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# Entrepreneurial Innovation Mediation among Marketing Strategies and Business Sustainability in Ethiopia

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#### ABSTRACT

Present study was conducted to examine the predicators of marketing strategies on the organizational performance with mediation of entrepreneurship innovation in Sustainable business scenario. The researchers had designed both descriptive and inferential statistics and different methodologies. The sampling technique was both non-probability and probability incorporating simple random sampling technique. The data for this study were obtained from Oromia International Bank, Ethiopia as the representative organization with a survey of 425 customers of Oromia International Bank, those served in sectors and modern organizations staff of Bule-Hora branch, Ethiopia. The researchers, finally come up with the result, of less marketing strategy implementation and the decreasing the organization performance which are mainly associated with poor leaders capacity, Work environment and poor Employees commitment and poor technology adoption ,related predicators were among the major problems while adoption of mediation of entrepreneurship innovation . Leader's capacity is single of the most promising ways to increase organization performance in Ethiopia. The researchers recommended that the concerned body had to have applied so as to end up with the problems observed in marketing strategy implementation, control the predicators, and in turn provide good marketing strategy implementation as well as good organization performance.

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# 1. INTRODUCTION

Strategy adopted for strategic Marketing has been used for gaining more market share and comparative position in market standing. This was imperative by the Boston Consultancy Group in BCG matrix (Garcia, 2022; Jain, 2022). Strategies for Marketing involves different marketing activities based on marketing theories for getting viable improvement in existing marketing plan to get completive advantage in form of more market share and profitability (Islam & Abd Wahab,, 2022; Shane, 20210). For getting competitive advantage some companies throughout the world follow the process of product standardization to easily follow the market strategy that is similar throughout the global level known as globalized market strategy but some companies in opposite to this centered towards their own market strategy that is region centric. Single more is traditionally adopted by the Sustainable company that is known as Ethnocentric in approach. Ethnocentric approach is unique to Sustainable companies that is act locally and do business locally. This philosophy is based on the notion of cultural

federalism. Here in Ethnocentric approach, Sustainable companies focus is not on getting competitive advantage but to sustain in the market (Dubihlela, 2013).

Therefore to get standardization, Sustainable companies nowadays inclined towards framing the global level marketing strategies and global level plans to implement that marketing strategies. As given by McCarthy in concept of marketing mix, that to get competitive advantage company need to club the four Ps that are producer, price, place and promotion at the same time to strengthen the marketing mix (Nashwa, 2022).

Strategy adopted for market to get more market orientation imperative to convey higher client worth by mixing the strategies to attract the customer to a business segment to influence the marketing forces in the marketing environment (Kalkidan, 2019). Conventionally as per the basic theories like resource-based view (RBV) and market-based view (MBV), companies need to combine its resources after the adoption of SWOT analysis by accessing the strength, weakness, opportunity and threats of the internal and external environment (Hashem, 2015). Dixit et. all.,(2022) access the marketing strategy predicators on organization performance in Sustainable business scenario, and found that marketing strategy predicators have significant influence on organization performance in case of Sustainable business environment.

Arokodare & Asikhia (2020), study on application of Strategic agility in achieving the superior performance of organizational with help of logical instrumentalism by seeing and forecasting the future. Marketing Strategy is a elementary administration instrument in every multi faced association. Marketing Strategy in these superior organizations used as a multi-dimensional ideological device to change the working environment according to the dynamics of business environment and the requirements to complete the same task in different efficient ways in different business environments (Oyewobi, 2022).

Marketing Strategy is the association among resources of an organization and its internal environment in form of its human resources skills, technology adoption, financial capabilities and the external environmental constraints in form of threats and opportunities that balances the challenges faced by the firm in case of completion and helps to get competitive advantages even un fluctuating business environment (Bag & Omrane, 2022; Haimanot, 2022). Less marketing strategy implementation and the decreasing the organization performance which are mainly associated with poor leaders capacity, Work environment and poor Employees commitment and poor technology adoption ,related predicators were among the major problems while adoption of mediation of entrepreneurship innovation (Islam & Munir, 2022; Tang Yao, Boadu, & Xie, 2022; Mehralian, 2022; Wang, Mundorf & Salzarulo-McGuigan, 2022).

# **1.2. STATEMENT OF PROBLEM**

Olson et. all., (2022) in their study of "The application of human resource management policies within the marketing organization: The impact on business and marketing strategy implementat" found a positive and significant association between Marketing Strategy Predicators and. Organization Performance. Similarly, Lestari et. all, (2020) in their study of "antecedents and consequences of innovation and business strategy on performance and competitive advantage of SMEs" found a positive and significant association between Marketing Strategy Predicators and Organization Performance. Papadas et. all. (2019) in their study "The interplay of strategic and internal green marketing orientation on competitive advantage" found the same positive and significant association between the Marketing Strategy Predicators and Organization Performance. Similarly, in different countries around the world many researchers have studied several predicators that affect the marketing strategy. The study of Girma (2022) examined the same predicators that affect the marketing strategy such as organization structure and organization system predicators. But his work is limited to disclose the knowledge gap that untouched in Ethiopian context such as employee's perception, work environment, technology and customer attitude that influences the marketing strategy of bank industry. Thus, those researchers did not mention this in detail about what actors affects specifically to the marketing strategy and organization performance. So, this is the reason why this study aimed and tried to examine on what and how the predicators affect the marketing strategy in modern organizations that specially hidden potential bank sectors and in turn on how it affects the organization performance in modern organizations, particularly in Bule Hora branch and determine its influence level.

# **1.3.** Objectives of the study



- 1) To identify major predicators that influences the marketing strategy in the study area.
- 2) To examine the relation of marketing strategy and organization performance.
- 3) To determine the extent of influence of marketing strategy determinant on organization performance in the study area.

# 2. LITERATURE REVIEW

In organizational regulations, as a concept marketing strategy is the promotional common sense by use of which the big business as a combined element supposed to accomplish its advertising goals (Varadarajan, 2010).

**2.1.1. Market strategies effect on organization performance:** As a concept leadership is the art of influencing the behavior of followers. Gobena, A. E., & Kant, S. (2022) in their study "Assessing the Effect of Endogenous Culture, Local Resources, Eco-Friendly Environment and Modern Strategy Development on Entrepreneurial Development" found that positive and significant association between the leadership as a Marketing Strategy Predicators and Organization Performance. Kant, S., & Tufa, G. (2020) in Reviewing the Relevance of Leadership Styles on Leadership Outcomes in their Epistemological Study found a positive and significant association between the leadership as a Marketing Strategy Predicators and Organization Performance. Kant, S. (2022) manifested in Scientific Review on Assessing Effect of Endogenous Culture, Local Resource, Eco-Friendly Environment and Modern Strategy Development on Entrepreneurial Development there is positive and significant association between the leadership as a Marketing Strategy Predicators and Organization Performance. Kant, S. (2022) manifested in Scientific Review on Assessing Effect of Endogenous Culture, Local Resource, Eco-Friendly Environment and Modern Strategy Development on Entrepreneurial Development there is positive and significant association between the leadership as a Marketing Strategy Predicators and Organization Performance.

Less marketing strategy implementation and the decreasing the organization performance which are mainly associated with poor leaders capacity, Work environment and poor Employees commitment and poor technology adoption ,related predicators were among the major problems while adoption of mediation of entrepreneurship innovation (Islam & Munir, 2022; Tang Yao, Boadu, & Xie, 2022; Mehralian, 2022; Wang, Mundorf & Salzarulo-McGuigan, 2022).But in contrast of above studies, Le Roy & Czakon (2022) while conducting study on "Managing coopetition: the missing link between strategy and performance. *Industrial Marketing Management" found a* negative and insignificant association between the Marketing Strategy Predicators and Organizations: What moderates the effects of workplace diversity?" *found a* negative and insignificant association Performance.

# 2.1.2. Employee Commitment influence on organization performance

Mishra, S. S., & Kasim, J. J. (2022) in their study on Team culture, employee commitment and job performance in public sectors used a a multi-level analysis and found positive and significant association between the Employee Commitment as a Marketing Strategy Predicators and Organization Performance. As a psychological engagement Commitment is known as employees affective commitment towards the organization work and it intrinsic in helping ana employee its organizational goals. (Mulugeta, A., & Pandian, A. V. R. (2020). Promoting dedication among workers is significant for the reason that exclusive of this leads to alienation among the human recourses (Brisco and Claus, 20218; Fugate, 20219; Addisalem, 2019).

Dereso & Kant (2022) in their research in Bule Hora University, Ethiopia on "Education sector structural digital transformations in comprehensive Universities of Ethiopia in post COVID-19 periods" also manifested the inverse and insignificant association between the Strategy Predicators and Organization Performance. WataDereso & Kant (2022) in their another study in Bule Hora University, Ethiopia "Mediating Affect of COVID-19 Panic on Comprehensive Universities Students Entrepreneurial Behavior through Structural Equation Modeling" fond the same supporting result during the COVID-19 period. So, these contradictory evidences paved the way forward for the present study to check this evidence gap in the reviewed literature.

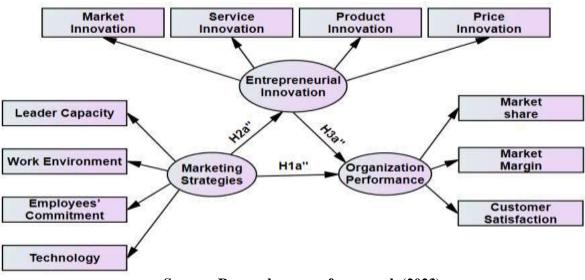
**2.1.3. Mediation of commitment:** Kassahun (2022) study on "commitment" as of nurses in public referral hospitals of West Amhara, Ethiopia" positive and significant association between the work environment as a Marketing Strategy Predicators and Organization Performance.

Evaluation of firm internal and external business environment showing the employees behavior in term of organization culture, work attitude is known as Work environment. Work environment decides the employee's engagement in work and its attitude, values and belief towards his work that leads to organizational success.

Kant (2020) in his study on "Critical Appraisal of Prevailing Marketing Mix: Applies Particularly to the Digital Marketing Metaphor" manifested the same result that Marketing Strategy Predicators has positive and significant effect on marketing orientation. Tufa, G., & Kant, S (2020) while Investigating the Impact of Customer Relationship Marketing Perceived Predicators on Customer Loyalty in Ethiopian Banking Sector, found the similar results. So, it is interrelated on base of these above studies in different environment that the Marketing Strategy Predicators have positive and significant effect on Organization Performance.

# 2.1.4 Hypothesis:

H1a: Market Strategies have significant relation with Organizational performance.
H2a: Market Strategies have significant relation with Entrepreneurial Innovation.
H3a: Entrepreneurial Innovation has significant relation with Organizational performance.
H4a: Entrepreneurial Innovation has significant mediation role in between Market Strategies and Organizational performance



Source – Researchers own framework (2023)

# 3. Research Methodology

# 3.1. Study area Description

Bule Hora city administration is located in Northern part of country west Guji Zsingle Oromia Region which is far away from Addis Ababa 464 km. BuleHora is a city administration with varying elevation (west Guji Zsingle report 2012 E.C).

# 3.2. Research Design

The paper used the descriptive research design in order to depict the respondents features in form of bank management and customers of modern organization such as: position of respondent, year of experience engaging in organization, education level, classification of income group, and proportion of the ownership and other qualitatively measured aspects of bank employees.

# **3.2.1.** Target Population of the Study

The study population/participants was been the staff and customers of modern organization Bule Hora woreda. The data has been collecting from managements of modern organization and customers of bank), which comes from the Bule Hora Branches at Bule Hora woreda of Oromia Region. According to data obtained from the branch there are 230 employees that were worked in Branch office and 250 customers of bank that get service from the bank.

# 3.2.2. Sampling Methods

The sampling techniques have been stratified sampling techniques. For this purposive sampling has been used to select modern organization Employees and customers from the Bule Hora branch, while stratified sampling has been used to categorize heterogeneous group to be homogeneous strata.

# **3.2.3 Sample Size Determination**

The sampling size has been determined by applying Yamane's (1967) statistical formula to calculate sample size.

Based on this formula, the sample size has been calculated as follows:

$$n = \frac{N}{1 + N(e)^2}$$
$$n = \frac{N}{1 + N(e)^2} \frac{480}{1 + 380(0.03)} 2$$
$$= 425$$

# 4. DATA ANALYSIS

The data was analyzed by IBM model SPSS 20 version. Out of total sample size 124, 9 respondents were not returned the questionnaires due to miscellaneous problem. Single hundred fifteen (425) questionnaires were collected effectively that result in a response rate of 92.7%. So, the analysis was made based on 425 responded questionnaires.

# 4.1. Reliability Test Result

Cronbach's alpha is single of the most commonly accepted measures of reliability.

Table 1.2: Reliability Test							
Item	Number of item	Cronbach's Alpha test					
Capable leaders	6	0.929					
Work environment	3	0.734					
Employees commitment	7	0.802					
Technology	3	0.681					
Cronbach's Alpha for the entire	19	0.826667					
questionnaire							

# Source: SPSS OUTPUT, 2023.

Cronbach's Alpha is in the range among 0.681-0.929 showed the reliability of all variables in the summation values of all related items.

# 4.2. Descriptive Statistical Analysis

Table 1.3: Descriptive Statistics							
Descriptive Statistics							
N Minimum Maximum Mean Std. Deviation							
Leader's capacity	425	1	5	4.66	0.4356		
Working environment	425	1	5	4.42	0.866		
Employees commitment	425	1	5	4.52	0.64525		
Technology	425	1	5	4.38	0.4356		
Valid N (list wise)	425						

# Source: SPSS Output. 2023

Leader's capacity has a min of three and max of five with a mean of 4.66 and SD of 0.4356. This means that most of the respondents agree that the Based on the data observed from the table 1.3 accessing leader's capability (variation in leaders, creativeness and leading) become hinder organization performance predicators that were affect marketing strategy.

4.2.1 The level that the various marketing strategy predicators affect organization performance **Table 1.4: Frequency Distribution of the Level of Affects** 

Leaders capacity	Frequency	Percent	Level of Chi-square	Significance
				Level
Low	13	11.3	7.315	< 0.05*
Moderate	16	13.9		0.026
High	86	74.78		
Total	425			
Work Environment	Frequency	Percent	Level of Chi-square	Significance
			-	Level
Low	14	12.1	7.399	< 0.05*
Moderate	68	59.1		0.025
High	33	28.6		
Total	425			
Employees	Frequency	Percent	Level of Chi-square	Significance
commitment				Level
Low	13	11.3	4.545	
Moderate	17	14.7	_	0.103
High	85	73.9		< 0.05*
Total				
Technology	Frequency	Percent	Level of Chi-square	Significance
predicators				Level
Low	17	14.7	3.645	<0.05*
Moderate	59	51.3		0.108
High	39	33,9		
	425			

Source SPSS 20 output (2023)

Note: The scale of values for the perspective's evaluation, as shown in table included Chi-square values and P value. Key=3-high, 2- moderate, 1-low

Table 1.4 shows the Chi-square test for goodness of fit equality of level of effects of various predicators. Null hypothesis was rejected because the level of significance is below .05 and the alternative hypothesis was accepted. Hence it is observed that Level of predicators of organization performance is not equally distributed. Based on percentage, level of Leaders capacity predicators belongs to high level (74.78% and Employees commitment factor total belongs to high level (73.9%). Since Null hypothesis was rejected because the level of significance is below .05 and the alternative hypothesis was accepted, which implies that level organizational predicators are equally distributed. This implies that marketing strategy implementation in modern organization being as an economic back-bsingle of the country its effects give birth for declining GDP of the country at large related to when it not appropriately applied and not increase saving and credited culture in area .

# 4.3. Inferential statistics analysis

4.3.1. Correlation result on the relationship among independent variables and organizational performance (DV).

Correlation	Organizational Performance	
Leader's capability predicators	Pearson Correlation	.933
	Sig. (2-tailed)	.000
	Ν	425
Work Environments predicators	Pearson Correlation	.917
	Sig. (2-tailed)	.000
	Ν	425
Employees-commitment predicators	Pearson Correlation	.910
	Sig. (2-tailed)	.000
	Ν	425
Technology predicators	Pearson Correlation	.925

 Table 1.5: Pearson Correlation (zero ordered matrix n=425)



	Sig. (2-tailed)	.000				
	Ν	425				
**. Correlation is significant at the 0.01 level (2-tailed).						

# Source: SPSS (20) Output, 2023

As it is clearly indicated in the above table, a physically powerful constructive association was found among employee commitment as a factor of Marketing Strategy on Organization Performance in Sustainable Business Scenario (r=0.910\*\*, p<0.001), Work Environments predicators and organization performance (r =0. 917\*\*, p <0.001), and Leader's capability predicators and organization performance (r=0.933\*\*, p<0.001), Employees commitment predicators as a factor of Marketing Strategy Predicators on Organization Performance in Sustainable Business Scenario found a strong relation (r=0.910, p<0.001), and Environments predicators and organization performance (r =0. 917\*\*, p <0.001.

4.3.2 Multiple regression analysis

	Table 1.6: Regression model summery									
Model Summary										
Model	R	R Square	Adjusted R Square	Std. Error	Change Statistics				Durbin watson	
					R Square Change	F Change	df1	df2	Sig. F Chang e	
1	.939a	.882	.880	.1.135	.880	831.498	2	112	.000	.2021
a .Predictors: (Constant), Technology, Employees' Commitment, Leader Capacity, Work Environment										
b .Depen	b .Dependent Variable: Organization Performance									
	Sou	rce: SPSS (2	0) Output, 2023	3						

In above table correlation is depicted with R. value of R in above regression model summery is 0.939, which indicated a strong association among Marketing Strategy Predicators on Organization Performance in Sustainable Business Scenario. R multiply with R gives the R-square value, which is 0.882. R-square shows the combined of all explored variable on the explained variable that is 88.2%.

ANOVA <sup>a</sup>								
Model		Sum of Squares	Df	Mean Square	F	Sig.		
	Regression	1096.527	4	274.132	229.358	.000 <sup>b</sup>		
1	Residual	131.473	110	1.195				
	Total	1228.000	114					
a. Depend	a. Dependent Variable: ORGANIZATION PERFORMANCE							
b. Predict COMMIT	ors: (Constant), TECHN MENT	OLOGY, WORK EI	NVIRONM	IENT, LEADER CA	APACITY, E	MPLOYEES'		

# Source: SPSS (20) Output 2023

Value of ANOVA in form of significance value that is p-value shows the combined significance of all explored variable on the explained variable, as the significance value that is p-value is 0.000 which is below the 0.05 level, showed the combined significance of all explored variable on the explained variable.

Coefficients <sup>a</sup>							
Model		Unstandardized Coefficients		Standardized Coefficients	Т	Sig.	
		В	Std. Error	Beta			
	(Constant)	4.223	.451		9.365	.000	
	LEADER CAPACITY	.272	.083	.451	3.281	.001	
1	WORK ENVIRONMENT	.203	.095	.242	2.136	.001	
	EMPLOYEES' COMMITMENT	.133	.102	.179	1.296	.001	
	TECHNOLOGY	.408	.103	.446	3.960	.000	
a Dana	ndent Variable: ORGANIZ	ΔΤΙΩΝ ΡΕΡΕΩ	DMANCE				

Table 1.7: Coefficients of the regression model	(saturated model with all IV)
Table 1.7. Coefficients of the regression model	(Saturated model with an 1 )

a. Dependent Variable: ORGANIZATION PERFORMANCE

Source: SPSS (20) Output 2023

# 4.4 Analysis:

 $\Box$ In organization performance single unit change leader's capacity is predicted to result in 0.451 Standardized Coefficients single unit change organization performance when the variables remain constant.

 $\Box$  Organization performance increases in standardized the work environments are predicted to result in 0.242 single unit change organization performance when the variables remains constant.

 $\Box$  In organization performance single unit change Employees commitments is predicted to result in 0.179standard deviation single unit change organization performance when the variables remains constant.

□ In organization performance single unit change technology is predicted to result in 0.446standard deviation single unit change organization performance when the variables remains constant.

# 4.4.1 Normality Assessment:

Statistics <sup>a</sup> Residuals								
	Least	High	Mean	Deviation Std.	Ν			
Value Predicted	2.6376	4.4376	3.7311	.41590	425			
Predicted Std. Value	-2.629	1.699	.000	1.000	425			
Predicted Error Value	.036	.102	.049	.015	425			
Adjusted Predicted Value	2.5980	4.4417	3.7308	.41629	425			
Error Term	-2.68760	2.02904	.00000	.73712	425			
Residual Std.	-3.642	2.749	.000	.999	425			
Residual Stud.	-3.646	2.776	.000	1.002	425			
Residual Deleted	-2.69418	2.06866	.00026	.74242	425			
Deleted Stud. Residual	-3.702	2.799	001	1.006	425			
Distance Mahal.	.011	6.912	.998	1.467	425			
Distance Cook's	.000	.075	.004	.009	425			
Leverage Centered Value	.000	.017	.002	.004	425			

#### Table 1.8: Normality Assessment Statistics<sup>a</sup> Residuals

a. Dependent Variable: TCoD

As depicted by table 1.8, the predicted value of Distance Mahal.were lies in between the range of .011 to 6.912. As distance of Mahal. was lies in between the range of .011 to 6.912, it manifested that the values are under the acceptable range of 0 to 7. It indicated that there is no issue of normality with the collected data set. As depicted by table 1.8, the predicted value of Distance of cooks was lies in between the range of .000 to .075. As distance

of cooks was lies in between the range of .000 to .075, it manifested that the values are under the acceptable range of 0 to 1. It indicated that there is no issue of normality with the collected data set.

# 4.4.3 Measure of Sampling Adequacy

Table 1.9: Measure of Sampling AdequacyBartlett's and KMO Test

Measure of Sampling Adequac	.762	
Sphericity Test of Bartlett's	Chi-Square (Approx.)	695.684
	df	3
	Sig.	.000

As depicted by table 1.9, Measure of Sampling Adequacy manifested with the inclusion of Measure of Sampling Adequacy (Kaiser-Meyer-Olkin). As Measure of Sampling Adequacy (Kaiser-Meyer-Olkin) lies in between the range of .7 to 1 that is the calculated value was .762. it manifested that Sampling Adequacy was indicated by the Measure of Sampling Adequacy (Kaiser-Meyer-Olkin) test. Also Chi-Square (Approx.) was also 695.684 with the significance value of .000 which was less than .05, indicated an accept table level of significance.

# 4.4.4 Principal Component Analysis

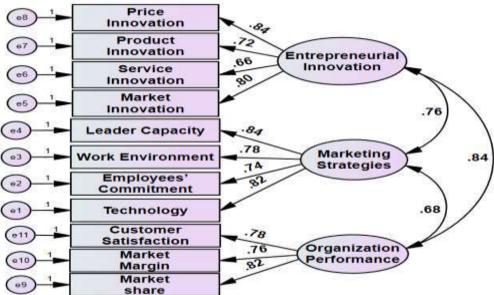
# Table 1.10: Explained Total VarianceExplained Total Variance

Component		Eigen- values (Ir	itial) Sums of Squared Extraction Load			on Loadings
	Total % of Variance		Cumulative %	Total	% of Variance	Cumulative %
dim 1	1.455	72.774	72.774	1.455	72.774	72.774
ensi 2 on0	.545	27.226	100.000			

Extraction Method: Principal Component Analysis.

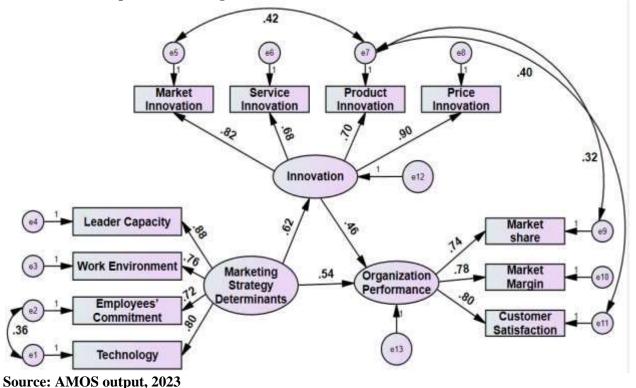
As depicted by table 1.10, explained Total Variance with the Eigen- values (Initial) for all components in combined form was more than 1 that is 1.455 with a 72.774% of Variance and 72.774 Cumulative %. The sums of Squared Extraction Loadings Cumulative % was 72.774 that manifested the all components in combined form influence on dependent variable was 72.77% as a result of Principal Component Analysis.

# 4.4.5 Confirmatory Factor Analysis:



Factor loading of Confirmatory Factor Analysis for all items was above 0.5, therefore all items have proper reflective construct and manifested that all items were able to bear a discriminate validity.

# 4.4.6 Structural Equation Modeling:



# Table 1.11: Model Fitness Indices

Acronym	Explication	Accepted fit	Result
Likelihood Ratio	P-value	≥ 0.05	0.07
Relative X2	(X2/df)	$\leq 2 = $ acceptable fit	1.806
CMIN/DF	Chi-square divided by Degree of Freedom	$\leq 3$ = acceptable fit $\leq 5$ = reasonable fit	1.908
GFI	Goodness of Fit Index	1 = perfect fit $\geq 0.95 = excellent fit$ $\geq 0.9 = acceptable fit$	0.91
AGFI	Adjusted Goodness of Fit Index	$\geq$ <b>0.90</b> = acceptable fit	0.92
CFI	Comparative Fit Index	1 = perfect fit $\geq 0.95 = excellent fit$ $\geq .90 = acceptable fit$	0.94
RMSEA	Root Mean Square Error of Approximation	$\leq$ <b>0.05</b> = reasonable fit	0.034
RMR	Root Mean Squared Residual	≤ 0.05 = acceptable fit ≤ 0.07 = acceptable fit	0.006
SRMR	Standardized Root Mean Squared Residual	$\leq$ <b>0.05</b> = acceptable fit	0.04
CN	Critical N	$\geq$ 2021 = acceptable fit	254

#### Source: AMOS output (2022)

As we seen in above table, the model fit sheet summarizes the result of SEM model fitness with their accepted values. When researchers compare the SEM model fit indices with the standardized vales, it was observed that Chi-Square (CMIN), Goodness of Fit Index (GFI), Baseline Comparisons in Model Fit, Parsimony-Adjusted Measures, Root Mean Square Error of Approximation (RMSEA), Standardized Root Mean Squared Residual,

Comparative Fit Index and Critical N all are under acceptance range and depicted the model fitness. Therefore partial mediation was found with the value of 40.67.

# 5.1. Conclusion

As most respondent's response found under strongly agree ranges; (the Employees commitment, work environments, leader's capability and technology predicators) have an important contribution on organization performance of bank industry business sector. Besides in the study area; due to limitation of determinate (Employees commitment, work environments, leader's capability and technology predicators) the ride of organization performance of bank industry business sector was at risk. The correlation analysis show that the four study determinate(Employees commitment, work environments, leader's capability and technology predicators) that determine the organization performance of bank industry business sector have significant and positive relationship with organization performance of bank marketing strategy implementation sector with magnitude ranges of strong for whole(Employees commitment, work environments, leader's capability and technology predicators). The organization performance and the pre-model fitting assumptions like normality, linearity and multi-co linearity of variables were checked before regression analysis applied. Furthermore, the study concluded that regression analysis (R-square) was 0.882; it implied that the four independent variables (Employees commitment, work environments, leader's capability and technology predicators) can affect the variation of organization performance of bank business sector. Therefore, this study concluded that the four variables have strong significant relationship with organization performance of bank business sector in modern organization BuleHora branch.

# **5.2 ACKNOWLEDGEMENT**

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# **5.3 COMPLIANCE WITH ETHICAL STANDARDS**

The present research work closely followed all ethical standards established by the Institutional Review Board at the author's university "Bule Hora University", Oromia, Ethiopia and the participating college. The study was reviewed by the "Department Graduate Committee" (DGC) for the college of Business and Economics, Bule Hora University, Ethiopia, headed by the college Dean. Prior consent for information was obtained from the study participants and informed them in advanced that the information was collected only for academic research purpose. It is confirmation that the guidelines outlined in the Declaration of University were followed.

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