



**EMPLOYEE EMPOWERMENT AND PROFITABILITY OF SELECTED QUOTED CONSTRUCTION COMPANIES IN LAGOS STATE, NIGERIA**

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**ABSTRACT**

*The construction industry worldwide is always viewed as the life wire of its respective economy and the Nigerian construction industry is no exception to this. Despite the construction management system in most Nigerian construction companies, the sector is characterized by inadequate documentation and ineffectiveness. Besides, the industry has witnessed an unprecedented decline in growth rate levels and a massive deficiency in market share. This could be attributed to the negligence of core professionals in charge of managing resources such as human capital and shallow knowledge about notable professionals in the industry. Therefore, this paper examined the effect of employee empowerment on profitability of selected quoted construction companies in Lagos State, Nigeria. A cross-sectional survey research design was utilized for this study. Primary data was sourced using a structured and self-administered questionnaire. The study population was 6798 (Julius Berger – 1893, RCC – 1387, Arbico – 1226, CCECC -1405, Elalan - 887). The sample size of 364 was determined using the Roasoft Sample Size Calculator. The hypothesis formulated was tested using the simple linear regression analysis. The finding revealed that that there is a positive and significant effect of employee empowerment on profitability of selected quoted construction companies in Lagos State, Nigeria ( $\beta = 0.254$ ,  $t = 4.369$ ,  $R = 0.220$ ,  $R^2 = 0.048$ ,  $p < 0.05$ ). The study therefore concluded that employee empowerment plays an important role in influencing performance. The study therefore recommended that construction companies should engage in adequate employee empowerment to improve the productivity level of their organization.*

**Keywords:** Employee Empowerment, Profitability, Construction Companies

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## INTRODUCTION

The construction industry worldwide is always viewed as the life wire of its respective economy (Teslya, Cherepovitsyn, Vyboldina, Fedoseev, & Kozmenko, 2016), and the Nigerian construction industry is no exception to this. Its contribution ranges from the provision of goods and services to the provision of buildings and other facilities, providing its labour force with job opportunities and, at the same time, making an enormous contribution to the Gross Domestic Product (GDP). Among other reasons, the contribution of the Nigerian construction industry is still to be compared to those of the western world, such as the UK and Australia, due to its changing existence (Tunji-Olayeni, Mosaku, Oyeyipo & Afolabi, 2018). The construction industry had witnessed a tremendous rise in the number of companies since the civil war. Still, statistics show that the rate of failure and decline in the profitability level of the construction companies in Nigeria, compared with other industries, records one of the highest bankruptcy rates (Akinradewo & Aigbavboa, 2019).

Despite the construction management system in most Nigerian construction companies, the sector is characterised by inadequate documentation and ineffectiveness (Olutuase, 2019). Besides, the industry has witnessed an unprecedented decline in growth rate levels and a massive deficiency in market share (Ogandi, 2019). This has been attributed to the negligence of core professionals in charge of managing resources such as human capital and shallow knowledge about notable professionals in the industry.

Due to poor relations with employees, there is a failure in cooperation with organisational heads to drive performance improvements. Instead, there has been a constant movement of employees from one organisation to another, making it very difficult and challenging to record positive changes in their performance (Ameh & Daniel, 2017). This has reduced the organisation's growth rate and sustainability as the employees are not giving their best input. There is high employee turnover

accompanied by low employee retention (Sawithri, Nishanthi & Amarasinghe, 2017).

It is becoming increasingly clear that the pillar for organizational development is not management but employees who do the work. Without involving human knowledge, skills and behavior, advancement in technology, organizational processes and structures are unlikely to yield long term benefits to the organization. Managing the human resource is therefore very paramount in an organization, In managing employees, most organizations not only make decisions on what to do and how to do it, but they also need to involve the employees the decision making process and determine their reactions towards the decisions made. In this regard, the role of human resource management is moving from the traditional configuration and control approach to a more strategic one of employee empowerment (Muthoni, 2014).

Empowered employees see themselves as more effective in their work, they see themselves as innovative and show less fear of trying something new. Empowered employees are transformational in their leadership ability (Quinn & Spreitzer, 1997). Similarly Lawson (2001) argues that when an organization allows its employees to think independently and assist the company, they (employees) respond with increased work effort and greater efficiency. Organisations should therefore continually strive to be effective, successful and to be more productive and profitable in a constantly changing environment. They need the employees to be able to achieve organizational goals and these employees need to be well equipped, be trained well, and be able to work autonomously, adapt to this changing environment and develop their skills and knowledge base. Therefore the organization and employees are interlinked and one or the other cannot be studied as an entity on its own.

Today, employee empowerment is one of the primary causes of quality improvement in the work place (Hodgetts & Hegan, 2008). Empowerment is a

process of enabling an individual to think, behave, take action, control work and decision making in an autonomous way (Cardy & Leonard, 2011). It allows employees to work independently and become initiative and creative, therefore bringing an innovative culture in an organization. Mullins (1993) suggested that by empowering staff through the organization structure, every employee will have the power to be innovative and ensure performance is good. The benefits that can be derived from empowerment include employee commitment, quality products and services, efficiency, quick responsiveness and customer satisfaction (Lynn & Susan, 2003). Effective management requires that empowerment be sincere accompanied by relevant information for the employees to carry out their tasks.

## LITERATURE REVIEW

### Employee Empowerment

Empowerment has appeared as a central theme in management and leadership practices to help organisations achieve their goals and become more competitive (Ramesh and Kumar, 2014). It is based on the idea that enabling employees to perform their duties freely will help in creating an organisational environment based on satisfaction, motivation and responsibility (Obayes, 2014). Empowerment can be regarded as one of the modern mechanisms that can be used to manage human resources and make full use of their capabilities, which can positively affect employees' motivation and innovation to achieve the organisation's objectives (Al-Magableh and Otoum, 2014). Also, employee empowerment positively affects the organisation's overall performance (Dabo & Ndan, 2018). Alipour et al. defined empowerment as a capital of motivation and knowledge that can do everything excellently.

Employee empowerment refers to collecting the required capacity in employees to create added value in their organisational roles and responsibilities effectively and efficiently (GanjiNia, Gilaninia & Sharami, 2013). Employee

empowerment encompasses the enlargement of an employee's job duties by giving them the Independence and authority of decision-making about their own job without the approval of their immediate supervisor (Elnaga & Imran, 2014). Employee empowerment gives employees a certain degree of autonomy and responsibility for decision-making about their specific organisational tasks (Dobre, 2013). It allows decisions to be made at the lower levels of an organisation where employees have a unique view of the organisation's issues and problems at a certain level.

Empowerment is a fundamental and important aspect for achievement, productivity, and growth rate in any business (Hunjra, UlHaq, Akbar, & Yousaf, 2011). Employee empowerment is regarded as a motivational practice that aims to increase performance by increasing participation and involvement in decision making. It is mainly concerned with developing trust, motivation, participating in decision-making, and removing any employee and top management (Meyerson & Dewettinck, 2012). Empowerment is the mechanism of giving an employee the authority to decide and is often allied with the distribution of responsibility from managers to other employees (Saif & Saleh, 2013). Empowerment was defined earlier as providing an organisation's employees with authority to deal with matters related to their daily job activities (Huxtable, 1994).

By empowerment, the employees are motivated and enthusiastic about utilising their skills, abilities and creativity by accepting accountability for their work. Employee empowerment only occurs when employees are well trained, provided with all the appropriate and relevant information and the best possible tools, fully involved in key decisions, and are fairly rewarded (Rathore, 2015). When employees are empowered, their confidence degree and self-reliance will increase. Empowerment also helps create autonomy for employees, allows the sharing of responsibility and power at all levels, builds employee self-esteem and energises the workforce for better performance.

This extra confidence and autonomy are good because they create job satisfaction and high productivity levels, which is good for an organisation (Kumar & Kumar, 2017).

The advantages of employee empowerment were reported in the literature. For instance, Jacqueline (2014) stated that empowered employees are likely to develop feelings of motivation that will help them to gain authority and control and apply the crucial knowledge and skills for dealing with customer needs. As the empowerment programme aims to give power and authority to employees through managers to share the responsibility with them, this will eventually help empowered employees in improving their recognition and status. Such employees would develop positive thinking and do their best to perform well (Wadhwa & Verghese, 2015). Moreover, Ripley and Ripley (1992) demonstrated that empowerment could increase the motivation of employees in doing routine work, improves their job satisfaction, enhances their loyalty and productivity, and reduces the turnover intentions among them.

According to Al-edenat and Alhawamdeh (2018) the disadvantages of employee empowerment includes: misuse of the newly acquired power by the employees; managers may not want to divide power with someone they look down upon; managers afraid of losing their jobs and special privileges in the system. Empowerment is for team workers - employees that do not value team success are likely to be disinterested or even resist. Some employees may not be (Anindita & Seda, 2018).

Given the above, the researcher defines employee empowerment as giving employees a certain degree of autonomy and responsibility for decision-making regarding their specific organisational tasks.

### **Profitability**

Profit is an excess of revenues over associated expenses for activity over some time. Profit is not just the reward to owners, but it is also related to

other segments of society. Profit is the yardstick for judging the economic and managerial efficiency and social objectives (VanHome & Wachowicz, 2005). Profitability is the ability of a company to use its resources to generate revenues in excess of its expenses. In other words, this is a company's capability of generating profits from its operations (Trivedi, 2010). Profitability is the ability of a business to earn a profit. A profit is what is left of the revenue a business generates after it pays all expenses directly related to the generation of the revenue, such as producing a product and other expenses related to the conduct of the business activities (Tulsian, 2014). Profitability means ability to profit from all the business activities of an organisation, company, company, or enterprise. It shows how efficiently the management can profit by using all the available resources (Etale, 2016).

Profit is an absolute term, whereas profitability is a relative concept. However, they are closely related and mutually interdependent, having distinct roles in business. Profit refers to the total income earned by the enterprise during the specified period, while profitability refers to the operating efficiency of the enterprise. The enterprise can profit on sales and the ability of the enterprise to get sufficient return on the capital and employees used in the business operation (Khan & Jain, 2003). Aliet (2012) indicated that profitability is defined as an income generated in the business, which is calculated by subtracting the expenses from the revenue. He further indicated that the word profitability emanates from the word profit denoted by the Greek letter  $\pi$ . This is defined as the difference between the total revenue and the total cost of a business.

Kew and Watson (2012) also defined a director of a professional services company: income less expenditure, not cash, and, lastly, income less expenditure for a given period. Karuru (2005) has indicated that profitability is the difference between the sales generated by a business and the expenses incurred during the business operations. He emphasized that it is important to maximise the

sales amount of business by significantly reducing the expenses incurred in the business. Brinker (2002) agreed with Karuru (2005) by stating that profitability is the difference between the revenue and the operational expenses incurred in the business. Brinker (2002) also added that all businesses should significantly reduce their operational expenses and increase their incomes to maintain a positive net income. This positive net income is referred to as a profit.

Profitability is critical to a company's survival in the long term, and it measures a company's past ability to generate returns (Santos & Brito, 2012). The ultimate long-term goal for a business should be growth rate in the bottom line. Ambad and Wahab (2013) argue that to ensure survival in the industry, profitability is a key issue for every profit-oriented company, maximising its goal. To achieve higher profitability, every company must have its strategy to fit into the current rapidly changing business environment. The final goal of every productive or industrial activity is more profitability. This involves the correct use of productive factors like resources and facilities and engagement in cost reduction schemes, all of which will increase productivity. Profitability or getting an advantage means the relation of profit with used capital. So, a company has to emphasize the two cases of increasing productivity and price improvement to achieve as much profit as possible (Tangen, 2003). The consequence of this is that no business can survive for a significant amount of time without making a profit. Therefore, the measurement of a company's profitability, both current and future, is critical in evaluating the company.

Profitability is expressed as financial ratios which look at profits generated concerning the capital that has been employed to create them. Profitability means the ability to make a profit from all the business activities of an organisation. It shows how efficiently the management can profit by using all the resources available in the market. According to Omorie (2005), profit is defined as revenue minus cost, and cost, as calculated by the economist, is

greater than cost calculated by accounting profit. Economic profit is what you earn over and above the normal profit. It is the main aim of all business ventures, which the business can't survive without in the long run. Measuring past and future profitability is essential (Hofstrand, 2009). Profitability has been considered as a measure of improved internal efficiency and value-added. In the binning, companies may not enjoy higher net profits to repay investment or fund further investment. However, internal efficiency gained later may lead to reduced costs, while improved product performance may increase the product's price in the market (Geroski & Machin, 2019).

Given the reviewed scholarly perspectives to this concept, the researcher defines profitability as a measure of an organisations ability to generate returns from their investments, thereby increasing their efficiency, solvency, financial health and market prospects.

## **Empirical Review**

### **Employee Empowerment and Profitability**

Several studies have investigated the effect of employee empowerment on profitability. However, there have been divergent views from the researcher on whether there is a positive or negative effect. The position of Zhang, Tsui, Song, Li and Jia (2018) revealed that employee empowerment has a significant effect in achieving profitability in organisations. Corroborative, the studies of Cuthie (2010) and Wang, Lawler and Zhang, (2019) stated that the best employee relation practices for improving organisational performance are embedded in employee empowerment which has a significant effect on profitability and having motivated employees include among others, conflict resolution, commensurate compensation, and structural empowerment among others. Adding to the discourse is the findings of Seibert, Silver and Randolph (2014), who found significant and positive relationships between empowerment climate and work-unit performance and profitability. The study further found psychological empowerment

positively and significantly related to profitability. In a related study, Chen, Kirkman, Kanfer, Allen and Rosen (2017) found that, while individual psychological empowerment significantly predicted individual performance, neither empowering leadership climate nor team empowerment were significantly related to team performance and profitability.

The study of Dewettinck, Singh and Buyens (2016) concluded that whilst employee empowerment has a significant and considerable relationship with employee affective outcomes; empowerment only marginally explains the variance in profitability. Petter *et al.* (2012) explained the different dimensions of employee empowerment and integrated power, decision making, information sharing, autonomy, initiative and creativity, knowledge and skills development, and responsibility. These seven elements model employee empowerment as having a considerable overlap between the elements. The result revealed that employee empowerment has a significant effect on profitability. The empirical research studies on employee empowerment showed that a strong correlation exists between employee empowerment and employee performance and, by extension, profitability (Ongori, 2017).

Empowerment helps employees be helpful with knowledge and inner motivation, bringing about profitability (Kondalkar, 2019). Employee empowerment has made non-managerial staff able to make autonomous decisions without seeking advice from their boss. The empirical researches emphasize that from a managerial point of view, employee empowerment can be seen as a business tool: worker participation as a means to reduce transaction costs associated with the employee-organisation relations and, consequently, improving profitability (Gollan, 2010). The findings of Sequeira and Dhriti (2015) revealed that improving employee relation practices (employee empowerment) in the organisation can improve the performance of employees and, thereby, the overall profitability of the organisation.

In light of the preceding, it was hypothesized that:

*H<sub>0</sub>: Employee empowerment has no significant effect on the profitability of selected quoted construction companies in Lagos State, Nigeria.*

## **Theoretical Review**

### **Equity Theory**

Adam's Equity Theory, also known as the Equity Theory of Motivation, was developed in 1963 by John Stacey Adams, a workplace behavioral psychologist. The equity theory assumes that in the course of a social exchange, an individual recognizes the amount of input expended from a relationship compared to the output, as well as the amount of effort another individual puts forth. Adam (1965) and Huseman, Hatfield and Miles (1987) posited that if an employee perceives there is an inequality amongst two social groups or individuals, there is a likelihood that such employee will be distressed or dissatisfied because the input and the output are not equal. Inputs encompass the quality and quantity of the employee's contributions to his or her task within the organisation. Examples of inputs include time, effort, hard work, commitment, ability, adaptability, flexibility, tolerance, determination, enthusiasm, personal sacrifice, trust in superiors, support from co-workers and colleagues and skills. The output which is also known as outcomes are referred to as positive and negative consequences that an employee perceives a participant has incurred as a consequence of his relationship with another. Examples of outputs include job security, esteem, salary, employee benefits, expenses, recognition, reputation, responsibilities, and sense of achievement, praise, amongst others.

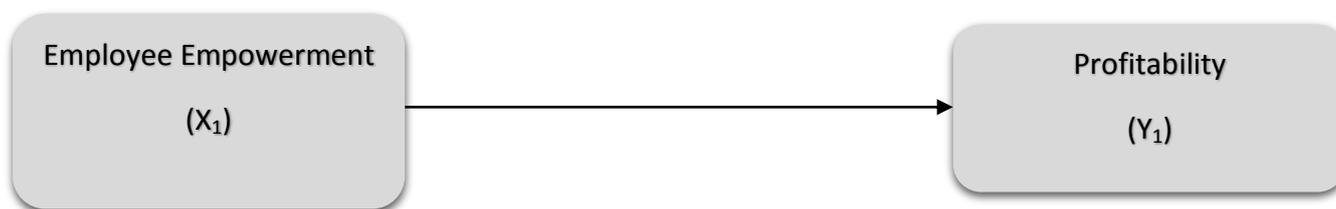
The position of Adams (1985) states that when a person becomes aware of inequity, it spurs up a reaction in them which hypothetically form some tension that is 'proportional to the magnitude of inequity present. This tension will cause an individual to react in a way that reduces the tension in him/her. Equity theory also identifies four mechanisms for organisational performance

(dissatisfaction) as follows: Employees seek to maximize their outcomes (rewards minus outcomes); Groups can maximize collective rewards by developing accepted systems for equitably apportioning rewards and costs among members; When employees find themselves participating in inequitable relationships, they become dissatisfied or distressed. The theory explains that in this situation, both the person who gets 'too much' and the person who gets too little' feel dissatisfied.

In summary, although equity theory was invented several decades ago, it is still important in a lot of recent research. For example, the concept of equity is central to marketing and consumer psychology (e.g., Ashley, Noble, Donthu, & Lemon, 2011),

forgiveness research (e.g., Paleari, Regalia, & Fincham, 2011), management research (e.g., Greenberg, 2010), and social psychological research (e.g., Lively, Steelman, & Powell, 2010). The equity theory has wide-reaching implications for employee morale, efficiency, performance, productivity and turnover. Schultz and Schultz (2010) further extended equity theory to include the behavioral responses patterns to situations of equity or inequity. These response patterns are: benevolent (satisfied when they are under paid compared with co-workers), equity sensitive (believe everyone should be fairly rewarded) and entitled (employees believe that everything they receive is their just due).

### Research Conceptual Model



**Figure 1:** Conceptual model for employee empowerment and profitability

**Source:** Researcher's Conceptualization (2021)

### METHODOLOGY

A cross-sectional survey research design was utilized for this study. Primary data was sourced using a structured and self-administered questionnaire. The sampling unit for the study consisted of employees (top, middle and lower level) of the selected construction companies in Nigeria, namely: Arbico Plc; RCC, Julius Berger Plc. and Elalan CCECC Plc. These were all reputable construction companies in Nigeria and have been in operation for at least ten years with proven performance records. The study population was 6798 (Julius Berger – 1893, RCC – 1387, Arbico –

1226, CCECC -1405, Elalan - 887). The sample size of 364 was determined using the Roasoft Sample Size Calculator.

For this study, a pre-test for internal consistency measure using Cronbach's Alpha was adopted to assess all the variables' reliability. Besides, it was conducted to reduce errors and give stable results of the data collection. The reliability for each of these variables was ascertained at a threshold of 0.7 and above. Table 1 showed the respective Cronbach's Alpha reliability coefficient for the variables.

**Table 1: Reliability Coefficients**

Variables	No of Items	Cronbach's Alpha Value
Employee Empowerment	5	0.785
Profitability	5	0.739

**Source:** SPSS Output

## DATA ANALYSIS AND RESULTS

**Table 2: Summary of Simple Linear Regression Analysis for the effect of employee empowerment on profitability**

Model One $y_1 = a_0 + \beta_1 x_1 + \mu$		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	3.332	.279		11.951	.000
	Employee Empowerment (EE)	0.254	.058	0.220	4.369	.000
<b>a. Dependent Variable: Profitability (PR)</b> <b>b. R= 0.220      <math>R^2= 0.048</math>      T(377) = 4.369      P=0.000&lt;0.05</b>						
<b>Source: Researcher's Study, 2021</b>						

### Interpretation

Table 1 showed the simple regression analysis results for the effect of employee empowerment on profitability of selected construction firms. The result showed that employee empowerment ( $\beta = 0.254$ ,  $t = 4.369$ ,  $p < 0.05$ ) have positive and significant effect on the profitability of the selected quoted construction companies. The R value 0.220 indicated that employee empowerment has a very weak positive relationship with the profitability of the selected quoted construction companies. the  $R^2 = 0.048$  showed the extent to which the employee empowerment explains the variation in profitability of the selected quoted construction companies. The result showed that employee empowerment explains only about 4.8% of the variations that occur in the profitability of the selected quoted construction companies while the remaining 95.2% changes that occurs is accounted for by other variables not captured in the model. The simple regression model was thus expressed as:

$$PR = 3.332 + 0.254EE + U_i \text{-----Equation i}$$

Where:

PR = Profitability

EE = Employee Empowerment

The regression model showed that when employee empowerment is held at constant zero, profitability would be 3.332 implying that whether or whether not employees are empowered there will still be a level of profit. The results of the simple regression

analysis indicated that when employees are empowered by a single unit the profitability of the construction company will be positively improved by an increase of 0.254 level. The t statistics corroborated the result with a positive value that is statistically significant which shows that employee empowerment is an important determinant of the profitability of the selected construction companies. The result was also highly statistically significant with a p-value that is less than 0.05 ( $P < 0.05$ ) Therefore, the null hypothesis ( $H_0$ ) which states that employee empowerment has no significant effect on the Profitability of the Selected Quoted Construction Companies in Lagos State, Nigeria was rejected.

### Discussion

The test of hypothesis one revealed that employee empowerment has a significant effect on the profitability of the selected quoted construction companies in Lagos State. In line with the provisions of literature, this finding aligns with other studies, conceptually and empirically. Conceptually, the linkage between employee empowerment and profitability was provided through definitions of the variables. Employee empowerment refers to collecting the required capacity in employees to create added value in their organisational roles and responsibilities effectively and efficiently (GanjiNia, Gilaninia & Sharami, 2013). Employee empowerment encompasses the enlargement of an employee's job duties by giving them the

Independence and authority of decision-making about their own job without the approval of their immediate supervisor (Elnaga & Imran, 2014). Employee empowerment gives employees a certain degree of autonomy and responsibility for decision-making about their specific organisational tasks (Dobre, 2013). It allows decisions to be made at the lower levels of an organisation where employees have a unique view of the organisation's issues and problems at a certain level.

By empowerment, the employees are motivated and enthusiastic about utilising their skills, abilities and creativity by accepting accountability for their work. Employee empowerment only occurs when employees are well trained, provided with all the appropriate and relevant information and the best possible tools, fully involved in key decisions, and are fairly rewarded (Rathore, 2015). When employees are empowered, their confidence degree and self-reliance will increase. Empowerment also helps create autonomy for employees, allows the sharing of responsibility and power at all levels, builds employee self-esteem and energises the workforce for better performance. This extra confidence and autonomy are good because they create job satisfaction and high productivity levels, which is good for an organisation (Kumar & Kumar, 2017).

Profitability is the ability of a business to earn a profit. A profit is what is left of the revenue a business generates after it pays all expenses directly related to the generation of the revenue, such as producing a product and other expenses related to the conduct of the business activities (Tulsian, 2014). Profitability means ability to profit from all the business activities of an organisation, company, company, or enterprise. It shows how efficiently the management can profit by using all the available resources (Etale, 2016). Profit is an absolute term, whereas profitability is a relative concept. However, they are closely related and mutually interdependent, having distinct roles in business. Profit refers to the total income earned by the

enterprise during the specified period, while profitability refers to the operating efficiency of the enterprise.

Corroborative, the studies of Cuthie (2010) and Wang, Lawler and Zhang, (2019) stated that the best employee relation practices for improving organisational performance are embedded in employee empowerment which has a significant effect on profitability and having motivated employees include among others, conflict resolution, commensurate compensation, and structural empowerment among others. Adding to the discourse is the findings of Seibert, Silver and Randolph (2014), who found significant and positive relationships between empowerment climate and work-unit performance and profitability. The study further found psychological empowerment positively and significantly related to profitability. In a related study, Chen, Kirkman, Kanfer, Allen and Rosen (2017) found that, while individual psychological empowerment significantly predicted individual performance, neither empowering leadership climate nor team empowerment were significantly related to team performance and profitability.

## **CONCLUSION AND RECOMMENDATION**

This study investigated the effect of employee empowerment on the performance of selected quoted construction companies in Lagos State, Nigeria. The study therefore concluded that employee empowerment plays an important role in influencing performance.

The study therefore recommended that construction companies should engage in adequate employee empowerment to improve the productivity level of their organization. This is because organizational performance is a function of employee performance. Also, organization effectiveness depends on constantly improving the performance of organization members and maintaining the human potential that serves as the backbone of the organization.

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