# INTERNATIONAL JOURNAL OF RESEARCH IN COMMERCE, IT & MANAGEMENT



A Monthly Double-Blind Peer Reviewed Refereed Open Access International e-Journal - Included in the International Serial Directories

Urich's Periodicals Directory @, ProQuest, U.S.A., EBSCO Publishing, U.S.A., Index Copernicus Publishers Panel, Poland,

as well as in Cabell's Directories of Publishing Opportunities, U.S.A

Circulated all over the world & Google has verified that scholars of more than Hundred & Twenty One countries/territories are visiting our journal on regular basis.

# **CONTENTS**

Sr. No.	TITLE & NAME OF THE AUTHOR (S)	Page No.
1.	EFFECT OF SPIRITUAL TOURISM ON FINANCIAL HEALTH OF THE UTTARAKHAND STATE OF INDIA HIMADRI PHUKAN, Z. RAHMAN & P. DEVDUTT	1
2.	A FUZZY EOQ INVENTORY MODEL WITH LEARNING EFFECTS INCORPORATING RAMP –TYPE DEMAND, PARTIAL BACKLOGGING AND INFLATION UNDER TRADE CREDIT FINANCING  SAVITA PATHAK & DR. SEEMA SARKAR (MONDAL)	8
3.	DETERMINANTS OF CAPITAL STRUCTURE DECISIONS: EVIDENCE FROM ETHIOPIAN MANUFACTURING PRIVATE LIMITED COMPANIES (PLCs)  DR. FISSEHA GIRMAY TESSEMA & Y. L. LAVANYA	19
4.	INFORMATION AND COMMUNICATION TECHNOLOGY (ICT) AND ORGANIZATIONAL PRODUCTIVITY AND GROWTH: UNIVERSITY OF BENIN IN PERSPECTIVE  OMOREGBE OMORODION, DR. ANTHONY.A. IJEWERE & BELLO DEVA VINCENT	29
5.	ORGANIZATION DEVELOPMENT IN CITY TRAFFIC POLICE LAHORE- A CASE STUDY BINISH NAUMAN	34
6.	THE RESPONSIBILITY OF THE AUDITOR ABOUT DISCOVERING FRAUD THE FINANCIAL STATEMENTS ACCORDING TO THE IAS. NO. 240 SULTAN HASSAN MOHAMMED AHMED	40
7.	A PERCEPTUAL STUDY ON THE CRITICAL SUCCESS FACTORS FOR ERP ADOPTION IN THE SMALL AND MEDIUM ENTERPRISES S. VIJAYAKUMAR BHARATHI & DR. SHRIKANT PARIKH	44
8.	INFORMATION TECHNOLOGY TOOLS TOWARDS OPTIMIZING ENERGY CONSERVATION AND ENVIRONMENTAL PROTECTION INITIATIVES  NISHIKANT C. PRATAPE	50
9.	COST REDUCTION INNOVATION IN SME'S – AN EMPHERICAL STUDY (WITH REFERENCE TO HANDLOOM SILK SAREES IN CHIKKABALLAPUR DISTRICT)  DR. S. MURALIDHAR, NARASAPPA. P.R, K.S. SAILAJA & K. SHARADA	52
10.	INTERDEPARTMENTAL SOCIAL NETWORK ANALYSIS – A PRACTICAL APPROACH  DR. J. SRINIVASAN & K. UMA DEVI	58
11.	AWARENESS TOWARDS E-MARKETS AMONG THE PEOPLE OF KURNOOL CITY OF A. P.  DR. G. RAMA KRISHNA, DR. A. HARI HARA NATH REDDY, K. UMA SHANKAR & N.NARASIMHAM	62
12.	MENTAL HEALTH PERSPECTIVES IN ORGANIZATIONS: ISSUES AND CHALLENGES  SARVESH SATUA	66
13.	DOES COMPETATIVE ADVANTAGE WORK IN E.BUSINESS?  DR. M. P. NAYAK	77
14.	E-GOVERNANCE AS A CONTRIBUTION TO CITIZENS' IDENTITY - A DISTRICT LEVEL STUDY OF PUNE MUNICIPAL CORPORATION  DR. R. K. MOTWANI, DR. MANISH BADLANI & PUSHPA PARYANI	82
15.	DETERMINANTS OF MIGRATION IN PUNJAB, INDIA: A CASE STUDY OF AMRITSAR DISTRICT  DR. HARINDER SINGH GILL, JATINDER BIR SINGH & SHIVANI SINGH	85
16.	CONCEPTUAL FRAMEWORK OF PERFORMANCE MANAGEMENT: AN INDIAN PRESPECTIVE  DR. SATYAWAN BARODA, CHHAVI SHARMA & PREETI AGGARWAL	89
17.	A COMPARATIVE STUDY OF WORK AUTONOMY AND WORK ENVIRONMENT OF SELECTED ENGEENIARING UNITS OF VITTHAL UDYOGNAGAR RIDDHI A. TRIVEDI & JAIMIN H. TRIVEDI	96
18.	MICROFINANCE IN FINANCIAL INCLUSION  DR. S. RAJARAJESWARI & R. SARANYA	99
19.	A SURVEY OF STATISTICAL DISTRIBUTION OF JOURNAL IMPACT FACTORS  RAJESHWAR SINGH	103
20.	A STUDY ON STRUTURE AND GROWTH OF STEEL INDUSTRY IN INDIA  DR. S. SIVAKUMAR	106
21.	A STUDY: EMPLOYEE'S JOB SATISFACTION, ITS ANTECEDENTS AND LINKAGE BETWEEN CUSTOMER SATISFACTION AND EMPLOYEE SATISFACTION  LALITA KUMARI	112
22.	PRODUCT DEVELOPMENT STRATEGIES FOR ROCKET MOTOR DEVELOPMENT - A STUDY ON COST AND TIME COMPRESSION STRATEGIES  A. LAXMI & SURESH CHANDRA.CH	120
23.	AN ASSESSMENT ON SERVICE QUALITY IN INDIAN INSURANCE INDUSTRY WITH SPECIAL REFERENCE TO UTTAR PRADESH REGION PRIYANKA ANJOR	126
24.	IMPACT OF REFORMS ON CAPITAL ADEQUACY REQUIREMENTS OF INDIAN BANKS  SAHILA CHAUDHRY	130
25.	UNDERSTANDING THE EFFECT OF ENVIRONMENT FRIENDLY TECHNOLOGY USAGE ON CONSUMER PURCHASING PREFERENCES IN KOLKATA CITY  HINDOL ROY	134
	REQUEST FOR FEEDBACK	138

## CHIEF PATRON

#### PROF. K. K. AGGARWAL

Chancellor, Lingaya's University, Delhi Founder Vice-Chancellor, Guru Gobind Singh Indraprastha University, Delhi Ex. Pro Vice-Chancellor, Guru Jambheshwar University, Hisar

### SH. RAM BHAJAN AGGARWAL

Ex. State Minister for Home & Tourism, Government of Haryana Vice-President, Dadri Education Society, Charkhi Dadri President, Chinar Syntex Ltd. (Textile Mills), Bhiwani

## CO-ORDINATOR

#### **AMITA**

Faculty, Government M. S., Mohali

## ADVISORS

#### DR. PRIYA RANJAN TRIVEDI

Chancellor, The Global Open University, Nagaland

PROF. M. S. SENAM RAJU

Director A. C. D., School of Management Studies, I.G.N.O.U., New Delhi

PROF. M. N. SHARMA

Chairman, M.B.A., Haryana College of Technology & Management, Kaithal

PROF. S. L. MAHANDRU

Principal (Retd.), Maharaja Agrasen College, Jagadhri

## **EDITOR**

PROF. R. K. SHARMA

Professor, Bharti Vidyapeeth University Institute of Management & Research, New Delhi

## CO-EDITOR

#### DR. BHAVET

Faculty, M. M. Institute of Management, Maharishi Markandeshwar University, Mullana, Ambala, Haryana

## EDITORIAL ADVISORY BOARD

DR. RAJESH MODI

Faculty, Yanbu Industrial College, Kingdom of Saudi Arabia

**PROF. SANJIV MITTAL** 

University School of Management Studies, Guru Gobind Singh I. P. University, Delh

**PROF. ANIL K. SAINI** 

Chairperson (CRC), Guru Gobind Singh I. P. University, Delhi

**DR. SAMBHAVNA** 

Faculty, I.I.T.M., Delhi

#### DR. MOHENDER KUMAR GUPTA

Associate Professor, P. J. L. N. Government College, Faridabad

### **DR. SHIVAKUMAR DEENE**

Asst. Professor, Government F. G. College Chitguppa, Bidar, Karnataka

#### **MOHITA**

Faculty, Yamuna Institute of Engineering & Technology, Village Gadholi, P. O. Gadhola, Yamunanagar

## ASSOCIATE EDITORS

### PROF. NAWAB ALI KHAN

Department of Commerce, Aligarh Muslim University, Aligarh, U.P.

### **PROF. ABHAY BANSAL**

Head, Department of Information Technology, Amity School of Engineering & Technology, Amity University, Noida

#### PROF. A. SURYANARAYANA

Department of Business Management, Osmania University, Hyderabad

#### DR. ASHOK KUMAR

Head, Department of Electronics, D. A. V. College (Lahore), Ambala City

#### **DR. SAMBHAV GARG**

Faculty, M. M. Institute of Management, Maharishi Markandeshwar University, Mullana, Ambala, Haryana

#### DR. V. SELVAM

Divisional Leader – Commerce SSL, VIT University, Vellore

#### DR. PARDEEP AHLAWAT

Reader, Institute of Management Studies & Research, Maharshi Dayanand University, Rohtak

#### S. TABASSUM SULTANA

Asst. Professor, Department of Business Management, Matrusri Institute of P.G. Studies, Hyderabad SURJEET SINGH

Asst. Professor, Department of Computer Science, G. M. N. (P.G.) College, Ambala Cantt.

## TECHNICAL ADVISOR

Faculty, Government H. S., Mohali

#### **MOHITA**

Faculty, Yamuna Institute of Engineering & Technology, Village Gadholi, P. O. Gadhola, Yamunanagar

## FINANCIAL ADVISORS

### **DICKIN GOYAL**

Advocate & Tax Adviser, Panchkula

#### NEENA

Investment Consultant, Chambaghat, Solan, Himachal Pradesh

# LEGAL ADVISORS

Advocate, Punjab & Haryana High Court, Chandigarh U.T.

#### **CHANDER BHUSHAN SHARMA**

Advocate & Consultant, District Courts, Yamunanagar at Jagadhri

## SUPERINTENDENT

## **CALL FOR MANUSCRIPTS**

We invite unpublished novel, original, empirical and high quality research work pertaining to recent developments & practices in the area of Computer, Business, Finance, Marketing, Human Resource Management, General Management, Banking, Insurance, Corporate Governance and emerging paradigms in allied subjects like Accounting Education; Accounting Information Systems; Accounting Theory & Practice; Auditing; Behavioral Accounting; Behavioral Economics; Corporate Finance; Cost Accounting; Econometrics; Economic Development; Economic History; Financial Institutions & Markets; Financial Services; Fiscal Policy; Government & Non Profit Accounting; Industrial Organization; International Economics & Trade; International Finance; Macro Economics; Micro Economics; Monetary Policy; Portfolio & Security Analysis; Public Policy Economics; Real Estate; Regional Economics; Tax Accounting; Advertising & Promotion Management; Business Education; Management Information Systems (MIS); Business Law, Public Responsibility & Ethics; Communication; Direct Marketing; E-Commerce; Global Business; Health Care Administration; Labor Relations & Human Resource Management; Marketing Research; Marketing Theory & Applications; Non-Profit Organizations; Office Administration/Management; Operations Research/Statistics; Organizational Behavior & Theory; Organizational Development; Production/Operations; Public Administration; Purchasing/Materials Management; Retailing; Sales/Selling; Services; Small Business Entrepreneurship; Strategic Management Policy; Technology/Innovation; Tourism, Hospitality & Leisure; Transportation/Physical Distribution; Algorithms; Artificial Intelligence; Compilers & Translation; Computer Aided Design (CAD); Computer Aided Manufacturing; Computer Graphics; Computer Organization & Architecture; Database Structures & Systems; Digital Logic; Discrete Structures; Internet; Management Information Systems; Modeling & Simulation; Multimedia; Neural Systems/Neural Networks; Numerical Analysis/Scientific Computing; Object Oriented Programming; Operating Systems; Programming Languages; Robotics; Symbolic & Formal Logic and Web Design. The above mentioned tracks are only indicative, and not exhaustive.

Anybody can submit the soft copy of his/her manuscript anytime in M.S. Word format after preparing the same as per our submission guidelines duly available on our website under the heading guidelines for submission, at the email addresses: infoijrcm@gmail.com or info@ijrcm.org.in.

## **GUIDELINES FOR SUBMISSION OF MANUSCRIPT**

	DATED:
THE EDITOR IJRCM	
Subject: SUBMISSION OF MANUSCRIPT IN THE AREA OF	
(e.g. Finance/Marketing/HRM/General Management/Economics/Psychology	//Law/Computer/IT/Engineering/Mathematics/other.please specify)
DEAR SIR/MADAM	
Please find my submission of manuscript entitled '	' for possible publication in your journals.
I hereby affirm that the contents of this manuscript are original. Furthermore, under review for publication elsewhere.	it has neither been published elsewhere in any language fully or partly, nor
l affirm that all the author (s) have seen and agreed to the submitted version o	f the manuscript and their inclusion of name (s) as co-author (s).
Also, if my/our manuscript is accepted, I/We agree to comply with the for	malities as given on the website of the journal & you are free to publish
contribution in any of your journals.	
NAME OF CORRESPONDING AUTHOR:	
NAME OF CORRESPONDING AUTHOR: Designation: Affiliation with full address, contact numbers & Pin Code:	
NAME OF CORRESPONDING AUTHOR: Designation:	777
NAME OF CORRESPONDING AUTHOR: Designation: Affiliation with full address, contact numbers & Pin Code: Residential address with Pin Code: Mobile Number (s):	777
NAME OF CORRESPONDING AUTHOR: Designation: Affiliation with full address, contact numbers & Pin Code: Residential address with Pin Code: Mobile Number (s): Landline Number (s):	TYTE
NAME OF CORRESPONDING AUTHOR: Designation: Affiliation with full address, contact numbers & Pin Code: Residential address with Pin Code: Mobile Number (s):	773

- The sender is required to mention the following in the **SUBJECT COLUMN** of the mail: New Manuscript for Review in the area of (Finance/Marketing/HRM/General Management/Economics/Psychology/Law/Computer/IT/ Engineering/Mathematics/other, please specify)
- There is no need to give any text in the body of mail, except the cases where the author wishes to give any specific message w.r.t. to the manuscript.
- d) The total size of the file containing the manuscript is required to be below **500 KB**.
- Abstract alone will not be considered for review, and the author is required to submit the complete manuscript in the first instance.
- The journal gives acknowledgement w.r.t. the receipt of every email and in case of non-receipt of acknowledgment from the journal, w.r.t. the submission of manuscript, within two days of submission, the corresponding author is required to demand for the same by sending separate mail to the journal.
- MANUSCRIPT TITLE: The title of the paper should be in a 12 point Calibri Font. It should be bold typed, centered and fully capitalised. 2.
- AUTHOR NAME (S) & AFFILIATIONS: The author (s) full name, designation, affiliation (s), address, mobile/landline numbers, and email/alternate email 3. address should be in italic & 11-point Calibri Font. It must be centered underneath the title.
- ABSTRACT: Abstract should be in fully italicized text, not exceeding 250 words. The abstract must be informative and explain the background, aims, methods, results & conclusion in a single para. Abbreviations must be mentioned in full.

- 5. KEYWORDS: Abstract must be followed by a list of keywords, subject to the maximum of five. These should be arranged in alphabetic order separated by commas and full stops at the end.
- 6. MANUSCRIPT: Manuscript must be in BRITISH ENGLISH prepared on a standard A4 size PORTRAIT SETTING PAPER. It must be prepared on a single space and single column with 1" margin set for top, bottom, left and right. It should be typed in 8 point Calibri Font with page numbers at the bottom and centre of every page. It should be free from grammatical, spelling and punctuation errors and must be thoroughly edited.
- HEADINGS: All the headings should be in a 10 point Calibri Font. These must be bold-faced, aligned left and fully capitalised. Leave a blank line before each heading.
- 8. SUB-HEADINGS: All the sub-headings should be in a 8 point Calibri Font. These must be bold-faced, aligned left and fully capitalised.
- MAIN TEXT: The main text should follow the following sequence: 9.

INTRODUCTION

**REVIEW OF LITERATURE** 

**NEED/IMPORTANCE OF THE STUDY** 

STATEMENT OF THE PROBLEM

**HYPOTHESES** 

**RESEARCH METHODOLOGY** 

**RESULTS & DISCUSSION** 

**CONCLUSIONS** 

SCOPE FOR FURTHER RESEARCH

REFERENCES

APPENDIX/ANNEXURE

It should be in a 8 point Calibri Font, single spaced and justified. The manuscript should preferably not exceed 5000 WORDS.

- 10. FIGURES & TABLES: These should be simple, centered, separately numbered & self explained, and titles must be above the table/figure. Sources of data should be mentioned below the table/figure. It should be ensured that the tables/figures are referred to from the main text.
- 11. EQUATIONS: These should be consecutively numbered in parentheses, horizontally centered with equation number placed at the right.
- 12 ENCES: The list of all references should be alphabetically arranged. The author (s) should mention only the actually utilised references in the preparation of manuscript and they are supposed to follow Harvard Style of Referencing. The author (s) are supposed to follow the references as per the following:
- All works cited in the text (including sources for tables and figures) should be listed alphabetically.
- Use (ed.) for one editor, and (ed.s) for multiple editors
- When listing two or more works by one author, use --- (20xx), such as after Kohl (1997), use --- (2001), etc, in chronologically ascending order.
- Indicate (opening and closing) page numbers for articles in journals and for chapters in books.
- The title of books and journals should be in italics. Double quotation marks are used for titles of journal articles, book chapters, dissertations, reports, working papers, unpublished material, etc.
- For titles in a language other than English, provide an English translation in parentheses.
- The location of endnotes within the text should be indicated by superscript numbers.

## PLEASE USE THE FOLLOWING FOR STYLE AND PUNCTUATION IN REFERENCES:

- Bowersox, Donald J., Closs, David J., (1996), "Logistical Management." Tata McGraw, Hill, New Delhi.
- Hunker, H.L. and A.J. Wright (1963), "Factors of Industrial Location in Ohio" Ohio State University, Nigeria.

Sharma T., Kwatra, G. (2008) Effectiveness of Social Advertising: A Study of Selected Campaigns, Corporate Social Responsibility, Edited by David Crowther & Nicholas Capaldi, Ashgate Research Companion to Corporate Social Responsibility, Chapter 15, pp 287-303.

#### JOURNAL AND OTHER ARTICLES

Schemenner, R.W., Huber, J.C. and Cook, R.L. (1987), "Geographic Differences and the Location of New Manufacturing Facilities," Journal of Urban Economics, Vol. 21, No. 1, pp. 83-104.

#### CONFERENCE PAPERS

Garg, Sambhav (2011): "Business Ethics" Paper presented at the Annual International Conference for the All India Management Association, New Delhi, India, 19-22 June.

Kumar S. (2011): "Customer Value: A Comparative Study of Rural and Urban Customers," Thesis, Kurukshetra University, Kurukshetra.

### **ONLINE RESOURCES**

Always indicate the date that the source was accessed, as online resources are frequently updated or removed.

#### WEBSITE

Garg, Bhavet (2011): Towards a New Natural Gas Policy, Political Weekly, Viewed on January 01, 2012 http://epw.in/user/viewabstract.jsp

## ORGANIZATION DEVELOPMENT IN CITY TRAFFIC POLICE LAHORE- A CASE STUDY

# BINISH NAUMAN LECTURER COMSATS INSTITUTE OF INFORMATION TECHNOLOGY LAHORE, PAKISTAN

### **ABSTRACT**

The following case study analyzes the largest and most challenging change process occurred in a government sector service organization within the department of Police i.e., establishment of city traffic police(CTP) in the city of Lahore, Pakistan. This change process was administered by internal OD practitioners. Focus of case study is on three main issues, Firstly, finding reasons for change, Secondly, how OD was conducted at CTP(LHR) and finally analyzing the impact of this OD process. Techno structural, Human Resource Management and Cultural Change Interventions were used to transform CTP(LHR). As this case study seeks to provide some first steps into a new and little explored area of CTP(LHR) so exploratory research method is used. Data is collected from various sources i.e., semi structured interviews, focus group discussions, personal observations, informal interviews and the review of the existing literature. Findings of the case study gives evidence that service quality and organizational performance improved after the change process that had taken place at CTP(LHR) over the past three years. Despite some instances of resistance and opposition to change (specially on having no room for promotion) interviews and discussions seem to indicate general increases in communication, employee participation and, as a whole, an acceptance of the change in culture both within organization and among general public.

#### **KEYWORDS**

City Traffic Police (Lahore), Organization Development, OD Interventions.

#### INTRODUCTION

rganization Development (OD) is a unique but complicated way of changing minds, behaviors and attitudes of persons within organizations along with structure of organizations so that employee could better adapt to new technologies, markets and challenges. The main purpose of employing all OD methods and techniques are improving effectiveness of organizations. Different researchers have defined differently this phenomenon but all including (Burke 1982, French 1985, Beckhard 1969 all cited in Waddell et al., in 2000) agree on this statement that "OD is a planned change". Beckhard (1969, p.2) has defined OD as

"It is an effort (1) planned (2) organization wide, and (3) managed from the top (4) to increase organization effectiveness and health (5) through planned interventions in the organization's processes using behavioral science knowledge."

Globalization, new technology & changing trends in management are some of the factors forcing organizations to go through this complex process of OD. Number of organizations worldwide whether manufacturing or service is going through OD to survive in this dynamic environment (Waddell, et al., 2000). Different researchers have given their own model/steps taken for conducting OD but the earlier most recognized change model is given by Lewin(1951) based on three steps.

- Unfreezing
- Movement
- Refreezing

In unfreezing stage organizations do diagnosis of their problems. Difference between desired and actual outcome is highlighted and communicated to organization members. During this phase employees are motivated and they feel the need for change (Schein, 1987).

Next phase is movement in which behaviors are transformed at organization, department and individual levels. In this phase new ways of performing tasks, new culture and new value system is developed within organizations (Waddell, et al., 2000). In third phase organizations attain a new position. At this point of OD evaluation of the whole change process is necessary. This phase highlights which practices to continue and which behaviors and actions further need modification (Lippit, et al., 1958).

OD's main focus is on bringing positive change and improving the strategies, design components and processes of organizations. Strategies guide organizations about usage of their resources for gaining competitive advantage e.g., planning about their products and services, exploring new markets and customers etc. OD is about making decisions related to change in Organization structure and about introducing new human resource practices to meet the changing demands of their human resources. As far as processes are concerned OD involves interaction of organization members, their level of communication, their way of performing various tasks, etc. In short, OD is a process which brings all above three components i.e., strategies, design components and processes in alignment so that organizations could perform more effectively and gain competitive advantage (Cummings, 2004)

OD went through various evolutionary stages. Every era focuses on different problem areas and highlighted various OD techniques to improve organization's efficiency. Lewin's (1946) work related to "T Groups" is considered as start of OD intervention within organizations. In the second era of OD named "Action Research" studies conducted by Lewin(1946) demanded the close link of action to research if organizations wanted to manage change successfully. The third development in the field of OD was participative management. Major contributions for this era was by Likert(1967). Trist (1951) and his colleague's research related to interconnection between technical and human side of organizations led to another development in the field of OD i.e., productivity and quality of work life. Due to changing, complex and dynamic environment, the recent influence in OD's evolution is strategic change which demands organizations to have fit not only with their environments but their technical, political & cultural systems should be aligned together (Jelinek, Litterer 1988, cited in Waddell *et al.*, 2000).

In current scenario, a blend of all above mentioned eras is used to develop any organization for making it more effective. The basic focus of OD is to change minds, behaviors and attitudes of organization's members. Different types of interventions are used now a days depending on the nature of the problem diagnosed e.g.,

- Human Process Interventions ....... Focusing mainly on communication, problem solving, group decision making and leadership with the expectation that
  organizational effectiveness will result due to improved functioning of people and organizational processes (Friedlander, Brown 1974, cited in Waddell et
  al., 2000).
- Techno Structural Interventions...... Focusing mainly on productivity and human fulfillment with the expectation that organizational effectiveness is a result of appropriate work designs and organization structures (Lawler 1992, cited in Waddell et al., 2000).
- Human Resource Management Interventions...... Focusing mainly on people within organizations expecting that organization's effectiveness will result from improved practices related to employees(Waddell et al., 2000)
- Strategic Interventions....... Focusing mainly on fit between strategies, culture and larger environment to have pace with changing situations (Waddell et al., 2000)

In Pakistan many organizations are adopting this technique to be competitive. Habib Bank Limited (HBL) was privatized in the year 2004(Habib Bank Limited, no date). Restructuring of United Bank Limited (UBL) is another example of OD taken place in Pakistan. It was a long process which started in 1991 with privatization of UBL but ended in failure. Afterwards whole OD process was divided into three phases starting from 1997-1998 onwards. The main purpose of all this was to

reposition UBL for privatization which was in the end successful. Success of OD in UBL gave the lesson that if change is planned properly then dying dinosaurs could be made vibrant and competitive entities (Kazmi, 2002). Organizations undergoing OD not only rebuild their strategies, structures and processes but also transform minds and belief system prevalent in their respective organizations. In this case study one of the largest and most challenging change process occurred in Pakistani Government sector service organization is analyzed i.e., OD in City Traffic Police Lahore(CTP LHR). Focus of this case study is on three main issues. Firstly, this case study focuses on finding reasons that why change was needed in traffic police department? Secondly, it focuses on how OD process was conducted at CTP (LHR) and finally this case study analyzes the impact of OD process.

#### RESEARCH METHODOLOGY

This case study is an exploratory case study. Exploratory research is typically used when there is little or no previous research or theory on the subject under investigation. Exploratory studies can in fact be understood as "condensed case study research" or as a "prelude" for further more in depth inquiry (Sekaran, 2000). This research method is famous for its flexibility because while conducting exploratory study researchers could address research questions of all types i.e., what, why and how (Shields, et al., 2006). As such this study seeks to provide some first steps into a new and little explored area of CTP (LHR) by trying to better understand the effect of this change process.

This study offers some tentative findings and seeks to inspire and guide further research into this field. Qualitative information was collected for this study. The main reason for choosing this department for analyzing the change process was that this department has continuous interaction with general public. And the change process within this department would have a strong impact and deep effect on general public and their behaviors on road. Standard qualitative methodology was used for this exploratory study, including semi structured interviews, focus group discussions, personal observations, informal interviews and the review of the existing literature. (Appendix 1) Relevant written sources including media reports were also analyzed. Besides getting primary information, secondary data taken from concerned traffic police department is also used in this case study. Major focus of data collection was to have firsthand knowledge related to reasons for conducting OD process within CTP(LHR) and how this process was carried out and finally drawing conclusions whether this whole exercise was useful or not.

#### **FINDINGS**

This case study has three fold objectives i.e., finding reasons for change, OD process at CTP (LHR) and impact of change. Following headings will stepwise highlight the facts about these issues. These findings are drawn from primary and secondary data collected for this research.

#### **REASONS FOR CHANGE**

Lahore is the second largest city of Pakistan having strong cultural background. The contribution of Lahore to the National economy is supposed to be around 13.2% (Economic Progress Report, 2009). Lahore's population is increasing at a greater pace (Table 1). People form smaller cities/villages are also migrating to Lahore for availing employment and education facilities. This rapid increase in population is creating a havoc of traffic on roads. In the last few years there is tremendous increase in the number of vehicles in Lahore (Table 2).

Population (Millions-2008 estimates) 8.6 M Area 1772 Sq. Km Motorized vehicles registered up to 31-12-09 2.231 M Private Vehicles Motorcycles 13.13.303 Cars/Jeeps 6,24,964 30.395 Tractors Commercial Vehicles Rickshaws/Taxies 92.842 Wagons/Vans/Pick-ups 1,15,665 Buses/Mini Buses/Coaches 34.260 Other Vehicles Registered 19,600

TABLE 1: BRIEF FACTS ABOUT LAHORE\*1

<b>TABLE 2: INCRE</b>	<b>ASE IN NUMBER</b>	OF VEHICLES AND	ACCIDENT'S TREND <sup>2</sup>

Year	No. of Vehicles	No. of Accidents	Accidents – Vehicles %age	Trend
2004	11,60,722	706	0.060	
2005	13,53,656	674	0.049	
2006	15,76,536	685	0.043	
2007	18,13,089	728	0.040	
2008	19,95,694	764	0.038	7 7
2009	22,31,029	705	0.031	

One side of the picture shows tremendous increase in the number of registered vehicles and the other side is showing another horrible picture of poor infrastructure of roads in Lahore. Defective road engineering is another factor making traffic problems more complicated. The underpasses on the canal road are on a zigzag pattern, which leads to utter confusion for the drivers. As most of the drivers are unaware of the fact that coming underpass is on right or left, they most of the time end up changing lanes at the last minute resulting in endangering the traffic. Roads that were meant to accommodate much less number of vehicles would not be able to provide sufficient parking space for the new vehicles resulting in encroachments all over the city (Hassan, 2006). Poor condition and service of urban transport is also leading to this sharp increase in the number of vehicles.

Banks have also added complexity in the problem by leasing motorcycles, cars on easy terms. General public was getting dissatisfied from the traffic police and traffic on roads; complaints from public were increasing and on the other side corruption within traffic Police department were also on rise.

Keeping all these above mentioned problems in view it was crucial to transform this service sector organization. Traffic police department has been experiencing what could be termed as "evolutionary changes" ever since it was first created. In the year 2002, Punjab government introduced ticket system for violations with a warning to traffic policemen to implement the law without any discrimination and treat people with respect. (Hanif, 2002). In the early stages of its operation, traffic officers had police type duties and over the years their duties have been predominately focused on issuing of infringement notices. But now CTP (LHR) is not reactive instead proactive in managing traffic flow, road safety and information services. In an effort to satisfy these concerns, CTP(LHR) provide services such as the investigation, design and supervision of traffic management systems, supervision of school/college crossings, investigation and design and review of road markings for traffic control and production and the construction and maintenance of traffic signs.

<sup>1 \*</sup> Information in the table is taken from CTP(LHR) Education Wing

Information in the table is taken from CTP(LHR) Education Wing

They also maintain safety zones and pedestrian crossings. They provide and set up temporary road barriers when required. Their services also include the management and prevention of traffic jams in case of emergencies (like construction of roads, VIP Protocol) and during special events (like Sports Matches), they give alternate traffic plans. CTP (LHR) is also involved in enforcing and administering all traffic laws. They monitor all actions of two wheelers and four wheelers and take appropriate action in case of violation of any law.

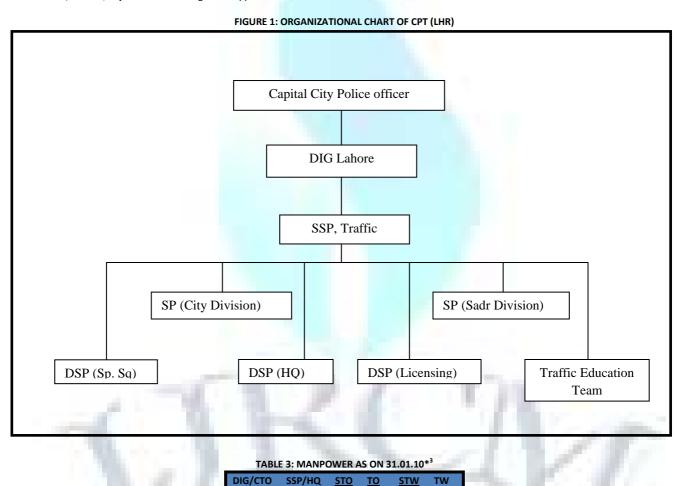
Apart from the activities normally expected in CTP (LHR), the organization has extended its duties due to recent terrorist activities. Now they are also involved in planning and preparing for emergency situations that may range from small scale emergency plans —bomb blasts to natural disasters. Due to this change process, CTP (LHR) has recognized that they should play a fundamental role in customer service. Now one of the most urgent corporate goals of CTP (LHR) is to deliver quality services that are responsive to general public expectations and also subject to public accountability. The main customers are all the people on roads irrespective of their gender, race, religion and especially status.

#### **OD PROCESS AT CTP (LHR)**

As the situation of traffic was becoming uncontrollable on roads, Punjab government decided in the year 2006 to take stern action and resolve this problem (Hassan, 2006). For this purpose total transformation of the traffic department was required. Previously traffic police was under the command of Deputy Inspector General (DIG) Punjab, but now Government has placed the CTP (LHR) under the command of Capital City Police officer (CCPO) Lahore to create a unity of command and for better management (Figure1). CTP (LHR) comprises of approximately 3000 freshly recruited and trained Traffic Wardens (TW's) (Table 3). The base line education criteria for these wardens are graduation. The Punjab Government has also created a new service I.E "Traffic wardens Services" which provides the operating and governing rules for the traffic wardens (Department of City Traffic Police Lahore, 2006).

CTP (LHR) has experienced changes in many areas and their impact has affected the organization in different degrees. Some of the changes that CTP (LHR) has undergone are:

- Women were introduced as TW's to carry out duties.
- TW's related to different nationalities and cultures were introduced.
- Computerized technology was introduced.
- Customer oriented approach was adopted.
- Work practices and policies within CTP (LHR) were altered and modified.
- New vision/mission, objectives and management approaches were introduced.



The aim of CTP (LHR) is to improve the quality of work through efficiency and effectiveness by promoting a customer oriented culture. This being one of the largest and challenging change process, it was essential to evaluate its progress for further applying this change in different cities. Therefore, this case study will focus on following main areas that were the most significant to the change process:

2

**DSP** 

14

**INSP** 

215

- Techno structural Change
- Human Resource Management Change
- Cultural Change

#### **TECHNO STRUCTURAL CHANGES**

Techno Structural changes basically focus on change programs in technology and structure of organizations (Waddell, et al., 2000). Rapid environmental, global & technological changes compels organizations to alter their structures... make them more flexible and leaner. These changes were also brought in CTP (LHR). In

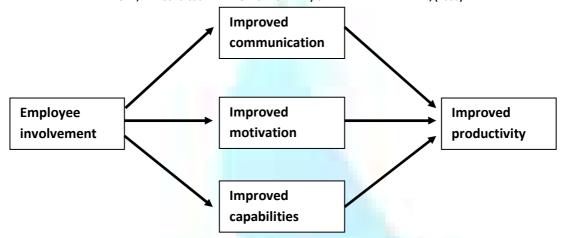
3.

<sup>&</sup>lt;sup>3</sup> Information in the table provided by CTP(LHR) Education Wing

previous system Lahore's traffic was under the control of DIG (Punjab) but now considering the fact that Lahore being the larger city and having tremendous traffic flow should be treated independently. For this purpose self contained unit organization (Waddell, et al., 2000) structure is created (Figure 1) this system represents the different way of organizing by dividing the Lahore city into two geographical areas i.e., Sadar Division and City division. The second step taken to bring techno structural change in CTP (LHR) is introduction of Employee involvement (EI) (Waddell, et al., 2000) within organization. Traffic wardens are given autonomy in their work. More participative system of management is introduced by having direct liaison of traffic wardens till DSP level on daily basis. Once a month, SP traffic police arrange a meeting with traffic Wardens to have direct access to their issues. For promoting effective accountability, senior management is held responsible for subordinates' misdeeds. Information flow within department is not a big issue now because every warden is well equipped with wireless systems.

They have given motor bikes for quick access to their destinations also. All the traffic wardens are specialized in their fields. Previously Traffic Police Constables (Term Used in previous system) were not that much educated and were given training in all aspects of police but now mode of training is quite altered. It is more traffic oriented. As they all are at least graduates so the impact of training is more fruitful. According to Lawler, Ledford (1981), cited in Waddell *et al.*, (2000) employee involvement is directly linked with increasing the productivity and efficiency (Figure 2). Data collected reveals that this theory is applicable to TW's also after introducing this technique.

FIGURE 2: SOURCE (NATIONAL PRODUCTIVITY REVIEW, 1:1 (WINTER 1981-82).COPYRIGHT 1982 BY EXECUTIVE ENTERPRISE, INC, 22 WEST 21<sup>ST</sup> STREET, NEW YORK, NY 10010-6904.ALL RIGHTS RESERVED) CITED IN WADDELL ET AL., (2000)



Various processes and systems are also altered during this change process. Official website of CTP (LHR) was also launched on May 3, 2008. Besides displaying information regarding CTP (LHR) infrastructure, daily diversion plans are also accessible on the website. Soon traffic information will be available through SMS and MMS in everyone's access. Help Line number 1915 is activated which is responding immediately about all concerns related to traffic. By calling on this number any resident of Lahore could easily know the situation of traffic on roads, any diversion plans or closure of roads. Traffic police is also managing a FM radio station whose main objective is to educate people regarding traffic issues. This FM Radio station is made under Private/Public collaboration.

Traffic is being monitored through CCTV cameras to be more effective. Previously there was no system of check and balance of licenses issued for vehicles. Now physical presence of the person in need of license is necessary in front of TW's. Introduction of female wardens and their presence on different license centers has made the task easy and comfortable for female customers also. Licensing system is also improved by increasing the number of booths across Lahore City (8 Booths) keeping in mind the increasing number of population. Concept of home delivery of the license is recently launched.

#### **HUMAN RESOURCE MANAGEMENT CHANGE**

To bring change Government decided to recruit totally new blood. It was aimed when this plan was being proposed that all recruitment in traffic police department will be done on merit and those who have professional capabilities will be given jobs (Hassan, 2006). All new staff recruited is well educated and afterwards they are trained for 9 months. Foreign Trainers were called in for this professional training. During this tenure of training they are taught different courses like Pakistan Penal Code (PPC), Criminal Procedure Code (CrPC), Evidence Law, Motor Vehicles Ordinance, etc. Major difference in training brought after all this change is of changing warden's mind sets. The term "Police" previously used for is replaced by "Warden" showing the intention of the Government. Now it is regularly reinforced into their minds of becoming "facilitators" on road. They would be on roads to serve and guide people instead of commanding them. Data collected gives evidence that there is huge decline in number of complaints against TW's. In previous system people were facing problems due to the rash and arrogant behavior of traffic constables. After completion of their training these TW's were not directly pushed to stand on roads instead proper procedure of orientation was followed. For few days they were on roads as observers so that they could get the feeling of traffic and get over their shyness. Officially it was asked from the general public to co operate with the new force and forgive them for their small mistakes. Afterwards they were properly on roads for their duty in May 2007.

For keeping their staff motivated compensation system was also improved during this OD process. Not only these TW's were paid high market based salaries but their working hours were also made flexible. Previously traffic constables were available 24/7 resulting in inefficient and poor performance. In new system TW's work in two shifts of 8 hours which starts at 6.00 am in the morning to 12.00 midnight. They are also given 4 holidays in a month. On every Chowk or main point of the city three Traffic wardens are on duty at a time. One is on motor bike doing patrolling and the other two standing and managing the traffic. They are now given standing umbrellas for shelter. Mobile canteens are available for timely provision of water facility for TW's on duty. These TW's are also provided with the facility of residence on Thokar Niaz Baig in Lahore. Proper residential colony, club, library facility is under construction for them.

#### **CULTURAL CHANGE**

New TW's are on roads with a new vision and approach. According to high officials of CTP (LHR), new force does not compromise on Courtesy, integrity & efficiency. Now their mission is to

"Extend unqualified courtesy, unasked assistance, guidance where asked for or required, efficiency of the highest order, unprecedented performance and integrity beyond doubt" (Department of City Traffic Police Lahore, 2006)

Under this OD process the new vision, mission and values of traffic police department are outlined. The new system puts emphasis on adopting customer oriented approach. CTP (LHR) recognized the need not only for individual attitudinal and behavioral changes but also for continually improving its work practices in the pursuit of their new culture. For achieving this target continuous feedback, interactive sessions are being held by high officials. Traffic warden's knowledge and skills are kept up to date through refresher courses. These all steps helped to foster new customer oriented culture. Traffic wardens are trained through various training programs relating to stress management, interpersonal skills development, general knowledge about different sites in Lahore because now they are on roads not only to manage traffic but to act as information officers and facilitators for general public.

Traffic wardens are now encouraged to do presentations of their research. There is education wing working in CTP (LHR) who does various informative seminars in Universities, colleges, banks etc to educate people regarding different traffic issues (Table 4)

TABLE 4: TRAFFIC AWARENESS PROGRAMS CONDUCTED BY CTP(LHR) EDUCATION WING<sup>4</sup>

TV Program	22
Radio Program	14
Lecture to Student	2561
Lecture to Driver	103678
Banners	3252
Seminars	68764
Board	09
Sticker	63771
Pamphlet	246862
Traffic Weeks/Traffic Walks	06
Public Addresses	1290

#### IMPACT OF OD

Qualitative Information collected through primary and secondary sources reveals that outcome of this OD process within CTP (LHR) was positive. This change is highly appreciated in print and electronic media. New force of TW's in Lahore is busy in applying laws to all automobile drivers irrespective of the kind of automobile and background of the driver. Ordinary men and VIP's, all are treated equally by bringing fair play to at least one area of administration of our Government. People of Lahore are also responding positively to this change. Now they respect the orders passed by these TW's. One could hardly witness any person using cell phone while driving resulted from the awareness created by these TW's. The most evident impact of all this OD process is decline both in number of accidents (Table 2) and violations done by public on roads in past few years (Table 5). Data clearly shows that people are respecting laws and TW's are successful in managing this huge flow of traffic on the same infrastructure of roads and urban transport which was available to the previous traffic police

TABLE 5: DECLINE IN THE REVENUE COLLECTED FROM FINES.\*5

	Year 2009	Year 2008	Difference	
Tickets	21,67,939	14,20,480	+0.747 M	
Fines	440.834 M	463.682 M	-22.84 M	

<sup>5</sup>OD in CTP (LHR) is still continuing. Government has provided this force with specialized equipment such as speed checking devices, accident vehicle cutters, digital cameras, multimedia, computers, first aid boxes, electric rods, traffic cones, reflecting jackets and blinkers. Communication equipment for this force includes 25 base sets, 3,075 mobile wireless sets and 5,350 walkie talkie sets. They are well equipped with motor vehicles, all leading towards more efficient traffic force for the city of Lahore. Besides this, Ring road project is under completion which will aid these traffic wardens in controlling traffic because this infrastructure will divert the pressure of most of the traffic from within Lahore to Ring Road.

#### **CONCLUSIONS**

Overall, there is evidence to suggest that service quality (Table 5) and organizational performance(Table 2) improved after the change processes that had taken place at CTP (LHR) over the previous three years. Feed back of the public and overwhelming response from the print and electronic media aided CTP (LHR) in evaluating the success of their change in culture. Surveys from TW showed that employees generally understood the goals of the organization and what was expected of them. Despite some instances of resistance and opposition to change, surveys and feedback seem to indicate general increases in communication, employee participation and as a whole an acceptance of the change in culture.

#### **LIMITATIONS**

As this is an exploratory study so findings of this case study could not be useful for decision making but they can be helpful for evaluating OD in CTP(LHR) by providing significant insight into major problem areas. Secondly these findings could not be extended to larger population thinking that OD in CTP (LHR) was hundred percent successful because these qualitative research findings are not statistically tested to know their significance. Future in depth is recommended to have complete insight of this process so that this OD process could be extended to all police department to increase its efficiency.

#### RECOMMENDATIONS

Besides all these development efforts taken by Government still there are some flaws and lacunas present which if not removed or taken care will lead to more complicated and problematic situations. Some recommendations after conducting this research for CTP (LHR) are:

- No career path is given to these TW's. Because the inspectors, DSP's, SSP's, DIG, they all come from the Punjab Police. These traffic wardens are freshly recruited just for the purpose of handling traffic. What is their career growth? Lack of career planning is creating dissatisfactions among these wardens. If they perform well in their fields, there is no benefit for them because in hierarchical structure there is no room for their promotion.
- There should be proper compensation plan for these TW's. In this critical and emergency situation prevalent in our country, these TW's are the prime target of those suicide bombers. (10 TW's were martyred during suicide attack on Sri Lankan cricket team in Lahore)
- Government should build proper infrastructure of roads and also develop urban transport system which would definitely help to reduce this havoc of
- Traffic awareness should be the part of curriculum from early childhood schooling.
- Effective traffic laws should be made covering cyclists, animal drawn carts, hand pushed carts and pedestrians so that their violations could also be penalized.
- Special driving training schools should be established under government sector to have proper check on their performance. In short, CTP (LHR) has done a lot to improve its infrastructure but to be competitive and respond to this heavy flow of traffic in Lahore, they still have to go a long way.

#### **REFERENCES**

- Beck hard, R. (1969) Organization Development: strategies& model. Reading M.A., Addison Wesley.
- Burke, W. (1982) Organization Development: Principles & Practices. Boston, Mass Little Brown.
- City Traffic Police Lahore (no date) City Traffic Police, Lahore. Available at: http://www.ctplahore.gop.pk (Accessed: 20<sup>th</sup> Dec, 2009).
- Cummings, T. (ed.) (2004) Organization Development and Change, foundations & applications. University of Southern California, Los Angeles, USA, John Wiley & Sons Ltd.
- Waddell, D. M., Cummings, G., Worley, G. (2000) Organization Development & Change. 7<sup>th</sup> ed. Australia; Nelson Thomson Learning.
- Economic Progress Report Part2 (2008). Sky Scrapper City, 2008-04-15, retrieved 2009-07-06.

Information in the table is taken from CTP (LHR) Education Wing.

Information in the table is taken from CTP (LHR) Education Wing.

- Friedlander, F. and Brown, L. (1974) 'Organization development' Annual Review of Psychology, 25, pp 313-314.
- French, W. (1969). Organization Development: objectives, assumptions and strategies. California Management Review (Vol12), pp 23-24.
- Habib Bank Limited (no date) Habib Bank Limited. Available at: http://www.habibbankltd.com/about-us.php (Accessed: 10th April, 2010).
- Hanif, I. (2002) 'Ticket system for traffic violations inaugurated', Dawn-Local; 10<sup>th</sup> Jan.
- Jelinek, M. and Litterer, J. (1988) 'Why OD must become strategic', Research in Organizational Change & Development, (2) pp 135-62.
- Kazmi, H. (2002) 'Privatization of United Bank Limited', Pakistan & Gulf Economist. Aug 12-18. Available at: www.pakistaneconomist.com/issue2002/ issue32/f&m.htm (Accessed: 16th April, 2010).
- Lawler, E. and Ledford, G. (1981) "Productivity and the quality of work life", National Productivity Review, 2, pp 23-36.
- Lawler, E. (1992), The ultimate advantage, San Francisco, Jossey-Bass.
- Lippitt, R., Watson, J., Westley, B. (1958). Dynamics of planned change. New York; Harcourt, Brace & World.
- Lewin, K. (1946) 'Action Research and minority problems', Journal of Social Issues. Vol3.
- Lewin, K. (1951) Field theory in social science. New York: Harper and Row.
- Schien, E. (1987) Process Consultations, Addison Wesley.
- Sekeran, U. (2000) Research Methods for business. A skill building approach. 3<sup>rd</sup> edition. John Wiley & Sons.
- Shields, Patricia., Tajalli, H. (2006) Intermediate theory: the missing Link in successful student scholarship. Journal of Public Affairs Education. (Vol 12, No 3). pp 313-334.
- Trist, E, Bamforth, K (1951), 'Some social and psychological consequences of the longwall method of coal getting', Human Relations pp 1-38.

#### **APPENDIX**

#### **APPENDIX 1: DETAILS OF FOCUS GROUP DISCUSSION**

Where discussion was conducted	Participants	Men	Women
DIG(CTP Lahore) office	4	3	1
DSP(Gulberg) office	8	7	1
CTP(LHR) Education Wing	5	4	1

Details of telephonic interview:

- Interview with SP (City) Lahore.
- Inspectors CTP(LHR)
- (10)

PRO-DIG (CTP, LHR)

**Details of Unstructured Interviews:** 

Interviews were conducted from 50 TW's based on convenience sampling.



# REQUEST FOR FEEDBACK

#### **Dear Readers**

At the very outset, International Journal of Research in Commerce, IT and Management (IJRCM) acknowledges & appreciates your efforts in showing interest in our present issue under your kind perusal.

I would like to request you to supply your critical comments and suggestions about the material published in this issue as well as on the journal as a whole, on our E-mails i.e. infoijrcm@gmail.com or info@ijrcm.org.in for further improvements in the interest of research.

If you have any queries please feel free to contact us on our E-mail infoijrcm@gmail.com.

I am sure that your feedback and deliberations would make future issues better – a result of our joint effort.

Looking forward an appropriate consideration.

With sincere regards

Thanking you profoundly

## **Academically yours**

Sd/-

Co-ordinator

## **ABOUT THE JOURNAL**

In this age of Commerce, Economics, Computer, I.T. & Management and cut throat competition, a group of intellectuals felt the need to have some platform, where young and budding managers and academicians could express their views and discuss the problems among their peers. This journal was conceived with this noble intention in view. This journal has been introduced to give an opportunity for expressing refined and innovative ideas in this field. It is our humble endeavour to provide a springboard to the upcoming specialists and give a chance to know about the latest in the sphere of research and knowledge. We have taken a small step and we hope that with the active cooperation of like-minded scholars, we shall be able to serve the society with our humble efforts.

# Our Other Fournals

