Relationship between Time Management and Extroversion

MUZAMMER HUSSAIN
BS Petroleum and Gas Engineering,
BUITEMS, Quetta
Pakistan
SYED NISAR AHMED
BUITMES, Quetta
Pakistan
MOHAMMAD TARIQ
(Corresponding author: dgmtariq@gmail.com)
Department of Petroleum and Gas Engineering
BUITEMS, Quetta
Pakistan

Abstract:

The purpose of the study was to examine the relationship between time management and Extroversion. A questionnaire was used in order to analyze primary data collection. The result of the study revealed that Time management and extroversion are positively associated with each other. It also revealed that extrovert people can manage time and attain their goals in very efficient manner. 99 % of extrovert people can manage time efficiently. The intensity of the relationship also depends upon the environment in which they work.

Key words: Time management, Extroversion

Introduction

Time management is one of the most important and key interest variables to all peoples in this global and rapid change environment. Time management is the individual activities are

and how long they take to complete (Deasun 2012). Time management is the problem of everyone from low level to high level jobs and even of private business people. Time is often said, is a unique resources which can neither be replenished or renewed such as money, once it is gone then it's gone (Smith 1994). Extrovert people are those who can be very social and excitement – seeking and warmth. And the extrovert people are more likely to be accepted by the society (Akbar Salehi 2010). The extrovert people social situation more rewarding then introvert. Extrovert people are likely to manage their time. Researchers are therefore in quest that what type of environment provided to extrovert to achieve their goals in appropriate manner. Extroverts are often confident and intelligent. They often want to change the world rather think about it. They are understandable and accessible and they communicate openly and they response quickly and not wasting the time.

There is reasonable amount of studies the relationship between time management and extroversion because why the extrovert manage time very well why not the introvert and why not the ambivert. The extrovert people are more likely to gain energy from the others people usually feel out of extrovert personality and their confident which is good thing for career and time.

The purpose of the study is to find out the relationship between time management and extroversion as compared to introvert this study identifies gap in four ways. Firstly this study is different from the study of Gerhard Fink and Sylvia Meiverwert, who have done their analysis on the German, Italy and France managers in the Europe. Secondly they have done their analysis on whole organization but present analysis is restricted to male students. Such types of analysis carried out for the first time in Pakistan and even in sub –continent. Extrovert is often found to be happiest and positive feed backing. Good time management is vital researchers.

Sometimes it can feel almost impossible to do everything that we need to do. Now the question is how to plan the time. The main thing is the prioritization.

This study will help the policy maker that what kinds of peoples are best for their project and business. It will also help researchers that what kind of environment is provided to introvert and ambivert people to make their time more precious and get benefit from their personality. This will also help the researcher to analysis their research on organization employees and other public rather than students.

Literature Review:

Time management

Dr. Mark Groskrentz (2013) argued that time management is a process through which a person with a pre-determined sequence and / or schedule time management perform every day activities such for school or work and to complete responsibilities.

Deasun (2012) explained that time management is one of the most important knowledgeable area. It depends strongly on what the individual activities are and how long they take to execute. The purpose is to make sure that all activities are identified. Time management is typically characterized by efficiency, productivity, assistant's (PDA) are typical examples of time management tools. Rommert Dekker and Marcel A. J. Smith (1994) explained that time, it is often said, is a unique resource. Unlike other resources that can be replenished or renewed such as money, plant and machinery and even human skills, time is irreversible and is therefore thought of being irreplaceable once gone, it is lost forever. Carolyn Muhammad (1998) also explains that time management when considered can became an art. The art of one's arranging, scheduling and budging time. The sole purpose is to generate more effective work and productivity on the whole. The benefit of use time

management are numerous, it helps monitor time, help plan time, create discipline and are important aspect is planning ahead. Harri Jussilla (2008) explains that time management is a skill to help and individual to manage his time to accomplish his task, reach his goal and still make time for himself. Time is constraint but also a condition of operating within a didactic system, time is necessary tool for every management, every process, and every institution.

Extroversion

Peter Hills and Michal Argle (March 2001) explains that extroversion is primarily a measure of sociability and social relationships are a self–evident source of happiness and extroversion is associated with happiness as is usually found. But the correlation of other personality difference, particularly those related to life satisfaction were greater.

Akbar Salehi, (2010) explained in his research paper that the teacher who is extrovert is more likely to be accepted by the student instead of introvert and the student have more likely to take classes and gain something more from the teacher. The extrovert teacher is also capable of spending happy life and those teachers who have friendly relationship with student have a good standard instead of introvert. D. Smith (Dec 2000) explains that extroverts find social situation more rewarding then introvert not because they are more sociable but because they are more sensitive to the rewards interests in most situations.

Link between time management and extroversion

Dr. Marla Gottschak (March 2013) explains that it is difficult for extrovert to manage his times schedule and to gain his goal in a proper way then a introvert because extroverts have groups, friends relative etc. and he must have to give time to these in order to keep himself happy and of stress relief. Belle Beth Cooper (Aug 2013) explains that extroverts gains energy

from people. Extroverts find their energy is sapped when they spent too much time alone. They recharge by being so to do. Although they spent their time with community to keep himself up to date but from community and environment they get energy to gain his goal in a better way as compared to an introvert.

Chris (2000) explains that extroverts often benefit from capturing to do in more non–traditional way (other than just writing them down, such as with a visual – based to do list application like action method). As an extroverts consider asking a co-worker to check in with you and hold you accountable for your daily – so do list, otherwise he will not be able to manage his time to attain his goal in a proper way. John P. Huskey (1995) explains that extrovert does not succeed so much in his academic careers due to time management. To be succeeded in academics career a person must have to manage his time to cover his subjects and course. Extroverts not fully satisfy these criteria but introverts do this due to the managing of time as he has no so much relationship with the community. However theoretical literature do not favor the introvert over the extrovert from the stand point of general desirable personality and is in fact to inclined to give preferences to the extrovert who is called ambivert. But Husky explained that extrovert person often fails to manage his time just like he studied the 86 males and 74 females student and came to result that extrovert often fail to access to the target. Teresa Assude, (2005) explains that time management for a teacher in a class room is also a problem especially for extroverts teacher for which the student creates a disturbance in a class because it requires a lot of time to and gets in the way of covering the prescribed material. The recurrent theme of 'lack of time' points to time as one of the main problems in classroom management. With respect to time management extraversion is classified as:

H1: Extroversion is positively related to Time management.
H0: Extroversion is not positively related to Time management.

Methodology:

For this study primary data was collected from 102 University (Baluchistan University of Information Technology, Engineering and Management Sciences – BUITEMS, Quetta, Pakistan) students. Self explanatory questionnaire was used and distributed among both gender of students (table 1). The response rate was 100 %. The questionnaire contains 23 items out of which 17 items were for time management and 6 items were for Extroversion. Extroversion items were adopted and adapted from the questionnaire of big five personality traits of John and Srivastava (1999). Out of other personality traits question only extroversion is selected. The reason for which is discuss in the literature above. The time management items were selected from time management inventory. The reliability values of the scale are shown in the correlation metrics (table 2). To test the hypothesis, regression and correlation analysis were used.

Model of the study

Time management $\Longrightarrow$ **Extroversion**
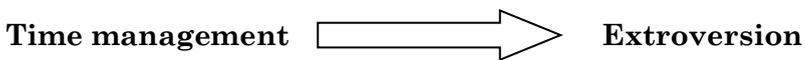
		Frequency	% age
Gender	Male	96	94.11%
	Female	6	5.88%
Age	18-22	69	67.64%
	23-28	33	32.35%
Education	Intermediate	-	-
	Bachelors	102	100%
Experience	-	-	-

Table 1. Demographics

Correlations

		TM1	TM2	TM3	TM4	TM5	TM6	TM7	TM8	TM9	TM10	TM11	TM12	TM13	TM14	TM15	TM16	TM17	EV1	EV2	EV3	EV4	EV5	EV6
TM1	Pearson Correlation	1	.446**	.085	.022	-.041	.200*	.082	.234*	.114	-.013	.254*	.116	.221*	.198*	.131	.270**	.157	.311**	.197*	.046	.235*	.121	.191
	Sig. (2-tailed)		.000	.398	.826	.683	.043	.414	.018	.252	.896	.010	.245	.026	.046	.188	.006	.115	.001	.048	.648	.017	.225	.055
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
TM2	Pearson Correlation	.446**	1	.088	.115	.204*	.060	.192	.044	.144	.201*	.143	.081	.246*	.220*	.098	.209*	.204*	.268**	.160	.222*	.269**	.194	.223*
	Sig. (2-tailed)	.000		.378	.249	.040	.547	.054	.659	.149	.043	.151	.420	.013	.026	.328	.035	.039	.006	.108	.025	.006	.051	.024
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
TM3	Pearson Correlation	.085	.088	1	.468**	.233*	.229*	-.259**	.114	.162	.227*	.129	.259**	.135	.021	.098	.150	.031	.066	.053	.138	.107	.127	.110
	Sig. (2-tailed)	.398	.378		.000	.019	.021	.008	.255	.103	.022	.195	.009	.176	.836	.329	.132	.757	.509	.600	.168	.285	.202	.269
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
TM4	Pearson Correlation	.022	.115	.468**	1	.398**	.224*	-.147	.175	.104	.126	.116	.131	.067	.064	.140	.046	-.096	.105	.044	.149	.093	.046	.108
	Sig. (2-tailed)	.826	.249	.000		.000	.024	.139	.079	.298	.207	.245	.189	.503	.521	.160	.645	.337	.293	.661	.134	.355	.643	.278
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
TM5	Pearson Correlation	-.041	.204*	.233*	.398**	1	.135	.064	.115	.130	.258**	.071	.195*	.234*	.255**	.144	.100	-.018	.134	-.140	.151	.116	.207*	.081
	Sig. (2-tailed)	.683	.040	.019	.000		.175	.522	.252	.192	.009	.476	.050	.018	.010	.149	.315	.860	.179	.162	.131	.244	.037	.417
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102

TM6	Pearson Correlation	.200*	.060	.229*	.224*	.135	1	.030	.003	.153	.245*	.194	.358**	.189	.235*	.288**	.223*	-.114	.131	.111	.017	.321**	.202*	.230*
	Sig. (2-tailed)	.043	.547	.021	.024	.175		.766	.980	.125	.013	.050	.000	.058	.017	.003	.024	.252	.188	.265	.864	.001	.042	.020
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
TM7	Pearson Correlation	.082	.192	-.259**	-.147	.064	.030	1	-.026	.182	-.074	.102	-.079	.265**	.318**	.073	.111	.002	.161	.116	.121	.313**	.277**	.077
	Sig. (2-tailed)	.414	.054	.008	.139	.522	.766		.793	.067	.457	.308	.427	.007	.001	.468	.266	.981	.106	.246	.225	.001	.005	.439
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
TM8	Pearson Correlation	.234*	.044	.114	.175	.115	.003	-.026	1	.155	.092	.198*	.113	.158	.033	.015	.099	-.029	-.015	.066	.084	.033	-.022	.156
	Sig. (2-tailed)	.018	.659	.255	.079	.252	.980	.793		.120	.357	.046	.260	.113	.744	.885	.321	.776	.884	.510	.401	.742	.824	.118
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
TM9	Pearson Correlation	.114	.144	.162	.104	.130	.153	.182	.155	1	.190	.125	.193	.103	.192	.140	.308**	-.020	.199*	.130	.230*	.112	.083	.118
	Sig. (2-tailed)	.252	.149	.103	.298	.192	.125	.067	.120		.056	.209	.052	.305	.054	.159	.002	.844	.045	.193	.020	.263	.407	.236
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
TM10	Pearson Correlation	-.013	.201*	.227*	.126	.258**	.245*	-.074	.092	.190	1	.195*	.298**	.038	.287**	.277**	.179	.077	.149	.109	-.030	.019	-.012	.006
	Sig. (2-tailed)	.896	.043	.022	.207	.009	.013	.457	.357	.056		.049	.002	.707	.003	.005	.072	.441	.136	.275	.765	.849	.909	.954
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
TM11	Pearson Correlation	.254*	.143	.129	.116	.071	.194	.102	.198*	.125	.195*	1	.334**	.243*	.110	.347**	.212*	.078	.081	.286**	.119	.121	.250*	.289**
	Sig. (2-tailed)	.010	.151	.195	.245	.476	.050	.308	.046	.209	.049		.001	.014	.271	.000	.033	.434	.419	.004	.234	.226	.011	.003

	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
TM12	Pearson Correlation	.116	.081	.259**	.131	.195*	.358**	-.079	.113	.193	.298**	.334**	1	.189	.095	.297**	.275**	.024	.031	.203*	.038	.128	.037	-.008
	Sig. (2-tailed)	.245	.420	.009	.189	.050	.000	.427	.260	.052	.002	.001		.057	.341	.002	.005	.811	.757	.040	.708	.199	.708	.940
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
TM13	Pearson Correlation	.221*	.246*	.135	.067	.234*	.189	.265**	.158	.103	.038	.243*	.189	1	.459**	-.012	.099	.050	.129	.203*	.343**	.240*	.379**	.054
	Sig. (2-tailed)	.026	.013	.176	.503	.018	.058	.007	.113	.305	.707	.014	.057		.000	.901	.324	.616	.197	.040	.000	.015	.000	.592
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
TM14	Pearson Correlation	.198*	.220*	.021	.064	.255**	.235*	.318**	.033	.192	.287**	.110	.095	.459**	1	.211*	.182	-.009	.260**	.154	.195*	.332**	.241*	.015
	Sig. (2-tailed)	.046	.026	.836	.521	.010	.017	.001	.744	.054	.003	.271	.341	.000		.034	.067	.932	.008	.122	.049	.001	.015	.878
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
TM15	Pearson Correlation	.131	.098	.098	.140	.144	.288**	.073	.015	.140	.277**	.347**	.297**	-.012	.211*	1	.205*	.154	-.113	.259**	-.082	.069	-.011	.112
	Sig. (2-tailed)	.188	.328	.329	.160	.149	.003	.468	.885	.159	.005	.000	.002	.901	.034		.039	.122	.259	.009	.410	.491	.914	.263
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
TM16	Pearson Correlation	.270**	.209*	.150	.046	.100	.223*	.111	.099	.308**	.179	.212*	.275**	.099	.182	.205*	1	.146	.220*	.148	.185	.171	.167	.092
	Sig. (2-tailed)	.006	.035	.132	.645	.315	.024	.266	.321	.002	.072	.033	.005	.324	.067	.039		.142	.026	.137	.062	.085	.093	.356
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
TM17	Pearson Correlation	.157	.204*	.031	-.096	-.018	-.114	.002	-.029	-.020	.077	.078	.024	.050	-.009	.154	.146	1	.043	.170	-.031	.067	.100	-.086

	Sig. (2-tailed)	.115	.039	.757	.337	.860	.252	.981	.776	.844	.441	.434	.811	.616	.932	.122	.142		.669	.087	.756	.507	.319	.392
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
EV1	Pearson Correlation	.311**	.268**	.066	.105	.134	.131	.161	-.015	.199*	.149	.081	.031	.129	.260**	-.113	.220*	.043	1	.184	.419**	.177	.135	.373**
	Sig. (2-tailed)	.001	.006	.509	.293	.179	.188	.106	.884	.045	.136	.419	.757	.197	.008	.259	.026	.669		.064	.000	.076	.176	.000
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
EV2	Pearson Correlation	.197*	.160	.053	.044	-.140	.111	.116	.066	.130	.109	.286**	.203*	.203*	.154	.259**	.148	.170	.184	1	.407**	.133	.158	.087
	Sig. (2-tailed)	.048	.108	.600	.661	.162	.265	.246	.510	.193	.275	.004	.040	.040	.122	.009	.137	.087	.064		.000	.183	.112	.384
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
EV3	Pearson Correlation	.046	.222*	.138	.149	.151	.017	.121	.084	.230*	-.030	.119	.038	.343**	.195*	-.082	.185	-.031	.419**	.407**	1	.281**	.395**	.245*
	Sig. (2-tailed)	.648	.025	.168	.134	.131	.864	.225	.401	.020	.765	.234	.708	.000	.049	.410	.062	.756	.000	.000		.004	.000	.013
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
EV4	Pearson Correlation	.235*	.269**	.107	.093	.116	.321**	.313**	.033	.112	.019	.121	.128	.240*	.332**	.069	.171	.067	.177	.133	.281**	1	.580**	.172
	Sig. (2-tailed)	.017	.006	.285	.355	.244	.001	.001	.742	.263	.849	.226	.199	.015	.001	.491	.085	.507	.076	.183	.004		.000	.083
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
EV5	Pearson Correlation	.121	.194	.127	.046	.207*	.202*	.277**	-.022	.083	-.012	.250*	.037	.379**	.241*	-.011	.167	.100	.135	.158	.395**	.580**	1	.326**
	Sig. (2-tailed)	.225	.051	.202	.643	.037	.042	.005	.824	.407	.909	.011	.708	.000	.015	.914	.093	.319	.176	.112	.000	.000		.001
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102

EV6	Pearson Correlation	.191	.223*	.110	.108	.081	.230*	.077	.156	.118	.006	.289**	-.008	.054	.015	.112	.092	-.086	.373**	.087	.245*	.172	.326**	1
	Sig. (2-tailed)	.055	.024	.269	.278	.417	.020	.439	.118	.236	.954	.003	.940	.592	.878	.263	.356	.392	.000	.384	.013	.083	.001	
	N	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102	102
**. Correlation is significant at the 0.01 level (2-tailed).																								
*. Correlation is significant at the 0.05 level (2-tailed).																								

Table :2: Correlation matrix item to item

Results and Discussion:

The correlation among the two variables namely Time management and Extroversion was checked the result of which is reported in the correlation matrix (table 3). Both the variables are highly correlated with each other. Throughout the analysis, time management is denoted by TM and extroversion is denoted by EV.

		TM	EV
TM	Personal correlation	1	.460"
	Sig (2-tailed)		.000
	N	102	102
EV	Personal correlation	460"	1
	Sig (2-tailed)	.000	
	N	102	102

Table 3. Correlation matrix variables to variables:
"Correlation is significant at 0.01 level"

Table 3 shows the correlation matrix. The table shows that the correlation intensity of TM with TM is 100 % and correlation intensity with EV is .466" and the significant value (p-value) is .000, which shows that it is in the range of -1 to 1, which shows that it is significantly correlated at 0.01 level. And the N shows the number of observation. The correlation shows that Extroversion is positively related to time management. The degree of association between time management and extroversion is 000 at the 0.01 level which is always positive.

Regression Analysis

To test hypothesis of the study, regression analysis was used in third step. In order to examine the H0 and H1 of the study, regression was run keeping Extroversion is independent and time management is dependent variables. The result of which is displayed in table 4, as follows:

Variables	B	t-stats	Sig
EV	.382	5.175	. 000
R Square =21.1%	Adjusted R –Square = 20.3%		

Table: 4 : Regression analysis :
"Correlation is significant at 0.01 levels"

The above table reveals that the coefficient of EV is .382' which is positive and highly significant at 0.01 level of significance and will show that the increase in one unit in extroversion will cause the increase of 382 in time management. The t-stats of Extroversion is 5.175 which also shows that result is highly significant. The overall fit of Models is 21.1% (adjusted R-square =20.3%). Hence Extroversion is found to be positively associated with time management and accepting the H1 hypothesis.

Recommendations and practical implications:

Following are the recommendation drawn from the results:
- ➢ Organization would provide such kind of environment for the extrovert in which they can easily attain their goals.
- ➢ Organization would provide opportunity to extrovert people to manage time in efficient manner.
- ➢ Organization would assign right duty to right people so that no one has difficulty in managing the time.
- ➢ Organization should hire extrovert people for their project as the extrovert people are very forceful and warmth so they can achieve the long term objective in proper time.
- ➢ Organization should put the extrovert people in the middle level management because they are so sociable and communicating and they should solve the problem in appropriate time and manner.

Limitations and future research

In this study there are many limitations such as:

1. Major limitation is the number of sample distributed. Future research is directed to carry out the research on large number of sample so that the result is more efficient.
2. Another limitation is the time and resource. The data is collected only from university students. In future research the collected data should belong to peoples from all fields of life.
3. Next limitation is that this study is only on single personality (extroversion) traits with the time management and future research should be taken in comparison with other personality traits of a person.
4. This study is mainly based on male student and future research should also include female students.
5. Ongoing study is in the Baluchistan province. Future study is directed to be taken in other provinces of Pakistan and as well as in other countries of the world.

Conclusion:

The result of this study revealed that time management and extroversion is positively related to each other. An extrovert person is succeeded in every field of life. Every organization must welcome extrovert peoples to get more efficient result because they manage their time very well.

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