

Literature Review of Outside Directors Selection

洪誼琳、莊銘國、吳孟玲

E-mail: 9707402@mail.dyu.edu.tw

ABSTRACT

After experiencing the Asian financial crisis, the follow-up corporate scandals and financial defaults revealed in Taiwan enterprises. Related authority and investors were aware that corporate governance is a key to achieve sound capital market. The ideal mechanism takes an independent third party, namely the outside director, to play the primary role to intensify the internal monitoring process and to develop functions of supervision and consultation. Most domestic researches on outside directors discussed the correlation between outside directors and corporate performance. However, only few researches put their focus on the determinants of outside directors selection. We've found substantial over-seas researches, which stressed on the following perspectives: 1) ingratiation 2) demo-graphic similarity 3) advice and information and, 4) control behavior etc. In this article, we try to include the above-mentioned theories to further discuss on outside directors selection. Apart from using theory on interpersonal behavior perspective, organizational control theory, and similarity-attraction, we also take resource-based theory and re-source dependency theory of selection as part of our research basis. In short, we adopt a research structure derived from five key theories to discuss the outside directors selection. The five theories are as the following: 1) ingratiation of In-terpersonal Behavior Perspective, 2) monitoring and control behavior of Organizational Control Theory, 3) personal and business Similarity-attraction Theory, 4) complemen-tarily of Resource-based Theory, and 5) advice and information, functional background and social capital of Resource Dependency Theory.

Keywords : outside directors ; similarity-attraction paradigm ; resource-based theory ; resource dependency theory

Table of Contents

中文摘要	iii	英文摘要	iii
iv 誌謝辭		vi 內容目錄	vi
vii 表目錄		viii 圖目錄	viii
ix 第一章 緒論	1	第二章 文獻探討	4
4 第一節 獨立董事	4	第二節 過去相關理論基礎	4
6 第三節 研究缺口	13	第三章 研究命題	13
18 第一節 研究架構	18	第二節 人際行為觀點	18
19 第三節 組織控制理論	19	第四節 相似 - 吸引觀點	19
20 第五節 資源基礎理論	24	第六節 資源依賴理論	24
25 第四章 結論與建議	29	第一節 研究結論	29
29 第二節 後續研究建議	30	參考文獻	30
34			

REFERENCES

一、中文部份 王米玲(2003), 組織的生活型態與離職傾向的關係以國內航空公司為例, 國立中山大學人力資源管理研究所未出版之碩士論文。江秀慧(2006), 內部控制理論認知對執行績效影響之研究 - 以某公營機構為例, 國立中山大學企業管理研究所碩士班未出版之碩士論文。池進通(1989), 企業員工事業發展行為模式 - 採個人權力發展觀點, 國立政治大學企業管理研究所未出版之博士論文。吳弘昌(2006), 變革公正性、組織公民行為與逢迎行為之關係, 國立屏東科技大學高階經營管理碩士在職專班未出版之碩士論文。林佩儀(2000), 企業經理人之知覺品質、品牌聯想、生活型態與消費行為關聯性之研究 以國際觀光旅館業為例, 國立成功大學企業管理學系未出版之碩士論文。林家五、熊欣華及黃國隆(2006, February), 認同對決策嵌陷行為的影響:個體與群體層次的分析, 台灣管理學刊, 6(1), 157-180。林淑芬(2006), 獨立董監事機制對公司經營績效關聯性之研究 以臺灣上市電子業為例, 國立台北大學國際財務金融碩士在職專班未出版之碩士論文。邵秀玲(2005), 以社會資本觀點探討中階主管事業生涯成功與工作績效, 國立中山大學人力資源管理研究所碩士在職專班未出版之碩士論文。洪世馨(2003), 設立獨立董事與企業經營績效之關係, 國立成功大學會計學研究所未出版之碩士論文。張敏彥(2007), 獨立董事設立機制對於公司經營績效影響之研究, 私立大葉大學會計資訊學系未出版之碩士論文。張雅琳(2004), 我國企業獨立董事機制與經營績效之關聯性研究, 私立大葉大學會計資訊學系未出版之碩士論文。陳心田(2003, September

12), 「關係人口」與「利社會組織行為」:軍事後勤服務型組織的一項探索性研究, 人力資源管理學報, 3(3), 107-125。 陳心怡(2006), 動機觀點下組織公民行為與逢迎行為之研究, 國立屏東科技大學企業管理系未出版之碩士論文。 陳玉玲(2005), 獨立董事特徵對公司經營績效影響之研究, 國立高雄應用科技大學商務經營研究所未出版之碩士論文。 陳冠宏(2006, June 22), 知識工作者對偶同質性對人際脈絡績效影響之研究:關係品質的中介效果, 人力資源管理學報, 6(2), 23- 47。 陳軍甫(2005), 個人資本對之絕服務品質之影響探討:以醫院病患為例, 私立大葉大學國際企業管理學系未出版之碩士論文。 馮士彭(2004), 組織公平、領導風格、人格特質與向上影響行為關聯性之研究, 國立海洋大學航運管理學系未出版之碩士論文。 黃建銘(1994), 組織內員工向上政治行為與工作滿足之關係研究, 私立淡江大學管理科學研究所未出版之碩士論文。 趙維穎(2004), 董事會屬性、董事會功能與企業經營績效之關聯性研究, 私立中原大學企業管理學系未出版之碩士論文。 劉明裕(2006), 主管部屬相似性、員工目標導向與工作績效、工作滿足感之關係研究:領導者成員交換關係品質之中介效果與人際技能之干擾效果, 私立輔仁大學管理學研究所未出版之碩士論文。 劉韻僊(2002), 上市公司間董事會連結之研究, 管理學報, 19(5), 901-926。 蔡建銓(2004), 印象管理行為對組織內人際互動之影響:多觀點之研究, 國立東華大學企業管理學系未出版之碩士論文。

二、英文部份 Alderfer, C. P. (1986). The invisible director on corporate boards. *Harvard Business Review*, 64 (Nov./Dec.), 38-52. Bacon, J. & Brown J. K. (1975). *Corporate Directorship Practice: Role, Selection and Legal Status of Board*. New York: Conference Board. Baker, W. (1990). Market networks and corporate behavior. *American Journal of Sociology*, 96, 589-625. Bantel, K. A., & Jackson S. E. (1989). Top management and innovations banking: Does the composition of the top team make a difference? *Strategic Management Journal*, 10, 107-124. Baskett, G. D. (1973). Interview decision as determined by competency and attitude similarity. *Journal of Applied Psychology*, 57, 343-345. Becker, G. (1964). *Human Capital: A Theoretical and Empirical Analysis with Special Reference to Education*. New York: Columbia University Press. Berkowitz, L. (1986). *A survey of psychology*(3rd ed.). New York: Holt, Rinehart & Winston. Berscheid, E., & Walster, H. (1978). Interpersonal attraction. MA: Addison-Wesley. Boyd, B. (1990). Corporate linkage and organization environment: A test of the resource dependence model. *Strategic Management Journal*, 11, 419-430. Boyd, B. (1995). CEO duality and firm performance: A contingency model. *Strategic Management Journal*, 16, 301-312. Bozeman, D. P. & Kacmar, K. M. (1997). A cybernetic model of impression management processes in organizations. *Organizational Behavior and Human Decision processes*, 69(1), 9-30. Brass, D. J. (1995). A social networks perspective on human resource management. *Research in Personnel and Human Resource Management*, 13, 39-79. Burgers, W. P., Hill, C. W. L., & Kim, W. C. (1993). A theory of global strategic alliances: The case of the global auto industry. *Strategic Management Journal*, 14(6), 419-432. Burt, R. S. (1992). *Structural holes: The social structure of competition*. Cambridge, MA: Harvard University Press. Burt, R. S. (1993). Corporate profits and cooperation. New York: Academic Press. Byrd, J. W., & Hickman, K. A. (1992). Do outside directors monitor manager? Evidence from tender offer bids. *Journal of Financial Economics*, 32, 195-221. Byrne, D. (1971). *The attraction paradigm*. New York: Academic Press. Byrne, D., Clore, G. I., & Worchel, P. (1966). The effect of economic similarity-dissimilarity as determinants of attraction. *Journal of Personality and social Psychology*, 4, 220-224. Carpenter, M. A., & Westphal, J. D. (2001). The strategic context of external network ties: Examining the impact of director appointments on board involvement in strategic decision making. *Academy of Management Journal*, 44, 639-650. Carroll, J. B. (1993). *Human Cognitive Abilities*. Cambridge University Press, Cambridge. Chaganti, R., & Sambharya, R. (1987). Strategic orientation and characteristics of upper management. *Strategic Management Journal*, 8, 393-401. Child, J.(1973). Strategies of control and organizational behavior. *Administrative Science Quarterly*, 18, 1-17. Chung S., Singh H., & Lee K. (2000). Complementarity, status similarity and social capital as drivers of alliance formation. *Strategic Management Journal*, 21, 1-22. Coleman, J. (1988). Social capital in the creation of human capital. *American Journal of Sociology*, 94, 5-120. Conners, N. (1989). Outside Board Member: A Breath of Fresh Air. *CFO: The magazine for Chief Financial Officers*, (5), 48-49. Conyon, M., & Peck, S. (1998). Board control, remuneration committees and top management compensation. *Academy of Management Journal*, 41, 146-157. Crosby, L. A., Evans, K. R., & Cowles, D. (1990). Relationship Quality in Services Selling: An Interpersonal Influence Perspective. *Journal of Marketing*, 54(3), 68-81. Daily, C. (1996). Governance patterns in bankruptcy reorganizations. *Strategic Management of Journal*, 17, 355-375. Das, T. K., & Teng, B. S. (1998). Resource and Risk management in the strategic alliance making process. *Journal of Management*, 24(1), 21-42. Davis, G. F. (1993). Who gets ahead in the market for corporate directors: The political economy of multiple board memberships. Paper presented at the annual meeting of the Academy of Management. Atlanta. Dearborn, D. C., & Simon H. A. (1958). Selective perceptions: A note on the departmental identification of executives. *Sociometry*, 21, 140-144. Demb, A., & Neubauer, F. (1992). *The corporate board: Confronting the paradoxes*. Oxford, United Kingdom: Oxford University Press. Dollinger, M. J. (1984). Environmental boundary spanning and information processing effects on organizational performance. *Academy of Management Journal*, 27, 351-368. Domhoff, G. W. (2002). *Who rules America? Power and politics* (4th ed.). New York: McGraw-Hill. Doz, Y. L. (1988). Technology partnerships between larger and smaller firms: Some critical issues. In F. J. Contractor and P. Lorange (Eds.), *Cooperative Strategies in International Business*. Lexington Books. MA: Lexington. Ellis, A., West, B. J., Ryan, A. M., & DeShon, R. P. (2002). The use of impression management tactics in structured interviews: A function of question type? *Journal of Applied Psychology*, 87, 1200-8. Engel, J. F., Blackwell, R. D., & Kollat, D.T. (1982). *Consumer Behavior* (4th ed.). Fama, E. F. (1980). Agency problems and the theory of the firm. *Journal of Political Economy*, 88, 288-307. Finkelstein, S., & Hambrick, D. C. (1996). Strategic leadership: Top executives and their effects on organizations. St. Paul: West. Gabbay, S.M., & Zuckerman, E. W. (1998). Social capital and opportunity in corporate R&D: The contingent effect of contact density on mobility expectation. *Social Science Research*, 27, 189-217 Gardner, W. L., & Martinko, M. J. (1988). Impression management: An observational liking audience characteristics with verbal self-presentations. *Academy of Management Journal*, 31(1), 42-65 Gordon, R. A. (1996). Impact of ingratiation on judgments and evaluation: A meta-analytic investigation. *Journal of Personality & Social Psychology*, 71, 54-68. Granovetter, M., 1973. The Strength of Weak Tie. *American*

Journal of Sociology, 78(13), 60-80. Gulati, R. (1995). Social structure and alliance formation: A longitudinal analysis. *Administrative Science Quarterly*, 40(4), 619-652. Hambrick, D. C., & Mason P. P. (1984). Upper echelons: The organization as a reflection of its top managers. *Academy of Management Review*, 2, 193-206. Hamel, G., Doz Y. L., & Prahalad C. K. (1989). Collaborate with your competitors and win. *Harvard Business Review*, 67(1), 137-139. Hansen, M. T. (1998). Combining network centrality and related knowledge: Explaining effective knowledge sharing in multi-unit firms. Working paper, Harvard Business School, Boston. Harrigan, K. R. (1985). *Strategies for Joint Ventures*. Lexington Books. MA: Lexington. Harrison, J. S., Hitt, M. A., Hoskisson, R. E., & Ireland, R.D. (2001). Resource complementarity in business combinations: Extending the logic to organizational alliance. *Journal of Management*, 27(6), 79-120. Heames, J. T., Harvey, M. G., & Treadway, D. (2006). Status inconsistency: an antecedent to bullying behavior in groups. *International Journal of Human Resource Management*, 17(2), 348-361. Higgins, C. A., Judge, T. A., & Ferris, G. R. (2003). Influence tactics and work outcomes: A meta-analysis. *Journal of Organizational Behavior*, 24, 89-106. Hillman, A. J., & Dalziel, T. (2003). Boards of directors and firm performance: Integrating agency and resource dependence perspectives. *Academy of Management Review*, 28, 383-396. Hitt, M. A., & Tyler B. B. (1991). Strategic decision models: Integrating different perspectives. *Strategic Management Journal*, 12, 327-351. Hitt, M. A., Bierman L., Shimizu K., & Kochar R. (1991). Direct and moderating effect of human capital on strategy and performance in professional service firms: A resource-based perspective. *Academy of Management Journal*, 44(1), 13-28. Johnson, J. L., Daily, C. M., & Ellstrand, A. E. (1996). Board of directors: A review and research agenda. *Journal of Management*, 22(3), 409-438. Jones, E. E. (1964). *Ingratiation*. New York: Meredith. Jones, E. E., & Wortman, E. (1973). *Ingratiation: An attributional approach*. Morristown, New York: General Learning Press. Judge, T. A., & Bretz, R. D. (1994). Political influence behavior and career success. *Journal of Management*, 20, 43-65. Kanter, R. M. (1977). *Men and Women of the Corporation*. New York: Basic Books. Kipnis, D., Schmidt S. M., & Wilkinson I. (1980). Intra-organizational influence tactics: Explorations in getting one's way. *Journal of Applied Psychology*, 65, 440-452. Kraatz, M. S. (1998). Learning by association? Interorganizational networks and adaptation to environmental change. *Academy of Management Journal*, 41, 621-643. Krackhardt, D. (1992). The strength of strong ties: The importance of philosophy in organizations. In N. Nohria & R. G. Eccles (Eds.), *Networks and organizations: Structure, form, and action*, 216-239. Boston: Harvard Business School Press. Kumar, K., & Beyerlein, M. (1991). Construction and validation of an instrument for measuring ingratiation behaviors in organizational settings. *Journal of Applied Psychology*, 76, 619-627. Lazer, W. (1963). Life style concept and marketing in Stephen Greyser (Ed.), *Toward Scientific Marketing*. Chicago: American Marketing Assn. Lenski, G. (1954). Status Crystallization: A Non-vertical Dimension of Social Status. *American Sociological Review*, 19, 405-413. Liden, R. C., & Mitchell, T. R. (1988). Ingratiation behaviors in organizational settings. *Academy of Management Review*, 13, 572-587. Liden, R. C., Sparrowe, R. T. & Wayne, S. T. (1997). Leader-member exchange theory: The past and potential for the future. In G. R. Ferris & K. M. Rowland (Eds.), *Research in Personnel and Human Resources Management*, 15, 47-119. Lin, N. (2001). *Social Capital: A Theory of Social Structure and Action*. Cambridge University Press. Lin, N., & Dumin, M. (1996). Access to occupation through social ties. *Social Networks*, 8, 365-385. Lin, N., Ensel W. M., & Vaughn, J. C. (1981). Social resources and strength of ties: Structural factors in occupational status attainment. *American Sociological Review*, 46, 393-405. Lindgren, H. C., & Harvey, J. H. (1980). *An introduction to social psychology* (3rd ed.). St. Louis, Missouri: C.V. Mosby Company. Lorange, P., & Roos, J. (1992). *Strategic Alliances*. MA: Blackwell, Cambridge. Lorsch, J., & MacIver, E. (1989). Pawns or potentates: The reality of America's corporate boards. Boston: Harvard Business School Press. O'Neal, D., & Thomas, H. 1996. Developing the strategic board. *Long Range Planning*, 29, 314-327. Luo, Y. (2002). Partnering with foreign business: perspective from Chinese firm. *Journal of Business Research*, 55, 481-493. Malewski, A. (1963). The Degree of Status Incongruence and its Effects. *The Polish Sociological Bulletin*, 1, 7. Messick, D. M., & Mackie, D. M. (1989). Intergroup relations. *Annual Review of Psychology*, 40, 45-81. Miles, R. E, Snow C. C. & Meyer, A. D; Henry J C. Jr (1978). Organizational strategy, structure, and process. *Academy of Management Review*, 3, 546-563. Naphapiet, J., & Ghoshal, S. (1998). Social capital, intellectual capital, and organizational advantage. *Academy of Management Review*, 23(2), 242-266. Newcomb, T. M. (1956). The prediction of interpersonal attraction. *American Psychologist*, 11, 575-586. O'Neal, D., & Thomas, H. (1996). Developing the strategic board. *Long Range Planning*, 29, 314-327. Orpen, C. (1996). Construct validation of a measure of ingratiation behavior in organizational settings. *Current Psychology*, 15, 38-42. Quchi, W. G. (1977). The relationship between organizational structure and organizational control. *Administrative Science Quarterly*, 20, 95-113. Pearce J. A., & Zahra, S. A. (1992). Board composition from a strategic contingency perspective, *Journal of Management Studies*, 29, 411-438. Pennings, J. H. (1980). *Interlocking Directorates*. San Francisco: Jossey-Bass. Pfeffer, J. (1981). *Power in organizations*. Cambridge: Harper & Row. Pfeffer, J. (1983). Organizational demography. In B. Staw & L. Cummings (Eds.), *Research in Organizational Behavior*, 5, 299-357. Pfeffer, J. (1987). A Resource Dependence Perspective on Intercorporate Relations, In M. S. Mizuchi and M. Schwartz (eds.), *Intercorporate Relations*. 25-55, Cambridge, MA: Cambridge University Press. Pfeffer, J. (1991). Organizational theory and structural perspective on management. *Journal of Management*, 17, 789-803. Pfeffer, J. and Salancik, G. A. (1978). *The External Control of Organizations: A Resource Dependence Perspective*. New York: Harper and Row. Pinder, C. C., and Pinto, P. R. (1974). Demographic correlates of managerial style. *Personnel Psychology*, 27, 257-270. Pitcher, P., Chreim, S., & Kisalvi, V. (2000). CEO succession research: Methodological bridges over troubled waters. *Strategic Management Journal*, 21, 625-648. Podolny, J. M., & Baron, J. N. (1997). Resources and relationships: Social networks and mobility in the workplace. *American Sociological Review*, 62, 673-693. Portes, A. (1998). *Social Capital: Its Origins and Applications in Modern Sociology*. *Annual Review of Sociology*, 24, 1-24. Rindova, V. (1999). What corporate boards have to do with strategy: A cognitive perspective. *Journal of Management Studies*, 36, 953-975. Rosenstein, S., & Wyatt, J. H. (1990). Outside directors, board independence, and shareholder wealth. *Journal of Financial Economics*, 26, 175-191. Sanchez, J. I. & Brock, P. (1996).

Outcomes of perceived discrimination among Hispanic employees: is diversity management a luxury or a necessity? *Academy of Management Journal*, 39(3), 704-719.

Sarker, M. B., Echambadi, R., Cavusgil, S. T., & Aulakh, P. S. (2001). The influence of complementary, compatibility, and relationship capital on alliance performance. *Journal of the Academy of Marketing Science*, 29(4), 358-373.

Schroder, H. M., Driver M. J., & Streufert, S. (1967). *Human Information Processing: Individuals and Groups Functioning in Complex Social Situations*. New York: Holt Rinehart and Winston.

Seibert, S. E., Kraimer, M. L., & Liden, R. C. (2001). A social capital theory of career success. *Academy of Management Journal*, 44, 219-237.

Seidel, M. D. L., & Westphal, J. D. (2003). Research impact: How seemingly innocuous social cues in a CEO survey can lead to change in board of director network ties. *Strategic Organization*, 2, 227-270.

Shoorman, F. D., Bazerman, M. H., & Atkin, R. S. (1981). Interlocking directorates: A strategy for reducing environmental uncertainty. *Academy of Management Review*, 6, 243-251.

Stangor, Charles, Laure Lynch, Changming D., & Beth G. (1992). Categorization of individuals on the basis of multiple social features. *Journal of Personality and Social Psychology*, 62, 207-218.

Tajfel, H., & Turner, J. C. (1986). The social identity theory of inter-group behavior. In S. Worchel & W. G. Austin (Eds.), *Psychology of Intergroup Relations*, 7-24. Chicago: Nelson-Hall.

Taylor, R. N. (1975). Age and experience as determinants of managerial information processing and decision-making performance. *Academy of Management Journal*, 18, 74-81.

Tedeschi, J. T., & Melburg, V. (1984). Impression management and influence in the organization. In S. B. Bacharach & E. J. Lawler (Eds.), *Research in the Sociology of Organizations*, 31-58. Greenwich, CT: JAI Press.

Terborg, J. R. (1981). Interaction Psychology and research on Human behavior in organizations. *Academy of Management Review*, 6, 569-576.

Tsai, W., & Ghoshal, S. (1998). Social capital and value creation: the role of intrafirm networks. *Academy of Management Journal*, 41, 464-478.

Tsui, A. S., Egan, T. D., & O'Reilly, C. A. (1992). Being different: Relational demography and organizational attachment. *Administrative Science Quarterly*, 37, 549-579.

Turner, J. C. (1987). *Rediscovering the Social Group: a Self-categorization Theory*. New York: Basil Blackwell.

Turnley, W. H., & Bolino, M. C. (2001). Achieving desired images while avoiding undesired images: Exploring the role of self-monitoring in impression management. *Journal of Applied Psychology*, 86, 351-360.

Useem, M. (1984). *The inner circle: Large corporations and the rise of business political activity in the US and UK*. New York: Oxford University Press.

Useem, M., & Karabel, J. (1986). Pathways to top corporate management. *American Sociological Review*, 51, 184-200.

Vonk, R. (2002). Self-serving interpretations of flattery: Why ingratiation works. *Journal of Personality and Social Psychology*, 82, 515-526.

Vroom, V. H., & Pahl B. (1971). Relationship between age and risk taking among managers. *Journal of Applied Psychology*, 55, 399-405.

Wagner, W. G., Pfeffer J., & O'Reilly, C. A., III. (1984). Organizational demography and turnover in top management groups. *Administrative Science Quarterly*, 29, 74-92.

Wayne, S. J., & Green, S. A. (1993). The effects of leader-member exchange on employee citizenship and impression management behavior. *Human Relations*, 46(12), 1431-1440.

Wayne, S. J., & Kacmar, K. M. (1991). The effects of impression management on the performance appraisal process. *Organizational Behavior and Human Decision Processes*, 48, 70-88.

Wayne, S. J., & Liden, R. C. (1995). Effects of impression management on performance ratings: A longitudinal 2007 Westphal and Stern 287 study. *Academy of Management Journal*, 38, 232-260.

Weisbach, M. S. (1988). Outside directors and CEO turnover. *Journal of Financial Economics*, 20, 431-460.

Westphal J. D. & Stern I. (2007). Flattery will get you everywhere (especially if you are a male caucasian): how ingratiation, boardroom behavior, and demographic minority status affect additional board appointments at U.S. companies. *Academy of management Journal*, 50(2), 267-288.

Westphal, J. D. (1998). Board games: How CEOs adapt to increases in structural board independence from management. *Administrative Science Quarterly*, 43, 511-538.

Westphal, J. D. (1999). Collaboration in the boardroom: Behavioral and performance consequences of CEO-board social ties. *Academy of Management Journal*, 42, 7-25.

Westphal, J. D., & Khanna, P. (2003). Keeping directors in line: Social distancing as a control mechanism in the corporate elite. *Administrative Science Quarterly*, 48, 361-398.

Westphal, J. D., & Stern, I. (2006). The other pathway to the boardroom: How interpersonal influence behavior can substitute for elite credentials and demographic majority status in gaining access to board appointments. *Administrative Science Quarterly*, 51, 169-204.

Westphal, J. D., & Zajac, E. J. (1995). Who shall govern? CEO/board power, demographic similarity, and new director Direction. *Administrative Science Quarterly*, 40 (1), 60-83.

Wharton, A. S., & Baron, J. N. (1987). So happy together? The impact of gender segregation on men at work. *American Sociological Review*, 52, 574-587.

Wiersema, M. F., & Bantel K. A. (1992). Top management team demography and corporate strategic change. *Academy of Management Journal*, 35, 91-121.

Williams, K. Y., & O'Reilly, C. A., III. (1998). Demography and diversity in organizations: A review of 40 years of research. *Research in Organizational Behavior*, 20, 77-140.

Yukl, G. (2002). *Leadership in Organizations* (5th ed.). Englewood Cliffs, NJ: Prentice Hall, 141-172.

Zahra, S., & Pearce, J. (1989). Boards of directors and corporate financial performance: A review and integrative model. *Journal of Management*, 15, 244-291.

Zajac, E. J. & Westphal, J. D. (1996). Director Reputation, CEO-Board power, and the dynamics of board interlocks. *Administrative Science Quarterly*, 41(3), 507-529.