

## Appendix 1 – Questionnaire

# Poor leadership and its effect on revenue, employees performance, company's culture and decision making

I'm a student at Hungarian University of agriculture and life sciences and I'm studying master of Management and Leadership, The purpose of this questionnaire is to study how poor leadership can effect the companies and organizations. Please read all questions carefully, the transparency of your answers will serve this research, I will not mention any names or personal data in my research, all the collected data will be secured.

1- Gender

Male

Female

2- Age

18 – 24

25 – 30

31 – 45

< 45

3- What is your occupation level

Entry-level

Intermediate or experienced (senior staff)

Middle management (Leader)

Executive or senior management

4- How important for you to have comfortable and healthy environment with your leader

please choose from 1-3 in which

(1) not important

(2) Neutral

(3) Important

5- How important for you to have continuous learning and development at your work

(1) not important

(2) Neutral

(3) Important

6- How important is it to have a recognition programs at your work

(1) not important

(2) Neutral

(3) Important

7- How stressed are you when you are not comfortable with your leader

(1) Never

(2) Little stressed

(3) Very stressed

8- How often would you make mistakes because your leader is not qualified enough

(1) Never

(2) Often

(3) Always

9- Do you hesitate to speak about your problems to your leader ?

(1) Yes

(2) Sometimes

(3) No

10- Does your leader listen to you effectively when you speak with him/her?

(1) Yes

(3) No

11- How often do you feel that you are not doing your best because of your leader

(1) Never

(2) Sometimes

(3) Often

(4) Always

## Appendix 2 – Interview questions

- 1- How can leadership increase or decrease the revenue generating.
- 2- What is a sales leader and how leaders are involved in revenue generating
- 3- How the company's culture can get effected by poor leadership
- 4- What are the aspects that are related to company's culture and leaders
- 5- What are the main skills that a leader must have in order to make decisions.
- 6- How leaders can affect other employees performance