

Characteristics of Pakistani Business Leaders: A Psychological Perspective

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Abstract : This qualitative study was conducted to investigate the underlying dynamics, key success factors and characteristics of Pakistani business leaders. The sample included 5 top businessmen from different business sectors. They were approached through the magazine "Manager Today" office in Lahore. Semi-structured interview technique was used to understand their experiences, attitudes, styles of management and key factors in their business success. Grounded theory was employed to analyze data. The following themes emerged as characteristics of business leaders: optimism, assertiveness, professionalism, effective management style, business knowledge/ excellence, supportive family and strong faith in God. It was noted that all these were interlinked, which leads the businessmen to become a successful business tycoon of this country. The importance of this study rests in its eastern contribution to the theoretical framework of the psychology of business leaders and particularly these findings will help to realize the basic key factors of success behind a business leader in Pakistan.

Keywords : business psychology, characteristics, key personality factors, leadership

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