici olarak atanmamalıdır.
- Kadın yöneticiler erkek yöneticilere göre çalışanlarının mesleki gelişimlerini daha fazla destekler.
- Ust düzey kadın yöneticiler kadın olma özelliklerini yitirirler.
- Kadınlar üst düzey yönetici olduklarında yanlız kalma korkusu yaşarlar.
- Kadın yöneticiler daha planlı çalışma alışkanlıklarına sahiptirler.
- Kadın yöneticilerin iş hayatına getirdiği yenilikler üst yönetici olmalarında tercih nedenidir.
- Kadın yöneticiler, hızlı karar alamazlar. 4
- Kadınlar yöneticilik özelliklerine sahiptirler. ង់
- Ust düzey yönetici kadınlar üst düzey erkek yöneticilere göre daha yüksek performans gösterirler.
 - Kadın yöneticiler erkeklerin egemen oldukları sektörlere ayak uydurmakta başarılı olamazlar. -
- Bankacılık sektöründe üst düzey yöneticilik için erkeklere kadınlardan daha çok fırsat tanınmaktadır.
 - Kendine güveni olan kadınlar, üst düzey yönetici olmanın zorluklarını kolaylıkla aşarlar. 6

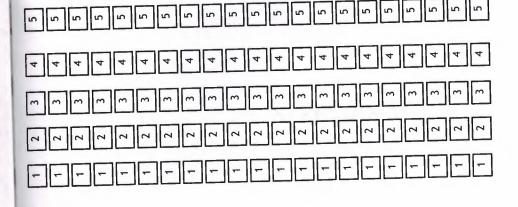
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- Yöneticilik eğitimi almış kadınlar üst düzey yönetici olmalıdırlar. ģ
- Kadınların geçmişte aileleri tarafından desteklenmeleri yönetici olmalarını olumlu yönde etkiler. 31-
 - Kadınlar erkeklere göre eleştirilere daha kapalıdır. 32-
- Bankacılık sektöründe iş yaşamı erkeklerin kurallarıyla yönetilmektedir.

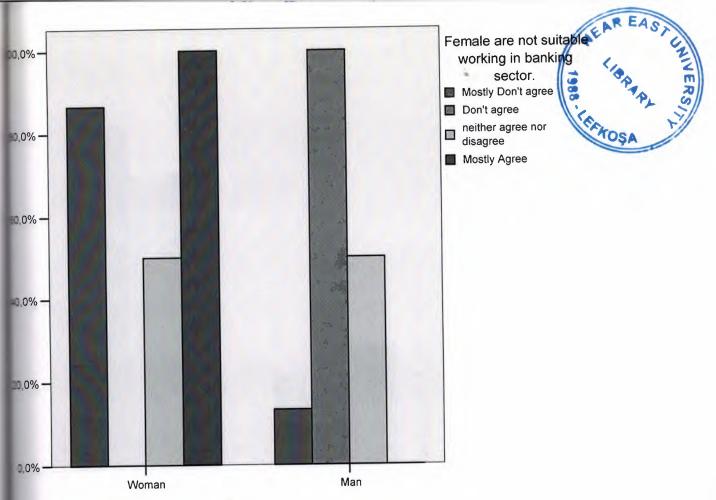
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Kadınlar, maaş, prim, statü gibi konularda ayrımcılığa maruz kalırlar. 34-

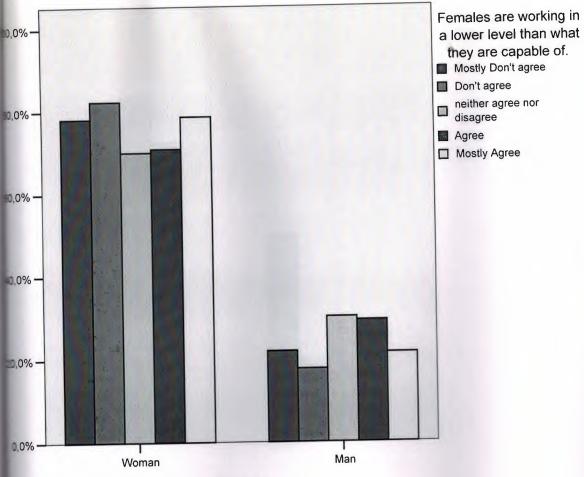


APPENDIX B

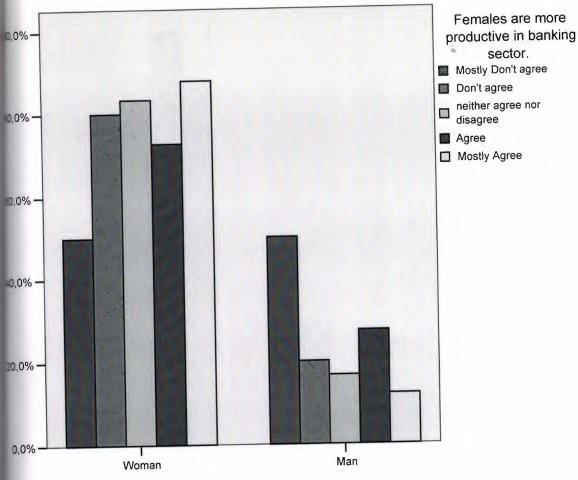
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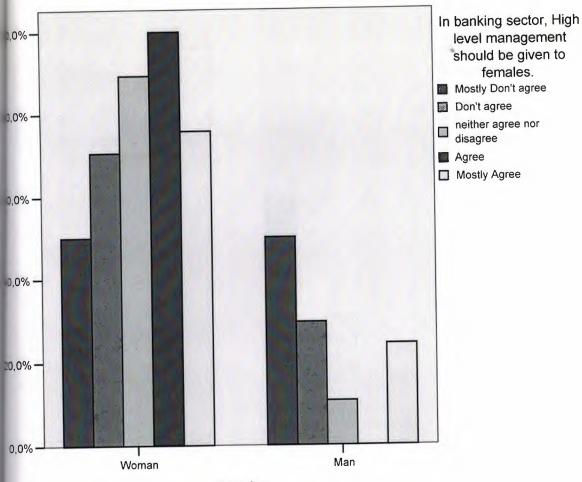






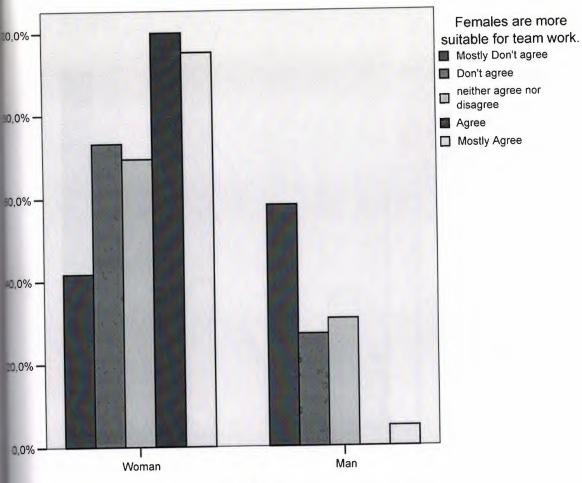


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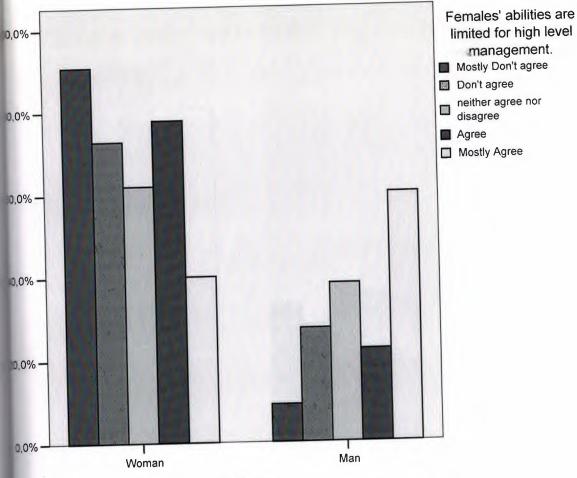


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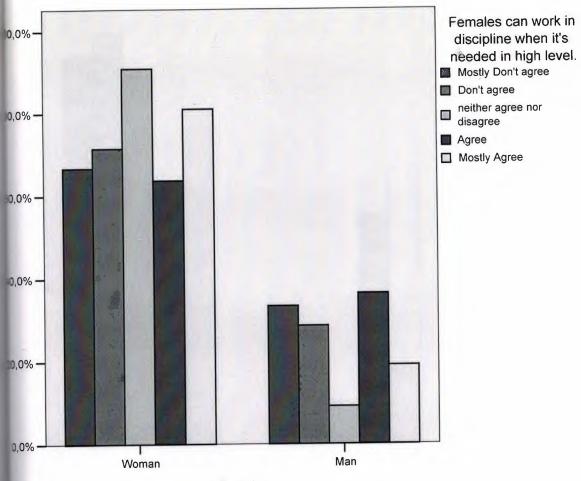
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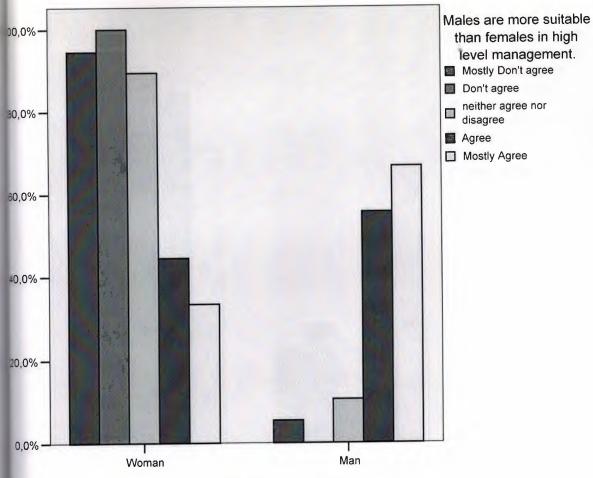
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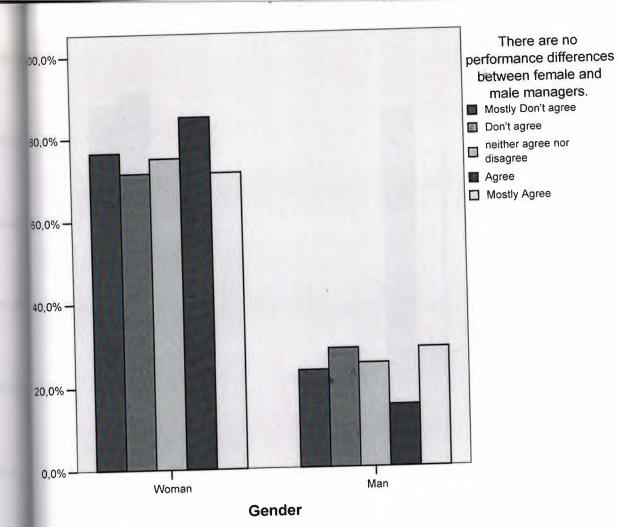
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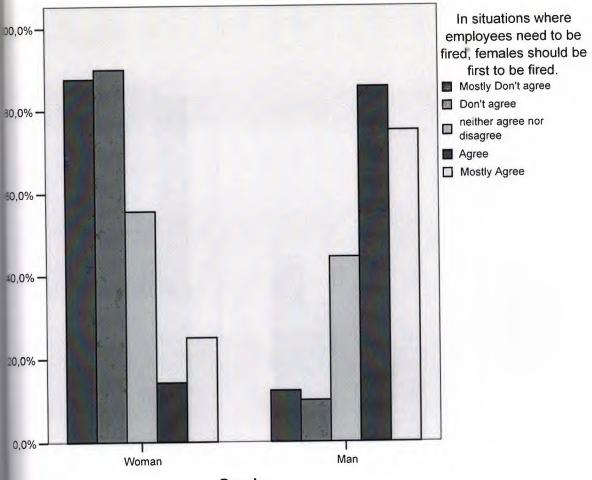
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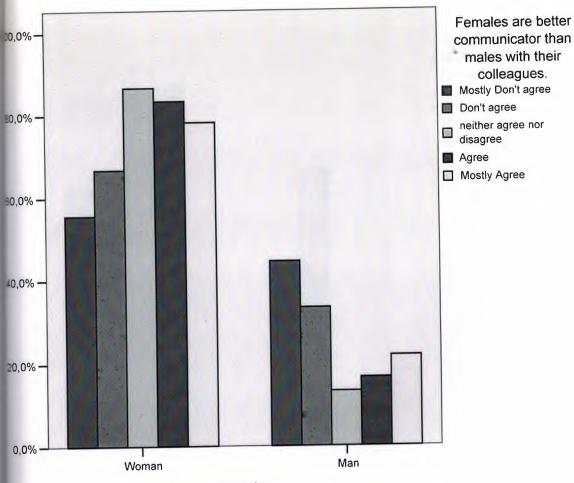
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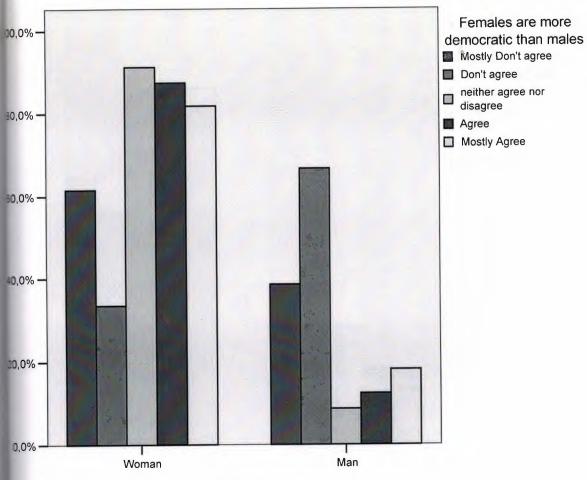


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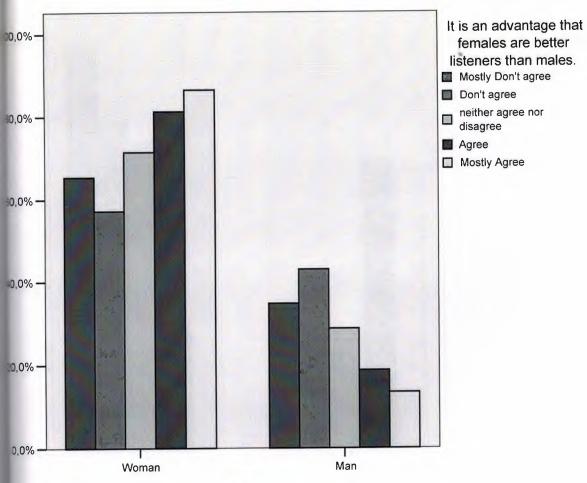


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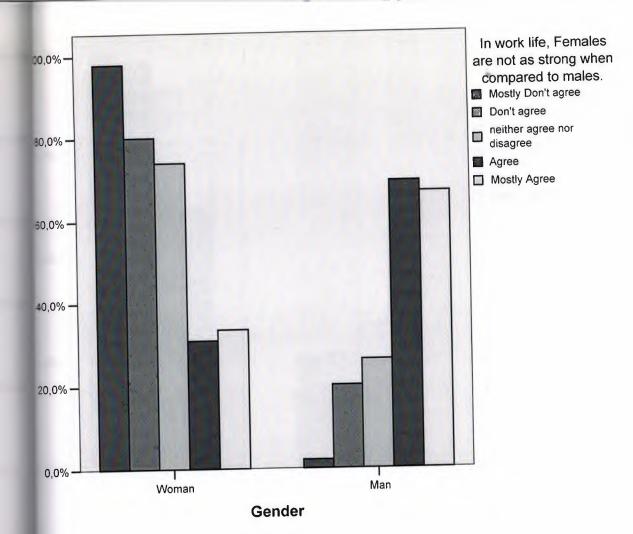
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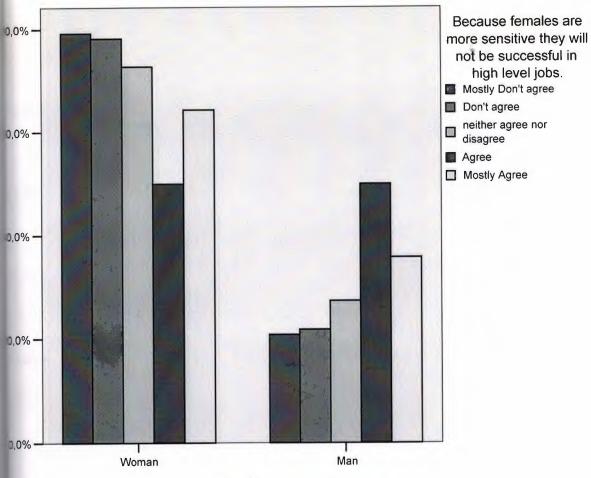
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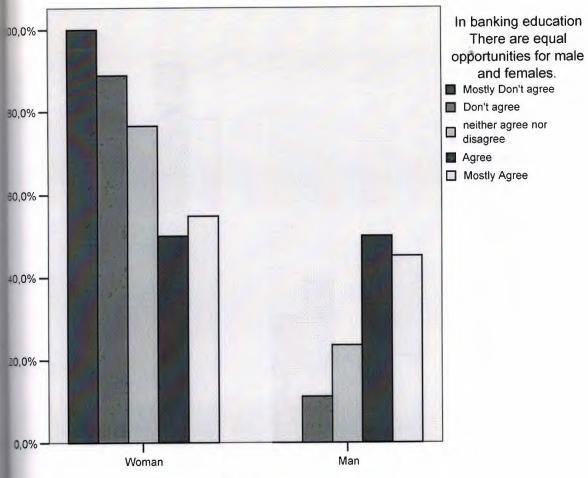


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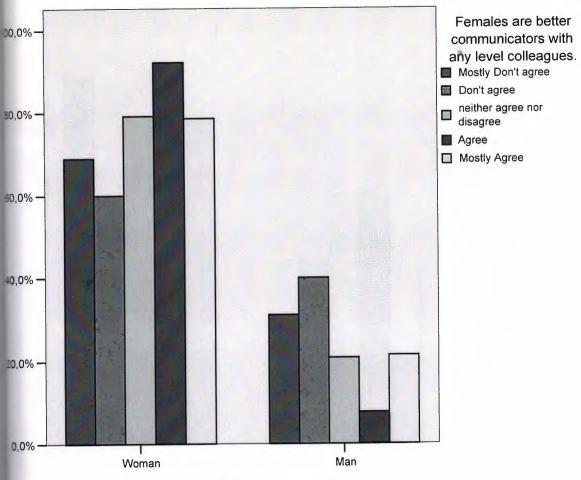


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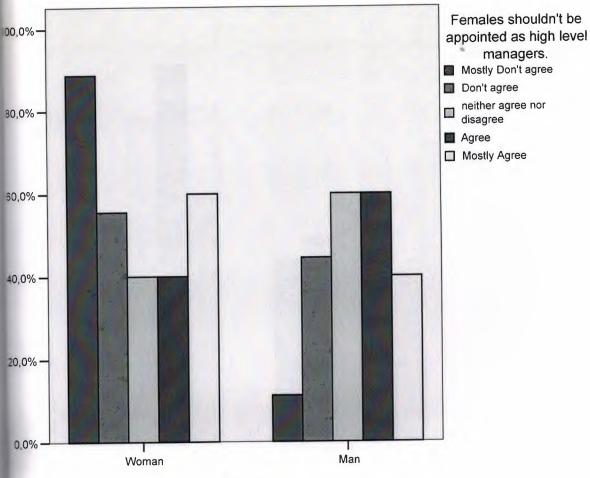
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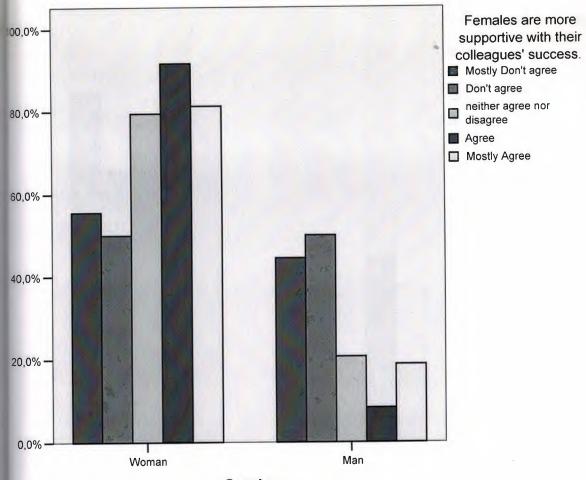
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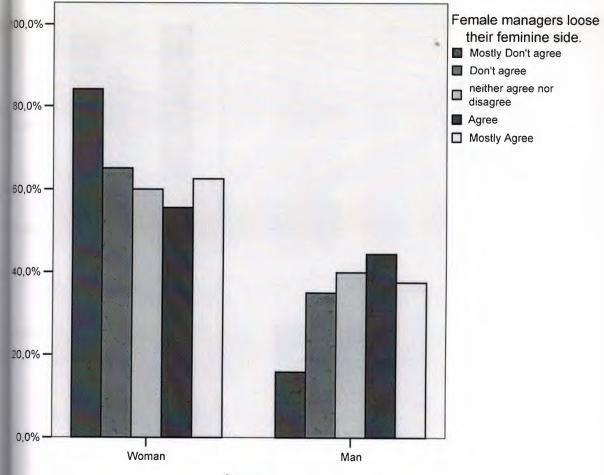
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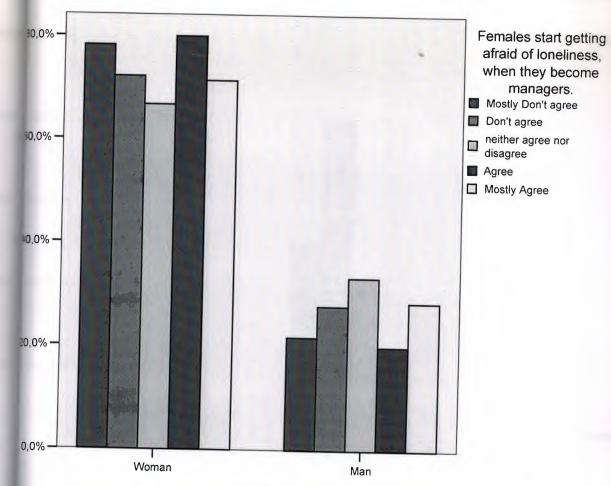
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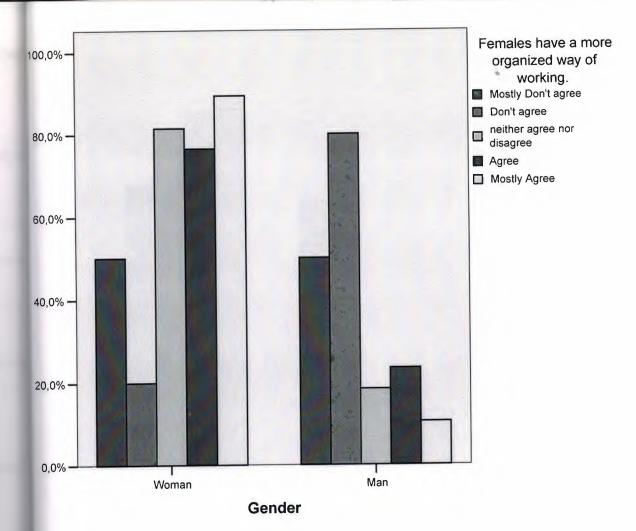


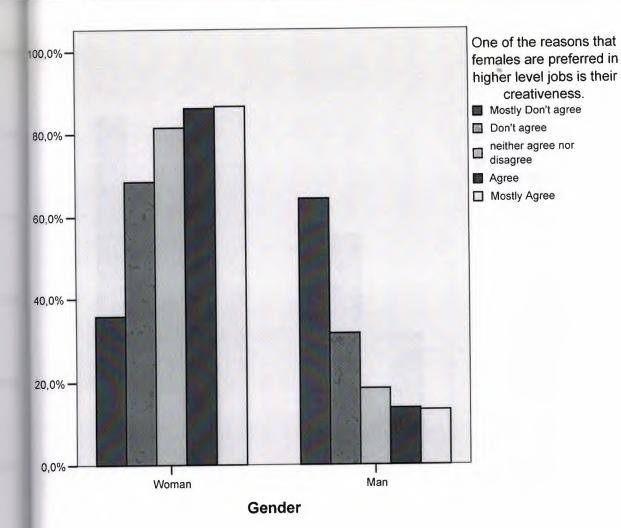
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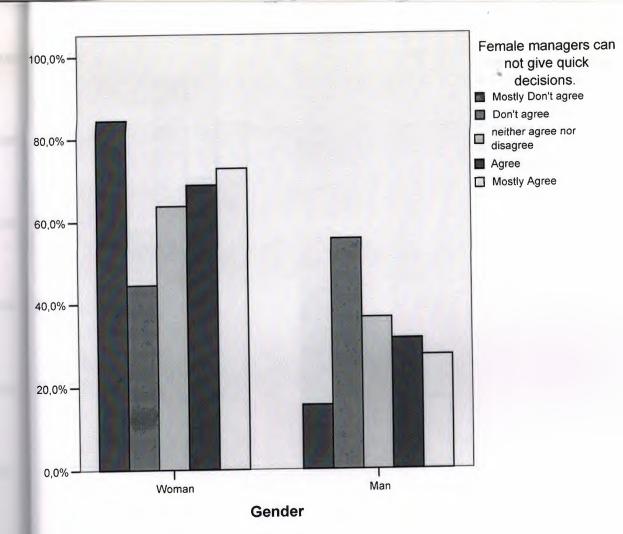


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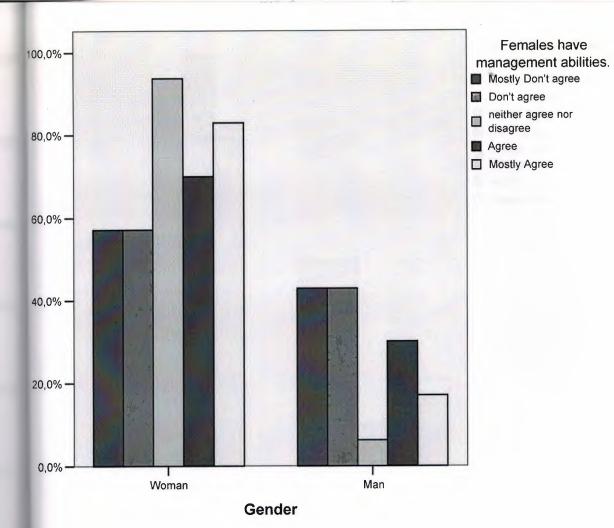


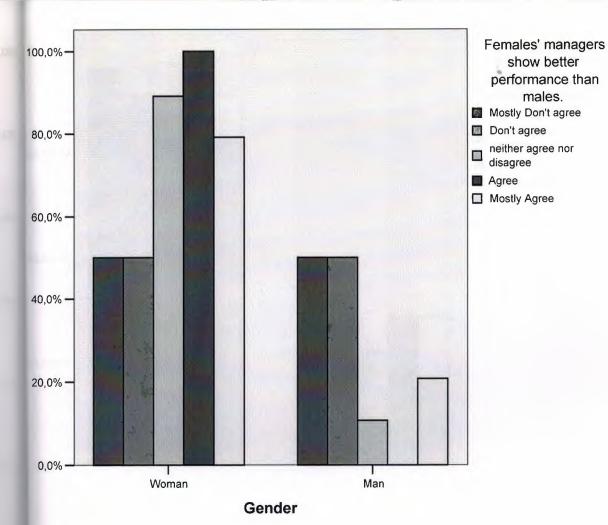




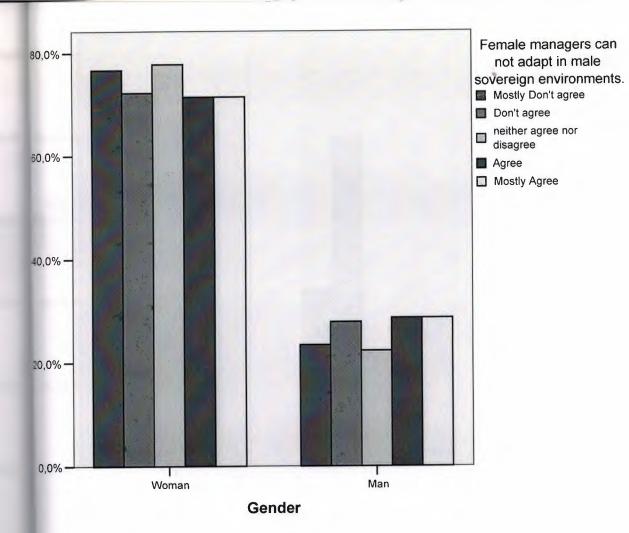


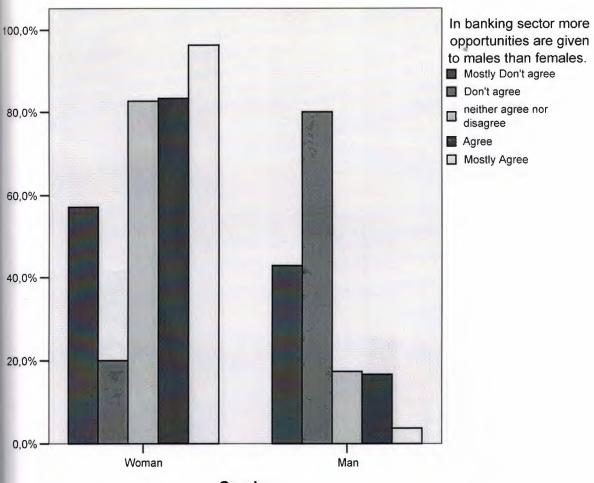
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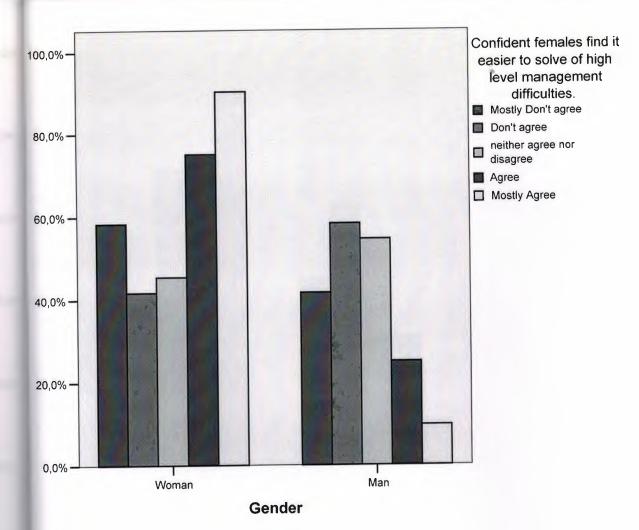


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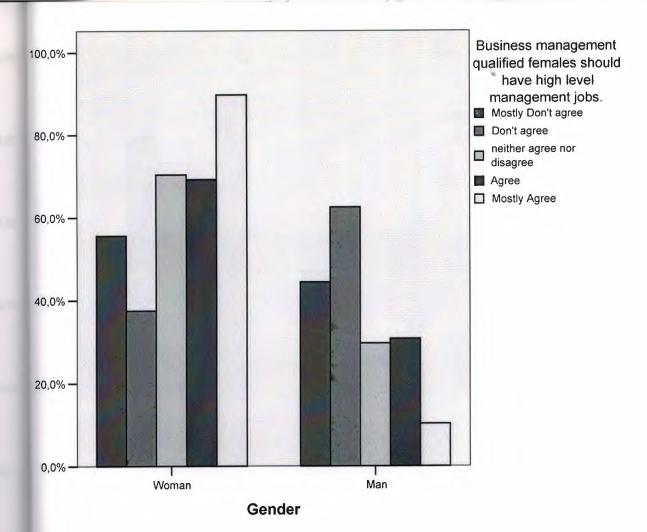


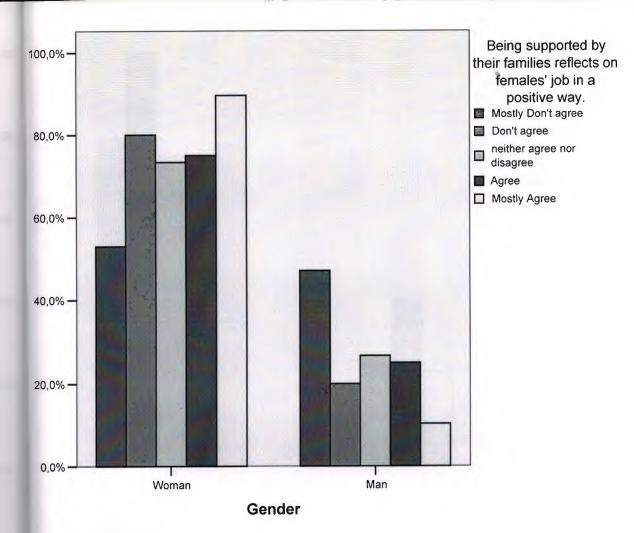


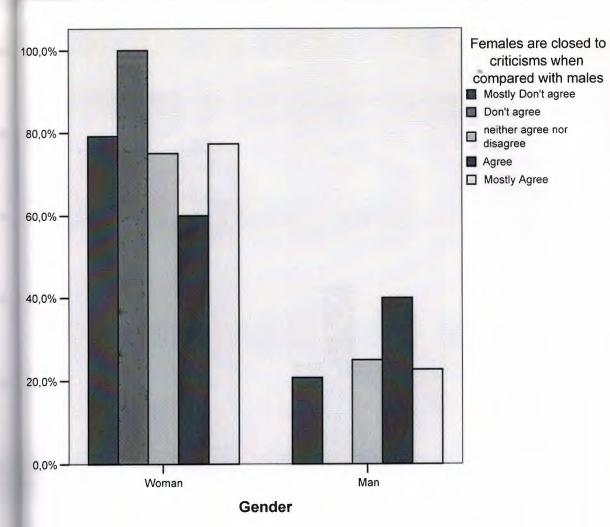
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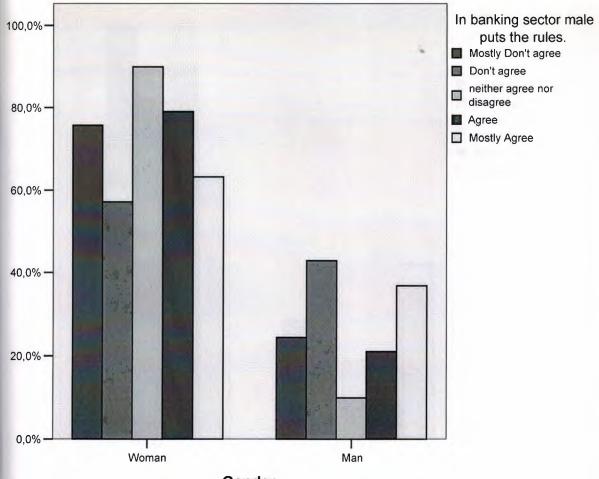
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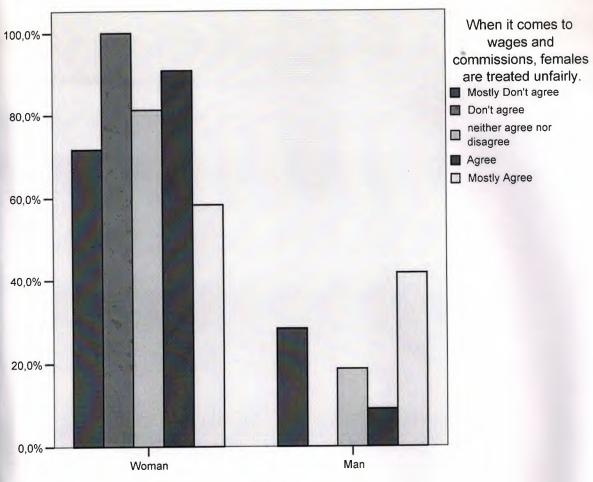








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