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Managerial Networking of Public and Private Sector: A Study of Thai Executives

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This research proposes a perspective of managerial networking based on an integration of resource dependence theory and social exchange theory. In order to test applicability of the proposed framework, the study conceptualizes five critical elements of managerial networking, namely motives, activities, relational development, relational strength, and performance due to networking that explain the managerial networking mechanism. All statistical analyses revealed that motives for managerial networking, networking exchange activities, networking relational development and networking relational strength are positively and significantly associated with performance contributed to individual and organizational levels due to their managerial networking. In addition, it was found that the conceptual framework's explanatory power was similar in two different sub-groups of sample.

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