# STUDY OF LEADERSHIP LEVELS, PLANNING, SUPPORT, OPERATIONS, PERFORMANCE EVALUATION, IMPROVING AND SUCESSFUL BUSINESS OPERATIONS OF THE AUTOMOTIVE COMPONENT INDUSTRY

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### ABSTRACT

Study of leadership levels, planning, support, operations, performance evaluation. Improving and successful business operations of the automotive component industry. 600 people are the sample group using stratified sampling. The results showed that most of the sample were male, 412 people, representing 68.60 percent, 41-50 years old, 201 people, representing 33.50 percent, working experience less than 10 years, 189 people, representing 31.50 percent, with a bachelor's degree. 308 people, representing 51.40 percent. In businesses with employees 201-499 people, 231 people, representing 38.50%. Manufacturer business, 200 people, representing 33.30%. 100% foreign owned companies, 157 people, representing 26.20%. Joint-venture companies, 133 people, 22.20%. Supplier Tier, 131 people, 21.80%. The company that does not have a design unit, 382 people, 63.71%. No research or product development unit (R&D Unit), 423 people, representing 70.50 percent. Results of the study of leadership, planning, support, operation, performance evaluation, improvement, and success in business operations of the component automotive manufacturing industry was found that leadership (lead) is at a high level. The mean is 3.83. Planning (plan) is at a high level. The mean is 3.26. The support (supp) is at a high level. The mean is 3.99. The operation (oper) is at a high level. The average value is 3.84. Efficiency rating (peev) is at a high level with an average of 4.00. The improvement (impr) is at a high level. The mean is 3.87 and the success in business (suss) is moderate with an average of 3.33.

Keywords: Automotive parts manufacturing industry /Business operations/ Leadership

## **INTRODUCTION**

Among the various challenges that are the main obstacles for the country's longterm development. It is a common awareness among all sectors that developing Thailand into a developed country with security, prosperity and sustainability in the long run is possible. The country must accelerate the development of strategic fundamentals in all areas, including increasing investment in research and development, develop of science, technology, and innovation, which must be carried out in parallel with accelerating the upgrading of skilled workers for groups entering the labor market and those in the current labor market in line with the targeted sectors of production and service and changes in technology. As well as, developing people to be completed people of all ages who can manage Change is a lifestyle environment especially well developed from human capital. Improving the quality of education, learning, skill development and elevating the quality of public health services to be

comprehensive in all areas. As well as promoting the role of social institutions in cultivating good people with discipline and good values and have social responsibility. In addition, in the coming period, development must focus on spatial development and increasing the economic potential of cities under the application of international quality management system standards.

Thailand's auto parts industry started about 100 years ago, at first it was only repairing parts or producing spare parts that could not be bought in the country. Later, when Thailand has more cars, auto parts manufacturers began to have more sales in the form of artificial parts or counterfeit parts. They are simple parts that do not require much technology and investment in machinery, tools, and production equipment.

In the 12th National Economic and Social Development Plan (2017-2021), industrial development, in order for Thailand to become a high-income country, it is necessary to determine target industries with current potential to drive the Thai economy in the next phase. Including the determination of future industries that can take advantage of the opportunities of changing new contexts in the world, such as entering aging society, climate change, technological advances, adapting to the industry 4.0 era driven by intense technology, digital and innovation to enhance Thailand's economic development. By setting target industries and guidelines of development during the 12<sup>th</sup> plan is considered from two dimensions: Thailand's opportunity from changes in various world contexts and Thailand's true competitiveness at present. The target industries can be divided into 2 groups: (1) industries where Thailand currently has a strong foundation to develop into industries that use more advanced technology, and (2) future industries that take advantage of opportunities from new contexts of the world, in which both groups of industries have Different guideline on core developments such as the development of building on the strength of the industry with current potential to upgrade to a high-tech industry by developing innovation, technology and creativity based on environmentally friendly production. The target industry is the automotive industry and parts that will develop into future vehicles such as electric vehicles (Office of the National Economic and Social Development Board, 2017).

In today's highly competitive business environment, manufacturing companies around the world strive to continually improve production efficiency and quality of goods or services. Organizations therefore apply various quality management system standards that can reassure customers and stakeholders, such as ISO. 9001:2015, which focuses on considering potential risks. And set measures to prevent problems that may occur, including IATF 16949, a standard applied in the automotive industry. Due to standardization of automotive products and automotive parts in the future is likely to continue to increase, including the safety standards of road users and environmental standards. Therefore, the automotive industry and auto parts need to pay more attention to standards and production technology. There is a very high possibility of replacing high-tech machine in production labor, such as automated production systems, as well as the combination of mechanical and electronic technologies. (mechatronics) to increase quality and increase production volume. It also compensates for the labor shortage in the future of the country at the same time. Therefore, future workers need to be skilled in using advanced and more complex production machines and technologies.

Therefore, the business of entrepreneurs in the automotive parts industry in order to survive, there are many factors, both internal and external environment, including leadership, planning, support, operations, performance evaluation, improvement, etc.

### **OBJECTIVE**

To study the level of leadership, planning, support, implementation, performance evaluation. Improving and successful business operations of the automotive component industry.

#### **METHODS**

The investigators used a quantitative research approach to obtain findings that met the study objectives.

The population used in this study were automotive parts enterprises in Thailand whom is a manufacturer of raw materials and automotive parts That produces and delivers parts to automobile assembly plants in Thailand, namely Isuzu, Toyota, Hino, Nissan, Mitsubishi, Honda, Mazda, Ford and GM, which have 1,316 establishments that produce raw materials and parts. Factory, (Referenced in Chatkaew Hatrwung, 2012, p. 144) a sample of 600 people was used using a stratified sampling method.

Preliminary data analysis is an analysis of the general information of the respondents. to display the symbol distribution of variables Descriptive statistics were used: frequency, percentage, minimum, maximum, mean  $(\overline{X})$  and standard deviation (S.D.) to describe the general characteristics of the sample. Level analysis of variables, Leadership, Planning, Support, Operations, Performance Evaluation, Improvement, and Business Success, and examining differences. Difference of leadership (Leadership)

#### RESULTS

Results of analyzing the personal information of the sample

Personal Information	Quantity	Percentage	
Sex			
Male	412	68.60	
Female	188	31.40	
Result	600	100.00	
Age			
Less than 30 years old	129	21.50	
30-40 years old	194	32.40	
41 - 50 years old	201	33.50	
More than 50 years old	76	12.60	
Total	600	100.00	
Work experience			
Less than 10 years	189	31.50	
10 - 20 years	134	22.40	
21 - 30 years	183	30.50	
More than 30 years	94	15.60	
Total	600	100.00	
Highest level of education			
Less than bachelor's Degree	99	16.50	
Bachelor's Degree	308	51.40	
Master's Degree	183	30.50	
Higher than Master degree	10	1.60	
Total	600	100.00	

Table 1 Number and percentage of general characteristics of of the sample (n=600)

Table 1 found that most of the samples were male, 412 people, representing 68.60%, 41-50 years old, 201 people, representing 33.50%, with work experience of less than 10 years, 189 people, representing 31.50%. The highest level of education was a bachelor's degree of 308 people, representing 51.40 percent.

Personal information	Quantity	Percentage
Number of employees	-	
Less than 200	172	28.60
201 - 499	231	38.50
500 - 999	128	21.30
More than 1,000	70	11.60
Total	600	100.00
Type of Business		
Raw material supplier	176	29.40
Component supplier	188	31.30
Manufacturer	200	33.30
Others	36	6.00
Total	600	100.00
Company ownership proportion		
Thai nationals hold 100% of the shares.	158	26.40
Having Thai nationality holding shares more than 50% but		
not more than 100%	153	25.50
Foreigners hold 100% of shares.	157	26.20
Foreigners holding more than 50% but not more than 100%	131	21.90
Total	600	100.00
		200000
Personal information	Quantity	Percentage
Shareholders of business	v	U
Thai national private owned	152	25.40
Thai companies hold majority shares.	129	21.50
Thai companies hold majority shares. Joint venture	129 133	21.50 22.20
Joint venture	133	22.20
Joint venture Wholly foreign owned	133 102	22.20 17.00
Joint venture Wholly foreign owned Technical Assistant-Agreement	133 102 73	22.20 17.00 12.10
Joint venture Wholly foreign owned Technical Assistant-Agreement Others	133 102 73 11	22.20 17.00 12.10 1.80
Joint venture Wholly foreign owned Technical Assistant-Agreement Others <b>Total</b>	133 102 73	22.20 17.00 12.10
Joint venture Wholly foreign owned Technical Assistant-Agreement Others Total Type of business	133 102 73 11 <b>600</b>	22.20 17.00 12.10 1.80 <b>100.00</b>
Joint venture Wholly foreign owned Technical Assistant-Agreement Others <b>Total</b> <b>Type of business</b> Supplier Tier 1	133 102 73 11 <b>600</b> 117	22.20 17.00 12.10 1.80 <b>100.00</b> 19.50
Joint venture Wholly foreign owned Technical Assistant-Agreement Others <b>Total</b> <b>Type of business</b> Supplier Tier 1 Supplier Tier 2	133 102 73 11 <b>600</b> 117 109	22.20 17.00 12.10 1.80 <b>100.00</b> 19.50 18.20
Joint venture Wholly foreign owned Technical Assistant-Agreement Others <b>Total</b> <b>Type of business</b> Supplier Tier 1 Supplier Tier 2 Supplier Tier 1, 2	133 102 73 11 <b>600</b> 117 109 121	22.20 17.00 12.10 1.80 <b>100.00</b> 19.50 18.20 20.10
Joint venture Wholly foreign owned Technical Assistant-Agreement Others <b>Total</b> <b>Type of business</b> Supplier Tier 1 Supplier Tier 2 Supplier Tier 1, 2 Supplier Tier 1	133 102 73 11 <b>600</b> 117 109 121 131	22.20 17.00 12.10 1.80 <b>100.00</b> 19.50 18.20 20.10 21.80
Joint venture Wholly foreign owned Technical Assistant-Agreement Others <b>Total</b> <b>Type of business</b> Supplier Tier 1 Supplier Tier 2 Supplier Tier 1, 2 Supplier Tier 2, 3	133 102 73 11 <b>600</b> 117 109 121 131 98	22.20 17.00 12.10 1.80 <b>100.00</b> 19.50 18.20 20.10 21.80 16.40
Joint venture Wholly foreign owned Technical Assistant-Agreement Others <b>Total</b> <b>Type of business</b> Supplier Tier 1 Supplier Tier 2 Supplier Tier 1, 2 Supplier Tier 1, 2 Supplier Tier 2, 3 Others	133 102 73 11 <b>600</b> 117 109 121 131 98 24	22.20 17.00 12.10 1.80 <b>100.00</b> 19.50 18.20 20.10 21.80 16.40 4.00
Joint venture Wholly foreign owned Technical Assistant-Agreement Others <b>Total</b> <b>Type of business</b> Supplier Tier 1 Supplier Tier 2 Supplier Tier 1, 2 Supplier Tier 1, 2 Supplier Tier 2, 3 Others <b>Total</b>	133 102 73 11 <b>600</b> 117 109 121 131 98	22.20 17.00 12.10 1.80 <b>100.00</b> 19.50 18.20 20.10 21.80 16.40
Joint venture Wholly foreign owned Technical Assistant-Agreement Others <b>Total</b> <b>Type of business</b> Supplier Tier 1 Supplier Tier 2 Supplier Tier 1, 2 Supplier Tier 1, 2 Supplier Tier 2, 3 Others <b>Total</b> <b>Design Unit</b>	133 102 73 11 <b>600</b> 117 109 121 131 98 24 <b>600</b>	22.20 17.00 12.10 1.80 <b>100.00</b> 19.50 18.20 20.10 21.80 16.40 4.00 <b>100.00</b>
Joint venture Wholly foreign owned Technical Assistant-Agreement Others <b>Total</b> <b>Type of business</b> Supplier Tier 1 Supplier Tier 2 Supplier Tier 1, 2 Supplier Tier 1, 2 Supplier Tier 2, 3 Others <b>Total</b> <b>Design Unit</b> Have design unit	133 102 73 11 <b>600</b> 117 109 121 131 98 24 <b>600</b> 218	22.20 17.00 12.10 1.80 <b>100.00</b> 19.50 18.20 20.10 21.80 16.40 4.00 <b>100.00</b> 36.29
Joint venture Wholly foreign owned Technical Assistant-Agreement Others <b>Total</b> <b>Type of business</b> Supplier Tier 1 Supplier Tier 2 Supplier Tier 1, 2 Supplier Tier 2, 3 Others <b>Total</b> <b>Design Unit</b> Have design unit Does not have design unit	133 102 73 11 <b>600</b> 117 109 121 131 98 24 <b>600</b> 218 382	22.20 17.00 12.10 1.80 <b>100.00</b> 19.50 18.20 20.10 21.80 16.40 4.00 <b>100.00</b> 36.29 63.71
Joint venture Wholly foreign owned Technical Assistant-Agreement Others <b>Total</b> <b>Type of business</b> Supplier Tier 1 Supplier Tier 2 Supplier Tier 1, 2 Supplier Tier 2, 3 Others <b>Total</b> <b>Design Unit</b> Have design unit Does not have design unit <b>Total</b>	133 102 73 11 <b>600</b> 117 109 121 131 98 24 <b>600</b> 218	22.20 17.00 12.10 1.80 <b>100.00</b> 19.50 18.20 20.10 21.80 16.40 4.00 <b>100.00</b> 36.29
Joint venture Wholly foreign owned Technical Assistant-Agreement Others <b>Total</b> <b>Type of business</b> Supplier Tier 1 Supplier Tier 2 Supplier Tier 1, 2 Supplier Tier 2, 3 Others <b>Total</b> <b>Design Unit</b> Have design unit Does not have design unit <b>Total</b> <b>R&amp;D Unit</b>	133 102 73 11 <b>600</b> 117 109 121 131 98 24 <b>600</b> 218 382 <b>600</b>	22.20 17.00 12.10 1.80 <b>100.00</b> 19.50 18.20 20.10 21.80 16.40 4.00 <b>100.00</b> 36.29 63.71 <b>100.00</b>
Joint venture Wholly foreign owned Technical Assistant-Agreement Others <b>Total</b> <b>Type of business</b> Supplier Tier 1 Supplier Tier 2 Supplier Tier 1, 2 Supplier Tier 2, 3 Others <b>Total</b> <b>Design Unit</b> Have design unit Does not have design unit <b>Total</b> <b>R&amp;D Unit</b> Have R&D Unit	133 102 73 11 <b>600</b> 117 109 121 131 98 24 <b>600</b> 218 382 <b>600</b> 177	22.20 17.00 12.10 1.80 <b>100.00</b> 19.50 18.20 20.10 21.80 16.40 4.00 <b>100.00</b> 36.29 63.71 <b>100.00</b> 29.50
Joint venture Wholly foreign owned Technical Assistant-Agreement Others <b>Total</b> <b>Type of business</b> Supplier Tier 1 Supplier Tier 2 Supplier Tier 1, 2 Supplier Tier 1, 2 Supplier Tier 2, 3 Others <b>Total</b> <b>Design Unit</b> Have design unit Does not have design unit <b>Total</b> <b>R&amp;D Unit</b>	133 102 73 11 <b>600</b> 117 109 121 131 98 24 <b>600</b> 218 382 <b>600</b>	22.20 17.00 12.10 1.80 <b>100.00</b> 19.50 18.20 20.10 21.80 16.40 4.00 <b>100.00</b> 36.29 63.71 <b>100.00</b>

**Table 2** Number and percentage of business operations of respondents (n=600)

Variation	Μ	S.D.	Meaning
1. Leadership (lead)			
1.1 Commitment of the administration (strlea)	3.98	0.67	High
1.2 Customer focus (cuslea)	4.00	0.67	High
1.3 Quality policy (pollea)	3.91	0.68	High
1.4 Management review (revlea)	3.49	0.80	Medium
1.5 Ability of leader (abilea)	3.74	0.81	High
Average Total	3.83	0.73	High
2. Planning (plan)			
2.1 Assessment of internal and external risks (rispla)	3.16	0.90	Medium
2.2 Defining contingency plans based on risks and impacts	2.98	0.91	Medium
with customers (bacpla)			
2.3 Business process risks (propla)	3.31	0.91	Medium
2.4 Business value planning (valpla)	3.60	0.88	High
Total average	3.26	0.90	Medium
3. Support (supp)			
3.1 Senior management support (ceosup)	3.77	0.74	High
3.2 Training and technical developments (trasup)	4.08	0.75	High
3.3 Supplier Quality Management System (quasup)	4.11	0.71	High
Total average	3.99	0.73	High
4. Operation (oper)			
4.1 Senior management support (desope)	3.82	0.75	High
4.2 Product control processes and services provided from outside (proope)	4.07	0.69	High
4.3 Organizational learning capabilities (lerope)	3.87	0.79	High
4.4 The ability to manage knowledge (knoope)	3.74	0.67	High
4.5 Stakeholder relations (steope)	3.72	0.67	High
		0.71	High

**Table 3** Mean, Standard deviation and interpretation of the level of leadership (lead), planning (plan), support (supp), operation (oper), performance evaluation (peev), improvement (impr) and business success (suss). (n = 600)

Variation	Μ	S.D.	Meaning
5. performance assessment (peev)			
5.1 Auditing the effectiveness of the control plan (conpee)	3.95	0.74	High
5.2 Determining the competence of internal auditors (audpee)	3.94	0.75	High
5.3 Assessment of customer satisfaction (satpee)	4.06	0.76	High
5.4 Review of the organization's quality management system (quapee)	4.06	0.72	High
Total average	4.00	0.74	High
6. Improvement (impr)			
6.1 Using innovation to improve (inoimp)	3.71	0.75	High
6.2 Proper implementation of continuous improvement,	4.03	0.71	High
adequate, and effective quality of management system (conimp)			
6.3 employee engagement level (parimp)	3.86	0.80	High
Total average	3.87	0.75	High
7. Success in business (suss)			
7.1 Financial (finsus)	3.60	0.75	High
7.2 Customer (cussus)	3.43	0.80	Medium
7.3 Internal Process (etrsus)	3.14	0.93	Medium
7.4 learning and development (radsus)	3.17	0.84	Medium
Total average	3.33	0.83	Medium

From the table, it was found that leadership (lead) is at a high level. The mean was 3.83. Planning (plan) is at a high level. The mean is 3.26. The support (supp) is at a high level. The mean is 3.99. The operation (oper) is at a high level. The average value is 3.84. Efficiency rating (peev) is at a high level with an average of 4.00. The improvement (impr) is at a high level. The mean is 3.87 and the success in business (suss) is moderate with an average of 3.33

# CONCLUSION

A study of leadership levels, planning, support, operations, performance evaluation. The improvement and success in business operations of the automotive parts industry showed that the leadership (lead) is at a high level. The mean is 3.83. Planning (plan) is at a high level. The mean is 3.26. The support (supp) is at a high level. The mean os 3.99. The operation (oper) is at a high level. The average value is 3.84. Efficiency rating (peev) iss at a high level. with an average of 4.00. The improvement (impr) is at a high level. The mean is 3.87 and the success

in business (suss) is moderate with an average of 3.33, consistent with the research of F. R., Oprime, P. C., & Lizarelli, F. L. (2017), Renato Ribeiro Alves Tunes. (2018). Pelin Arsezen-Otamis, Isil Arikan-Saltik, Sumeyra Babacan, (2015). Omar Rabeea Mahdi, Erzan Shafizan Bin Gulam Mohd, Mahmoud Khalid Almsafir, (2014). Permata Wulandari, Wustari Mangundjaya, and Dharmayati B. Utoyo, (2015). Jordi Canals, (2014)

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