



# Cross-Cultural Career Paths: Analyzing Traditional and Boundaryless Orientations Among Expatriates in Saudi Arabia's Banking Sector

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**Abstract:** This study aimed to investigate differences in dominant career orientations between self-initiated expatriates (SIEs) and company-assigned expatriates (AEs). Schein's career model provides a theoretical framework to investigate differences in career preferences and orientations between SIEs and AEs. This paper builds career constructs by dividing the eight career anchors into two groups (boundaryless and traditional-oriented anchors). The career anchor model is used to investigate if a comparable sample of SIEs and AEs drawn from the banking sector in Saudi Arabia exhibits traditional and/or boundaryless career orientations. A between-subjects design was used, and MANOVA was used to analyze data from 418 expatriates working within the Saudi banking sector to understand how the career orientations of SIEs and AEs differ. Compared to AEs, SIEs were found to be more oriented to traditional career anchors characterized by technical/functional competence and security/stability. This study makes an important contribution to existing knowledge on SIE orientations by identifying differences that exist between traditional and boundaryless careers. The findings reveal differences between SIEs and AEs regarding their technical/functional competence, security/stability, lifestyle, and pure challenge career anchors. Managers need to use bespoke HRM policies and procedures to cater to the career orientation of each expatriate cohort accordingly. This quantitative study reveals factors that impact organizationally and individually managed careers in different directions. Therefore, this study presents a clear distinction between the two career orientations and argues that they can be viewed through the lenses of boundaryless and/or traditional career perspectives.

**Keywords:** Career anchors, self-initiated expatriates, assigned expatriates, career orientations, Cross-Cultural Career Paths

## 1. Introduction

Company-assigned expatriates (AEs) have historically been the focus of attention as the staffing strategy of choice for filling overseas vacancies (Richardson & Mallon, 2005; Suutari & Brewster, 2000). However, more recent research calls attention to the viability of utilizing self-initiated expatriates (SIEs) to complement AEs in filling vacant positions (Phyllis, 2013). This “potent global labour-market segment” (Froese & Peltokorpi, 2013), which can serve as a “source of global talent increasingly available in host country labour markets” (Vaiman et al., 2015), has only recently begun to be studied in the field of management.

The SIE literature has evolved over different phases, each of which reveals some of the variations and complexities surrounding SIEs, particularly in terms of their career experiences within the expatriate domain (Al Ariss & Özbilgin, 2010; Andresen et al., 2014; Doherty et al., 2011; Jokinen et al., 2008; McNulty & Brewster, 2017; Nolan & Morley, 2013; Selmer & Luring, 2011). Moreover, existing research in the field has found the career capital of AEs and SIEs is different (Dickmann et al., 2016; Jokinen et al., 2008). There is a belief that AEs have a higher knowing-why career capital dimension due to their stronger career, but there is inadequate evidence to support this. Further, there is a need to investigate similarities in the social capital of AEs and SIEs (Brewster et al., 2019). Some authors have argued that AEs and SIEs acquire positive career capital, but there is a lack of clarity if this benefit trickles to all assignees. Some AEs have been observed to experience negative effects due to the withdrawal of home country networks, while some SIEs have been observed to experience negative effects of high uncertainty and risk when working abroad. Similarly, the career success of AEs and SIEs was unclear. Mixed evidence on objective career success was observed among AEs, but there was no evidence among SIEs, while there was mixed evidence on subjective career success among AEs and SIEs. Thus, there is a need for a systematic comparison of AEs and SIEs to understand their career capital and success (Mello et al., 2023). Differences in career anchors and orientations have been observed between AEs and SIEs. While SIEs tend to have a boundaryless and personal investment career orientation, which characterizes them as having a security career anchor, AEs have a traditional orientation that declines as they age and characterizes them as having an “internationalism” career anchor. AEs and SIEs have similarities in lifestyle anchors (Farcas & Gonçalves, 2016).

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Despite the advances made in this field, research on differences and similarities among AEs and SIEs suffers from some issues, particularly in terms of sample comparability concerns and nascent evidence on career perspectives and orientations (Dickmann et al., 2016). Given this situation, scholars such as McKenna & Richardson (2016) provide an “ontological and methodological alternative” to remedy SIE literature which is dominated by the functionalist paradigm. They argue that SIEs' global mobility is highly complex and multi-faceted rather than being a singular and unique construct. So far, little is known about how SIEs perceive their career orientation, which makes it difficult for multi-national enterprises (MNEs) to “understand, leverage, and manage changes in expatriates' career orientation” (McNulty & Vance, 2017, p. 217). The acknowledged complexity surrounding the dichotomization of careers into traditional versus contemporary categorizations (Kuron et al., 2016) underpins the intention behind the present study. In an effort to uncover whether career anchors can be used in order to make this distinction clearer, AEs and SIEs are used as comparative cohorts, knowing that these two groups are truly distinct (Haslberger & Vaiman, 2013).

Schein's (1990) career anchors model is especially useful in this regard as it encompasses both organizational (traditional) and contemporary career aspects. It shows stable career identity is formed from interactions among interests, capabilities, and values of an individual (Feldman & Bolino, 1996). To examine whether these cohorts follow traditional and/or boundaryless careers, Schein's career model is employed in this research to assess the career preferences and orientations of SIEs as compared to their AE counterparts.

Arthur & Rousseau (2001) note a traditional career can be distinguished from a boundaryless career as employees have the flexibility of not being tied to a single organization, profession, or job. There are four characteristics that can be used to distinguish traditional and boundaryless careers. First, in a traditional career, progression is limited to one or two organizations, while in a boundaryless career, progression is between multiple companies and there is limited loyalty to a single organization. Second, in a traditional career, there is a long-term relationship between an employer and an employee, and an organization invests in staff training, while in a boundaryless career, there is no long-term relationship and staff have responsibility for personal development. Third, in a traditional career, progression is limited to a single profession, while in a boundaryless career, fields of expertise change often. Fourth, in a traditional career, there is some sense of tenure security, while in a boundaryless career, there is no tenure security.

This study aims to make two contributions to career literature. First, it elucidates factors that impact the different directions organizationally and individually managed careers take. This study is therefore able to present a clear distinction between the two research fields and demonstrate the two career orientations can be viewed through the lenses of boundaryless and/or traditional career perspectives. Second, it adds to existing knowledge in the expatriate career literature by exploring differences and similarities among comparable samples of AEs and SIEs (professional bankers), which allow us to exclude students, tourists, business travelers, and temporary foreign workers who were being used as samples in the literature as SIEs (McKenna & Richardson, 2016) and by using the career anchors model in the less researched and culturally distant context of Saudi Arabia. It is irrefutable “little is known about SIEs who move between culturally distant regions” (Cao et al., 2012). This knowledge gap requires attention considering it has been empirically and theoretically shown there is a preference for specific locations rather than organizations among SIEs (Rodriguez & Scurry, 2014). Furthermore, “contextual factors may also heighten or depress empirical results” (Andresen et al., 2020), so consideration and examination of specific expatriate contexts would seem increasingly valuable. The Saudi Arabian context is unique within the Gulf Cooperation Countries (GCC) as its large economy and skill shortage is an attraction to expatriates from around the world (Alshahrani, 2023). Data from The Saudi General Authority indicates expatriates represented more than 38% of the total population in 2020 (GAS, 2020). However, the context of these workers is not adequately investigated (Girgis et al., 2002; Ariss, 2014).

## 2. Literature Review

### 2.1. Career Anchors Theory

In over a decade, using data obtained from a panel of 44 alumni, Schein developed eight career anchors which are: “autonomy/independence, pure challenge, service/dedication to a cause, security/stability, lifestyle, technical/functional competence, general managerial competence, and entrepreneurial creativity” (Schein, 1977, as cited in Abessolo et al., 2017).

There are four career anchors models that have been proposed in the literature. Schein's original model has been successfully used in many populations. There have been three attempts to revise Schein's original model, but no strong theoretical arguments or empirical data have been provided to lead to the conclusion that revised models are better than Schein's model (Schein 1990a; Feldman & Bolino, 1996).

The “career anchors model” is specifically suited to an evolving career concept which goes beyond organizational borders (Schein, 1996). The evolution of employment relationships, which has shifted careers from a traditional organizational boundary to a less constrained boundary, has created opportunities for alternative entrepreneurship and self-employment (Arthur & Rousseau, 1996; Bonache, 2007). Careers that go beyond organizational borders stimulate “imaginative development by presenting the concepts of boundaryless” (Arthur & Rousseau, 1996) and protean (Hall, 1996) careers. Arthur (1994) introduced a boundaryless career and argued individual

career progression is no longer bound to a specific organization or employer because individuals have mobility across departments, organizations, industries, and professions.

Hall (1996) introduced a protean career, which is described as “a career orientation in which the person, not the organization, is in charge, where the person’s core values are driving career decisions, and where the main success criteria are subjective (psychological success)”. Individuals on an organizational career path are characterized by a passive role and direction by an organization. However, individuals on a protean career path are characterized by more responsibility and control over career choices and opportunities (De Vos & Soens, 2008). Boundaryless and protean careers are primarily distinguished by individual attitudes towards employers.

## 2.2. Distinction of Company-Assigned and Self-Initiated Expatriates

Four conditions have been identified to describe a typical business expatriate. The first condition is employment in an organization. AEs need to be employed in multi-national organizations while SIEs need to be employed in a local or multi-national organization. This condition is essential to differentiate business expatriates from travellers, tourists, and migrants. The second condition is the intended period of stay. The usual period of stay for western AEs is between 1 and 5 years while employed SIEs can remain abroad indefinitely. The third condition is business expatriates cannot acquire host country citizenship. The fourth condition is business expatriates must meet legal requirements to stay and work in the host country (McNulty & Brewster, 2017).

Unlike AEs who are company-supported, SIEs move abroad on their initiative, attracted by opportunities, and they are unlike refugees who run away from economic or political instability or immigrants who intend to relocate permanently (Andresen et al., 2020). The reasons for this travel include a variety of individual drives beyond employment requirements, such as adventure and novelty (Cerdin & Selmer, 2014; Dickmann et al., 2008). Andresen et al. (2014) demarcation model and Cerdin & Selmer (2014) criteria provide a basis for the SIE definition used in this study. Therefore, Alshahrani (2022) defines SIEs as "A skilled and professional individual who has a job offer/work visa in hand prior to his/her expatriation and who takes the decision to go abroad through self-funding and self-control to embark on a temporary work-related assignment." Previously, corporate preference has been on the use of AEs as they are better placed to implement organizational strategy and transfer headquarter culture than SIEs. However, corporate and scholarly interest in SIEs has been growing as they are considered accessible and relatively cheaper, and there is a decreasing pool of headquarters employees willing to expatriate (Lauring & Selmer, 2018).

## 2.3. Career Anchors from the Perspective of Traditional and Boundaryless Careers

Rapid shifts in the way global trade is carried out, employee diversity and organization structure have altered employer-employee relationships and led to the decline of a career in a single organization. This has led to the emergence of boundaryless and protean careers. Organizations can no longer provide a career growth path that retains and motivates employees; therefore, it is important to understand the career choices of employees. Schein’s career anchors model provides a theoretical framework for understanding career choices (Bravo et al., 2017).

Using Schein’s theoretical framework, assigned expatriates working in a non-profit organization were found to have the most dominant factors as internationalism, dedication to a cause, and lifestyle respectively. These results have been similarly observed in for-profit organizations suggesting there are marginal differences between for-profit and not-for-profit organizations. An important difference is in not-for-profit organizations managerial competence was not a dominant factor as a dedication to a cause was the dominant factor (Wechtler et al., 2017). A comparison of career anchors of AEs and SIEs showed there are differences and similarities. While the top anchors for AEs are “lifestyle, internationalism, and pure challenge” respectively, the top anchors for SIEs are “lifestyle, pure challenge, and internationalism” respectively. Internationalism and pure challenge are anchors that are likely to be shared by AEs and SIEs, but it is unlikely the security anchor will be shared by the two groups (Cerdin & Pargneux, 2010). Protean career orientation exists among young people who lack the experience to pursue a boundaryless career. The top three career anchors in protean careers are freedom/autonomy, self-reliance, and flexibility. Traditional anchors such as security and promotion were observed among those with a protean orientation suggesting such individuals exhibit traditional and protean values (Kim et al., 2023).

The theoretical point of departure for developing the hypotheses involved, in the first instance, dividing all career anchors into two groups, namely, those that are more oriented by a traditional career, and those that are more oriented by a boundaryless career as illustrated in Table 1.

**Table 1:** Career anchors of traditional and boundaryless careers

Anchor	Elements related to traditional career	Elements related to boundaryless career
Technical-functional	Values work, position responsibilities, job roles, job advancement	None
Managerial competence	Manages people, manage organizations, and accomplish common goals	None

Security and stability	Seeks job security, long-term employment, organization's identity and values, told what to do	None
The Entrepreneurial Creativity	None	Creates own business and projects, invents new projects, makes new starts and initiates new organizations
The Autonomy and Independence	None	Seeks work situations that are free of organizational restrictions, works according to own timeframe, accepts contracts and part-time jobs
The Service and Dedication to a cause	None	Seeks jobs that meet his/her values rather than his/her skills, aligns work with personal values
Pure Challenge	None	Defines his/her career, personal winning is everything that matters
Lifestyle	None	Seeks work-life balance and flexibility

Source: Calculated by the author

Overall, the traditional career group possesses career anchors that are related to “technical/functional competence, managerial competence, and security and stability.” In contrast, “entrepreneurial creativity, autonomy and independence, service and dedication to a cause, pure challenge, and lifestyle” are career anchors seen in the boundaryless career group.

Traditional career theories emerged from an environment where human resource managers invested in career paths to achieve employee loyalty and workforce stability. Non-traditional theories emerged in the 2000s when there was higher independence in work and movement across organizations was natural and essential (Veloso et al., 2018). Individuals following a traditional career tend to have a single or limited number of employers in their career path (Dries et al., 2008), and most studies on AEs have revealed that such cohorts have fewer previous employers than their SIE counterparts (Alshahrani & Morley, 2015; Inkson et al., 1997). AEs are better suited than SIEs when organization-specific requirements such as “control, transfer, running foreign operations and management development” are required. SIEs are better suited to technical and lower-level management positions (Tharenou, 2010). These needs require a specific technical and managerial competence level and advanced personal skills. In contrast, SIEs are a more heterogeneous cohort in terms of their career, personal, and motivational factors for traveling abroad. Doherty et al. (2011) found host location and reputation as well as relations between the home and host are the key motivations for expatriates moving abroad. SIEs see traveling abroad as an opportunity to evade negative work environments and seek change (McKenna & Richardson, 2016). Building on this, our first hypothesis is stated as:

**H1:** *Career anchors that are related to a traditional career will be higher among AEs than among their SIE counterparts.*

Scholars have indicated that there is an ongoing switch from a traditional career, which is characteristically linear, to a boundaryless career, which is characteristically non-linear. This has led to the pursuit of entrepreneurship and self-employment (Arthur & Rousseau, 1996; Baruch, 2006; Bonache et al., 2007; Dries et al., 2008; Lyons et al., 2015; Pate & Scullion, 2009). Arthur (2008) notes managers who possess entrepreneurial skills are highly sought after because of their knowledge and experience, which is valuable when venturing into a new market. Gonlepa et al. (2023) note employee creativity encompasses the ability to generate novel ideas that contribute to achieving “effectiveness, innovation, and significant breakthroughs.” For such employees, entrepreneurial aspirations positively influence turnover intention (Li et al., 2022). Alshahrani & Morley (2015) found that the rates of movement across companies and industries within the host country are higher among SIEs than AEs. Moreover, “career scholars have also begun to incorporate entrepreneurship as a critical dimension of the 21st-century context of more boundaryless and protean or self-directed (rather than traditional, organizationally-managed) careers” (Chan et al., 2015).

McNulty (2013) notes orientation to a pure challenge career can explain an individual's motivation to accept an international assignment. Marshall and Bonner (2003) report lifestyle is the most important career anchor while pure challenge is second. Lifestyle is a prevalent factor in research on expatriation, as evidenced by multiple studies on work-life balance, gender, adjustment, expatriate families, “dual-career couples, and life satisfaction” (Farcas & Gonçalves, 2016; Copeland & Norell, 2002; Harvey, 1985; Lazarova et al., 2010; Shaffer & Harrison, 1998; Tung, 1987). Schein (1990) notes individuals whose career is anchored on lifestyle have a low desire for geographic mobility, but some empirical evidence implies this anchor is among the top considerations for expatriates and has a significant influence on choice of career (Cerdin & Pargneux, 2008; 2010; Marshall & Bonner, 2003; Suutari & Taka, 2004). Cerdin & Pargneux (2010) note the dominance of this anchor amongst AEs and SIEs. In light of this, the second hypothesis is stated as:

**H2:** Career anchors that are related to a boundaryless career will be higher among SIEs compared to AE counterparts.

### 3. Methodology

#### 3.1. Expatriates in the Saudi Arabian Financial Sector

Current labour market estimates place the number of foreign labourers in Saudi Arabia at ten million (MOL, 2018). Significant enablers of bringing professional workers to the Saudi labour market are local and international recruiting agencies as well as business networks (Rahman, 2011). In Saudi Arabia, the financial sector has four market segments which are “banking, money exchange, insurance/reinsurance, and financial leasing companies.” The largest market segment is banking, which makes up 97% of financial sector assets and contributes 85% of GDP (IMF, 2017). The International Monetary Fund (IMF) notes that in Saudi Arabia, relative to other sectors, the financial sector has fair regulation but cross-sector coordination is lacking. The Saudi Central Bank SAMA is the regulatory body for 12 Saudi and 18 foreign commercial banks, and it has the responsibility for issuing licenses and regulating the hiring of key managers of all banks.

Random sampling was used to select participants. A paper-based survey was administered to 650 participants in 2013 through the HR departments of Saudi Arabian banks that gave their consent to participate. There were no financial incentives provided to these participants. The questionnaire was written in English, as this is the standard language in the Saudi banking sector and is a prerequisite for employment, especially for expatriates (Yavas et al., 1990). There were 460 questionnaires returned, translating to a response rate of 70%. There were 42 questionnaires that were excluded as they were incomplete or because the respondent did not meet the definition of being either an SIE or an AE as outlined earlier. The final sample comprises both AEs (74) and SIEs (344) representing 27 different nationalities employed in the Saudi banking sector. A summary of the demographic characteristics of participants is shown in Table 2.

**Table 2:** Demographic Data Summary (n=418)

	AEs (n=74)		SIEs (n=344)		Total	
	n	%	n	%	N	%
Female	4	9.8	37	90.2	41	10
Male	70	18.6	307	81.4	377	90
<b>Marital status</b>						
Married	47	63	277	80	324	77
Single	27	37	67	20	94	23
<b>Accompanying family</b>						
Yes	35	47	192	56	227	54
<b>Spouses working</b>						
Yes	7	9	36	10	43	10
(18-22)	0	0	1	100	1	0.2
(23-29)	13	20.6	50	79.4	63	15.1
(30-36)	27	22.3	94	77.7	121	28.9
(37-42)	17	17.9	78	82.1	95	22.7
(43-49)	11	19.3	46	80.7	57	13.6
(50-59)	6	8.5	65	91.5	71	17
(60+)	0	0	10	100	10	2.4
Less than Undergrad	6	8	22	23	28	7
Undergraduate	35	47	215	62	250	60
Masters	31	42	98	28	129	31
Doctoral	2	3	9	3	11	2
<b>Cultural Background</b>						
Arab	18	24	86	25	104	25
Asian	25	34	207	60	232	55
Western	31	42	51	15	82	20
Executive	30	41	43	13	73	17
Middle management	28	38	104	30	132	32
Lower management	5	7	80	23	85	20
Non-supervisory/trainee	0	0	11	3	11	3
Technical/Specialist	11	15	106	31	117	28
<b>Position</b>						
Management	25	34	109	32	134	32
Consultancy	7	9	12	3	19	4
Financial	14	19	110	32	124	30
Technical	14	19	77	22	91	22
Engineering	14	19	36	10	50	12

Source: Calculated by the author

As evident from Table 2 above, there is considerable variation across sample participants in terms of cultural background, level of position (main hierarchical levels represented), and occupation (covering groups like technical and engineering, which typically come out with distinct career anchors). As such, the sample reflects the large variety one generally sees within the expatriate population in Saudi Arabia.

To properly classify the respondents as either AEs or SIEs and avoid some of the confusion in the literature alluded to above, the participants were screened using this question: “How did you get your first job in Saudi Arabia?” To ensure that the participants were from meaningfully comparable cohorts, available options were:

- “I was sent by my employer overseas to work here”
- “My employer sent me, but I quit and am on my own”
- “I was seeking employment internationally of my own volition”
- Other

Career orientations were examined using Schein’s (1990) scale which consists of 40 items. This scale has been used by several authors (e.g., Danziger et al., 2008; Lazarova et al., 2014; Leong et al., 2014). A five-point Likert scale, from (1) “strongly disagree” to (5) “strongly agree,” was used. The individuals were asked to indicate the importance of the specified statements on their career.

Several analytical techniques were employed to test the research hypotheses. First, scores were created for the eight career anchors using the scoring methods described by Schein (1990). All eight career anchors were tested among the AEs and SIEs.

Multivariate Analysis of Variance (MANOVA) was used to test the significant main effects between the two groups on the eight anchors. The main objective in using MANOVA is to determine if the response variables (two career constructs; traditional versus boundaryless) are altered by the independent variables (SIEs versus AEs).

Multivariate normality was assessed using Mahalanobis distances with a critical value of 15.51 denoting outliers. The linearity of the outcome variables was assessed using scatterplots of the variables for each group. Multicollinearity was tested for using Pearson’s *r* correlation coefficients. Equality of covariance was analyzed using Box’s *M* test. Normality was assessed using skewness and kurtosis statistics. Equality of variance was tested using Levene’s test. Significant main effects were not tested in a post hoc fashion due to only two independent groups being assessed. Marginal means and 95% confidence intervals were reported. Another separate MANOVA was conducted on the two career constructs made from the eight career anchors: traditional and boundaryless.

#### 4. Results

Observations with Mahalanobis distances above the critical value were removed from the analysis in a listwise fashion ( $n = 39$ ) to satisfy the requirement of multivariate normality. Listwise deletion was used as the number of outliers was less than 10% of the overall sample. All Pearson correlations were below 0.80 between the outcome variables. Box’s *M* test yielded a *p*-value above 0.001, meaning the assumption was met. All outcomes were normally distributed, and homogeneity of variance was assumed.

There was a significant main effect for expatriation status across the eight outcome anchors,  $F(8, 359) = 6.56$ ,  $p < 0.001$ ,  $\eta^2 = 0.13$ , power = 1.0. Individual one-way ANOVA analyses found significant differences between the groups for Technical Functional ( $p = 0.001$ ), Security Stability ( $p = 0.001$ ), Pure Challenge ( $p < 0.001$ ), and Lifestyle ( $p = 0.006$ ). The other anchors did not reach statistical significance ( $p > 0.05$ ). Marginal means and 95% confidence intervals are shown in Table 3.

**Table 3:** MANOVA results for the Eight Career Anchors

Outcome	AEs	SIEs	p-value
Technical Functional	3.68 (3.55 – 3.80)	3.92 (3.86 – 3.97)	0.001
General Management	3.62 (3.50 – 3.75)	3.60 (3.55 – 3.66)	0.768
Autonomy Independence	3.39 (3.24 – 3.54)	3.46 (3.39 – 3.53)	0.404
Security Stability	3.51 (3.36 – 3.66)	3.78 (3.71 – 3.84)	0.001
Entrepreneurial Creativity	3.34 (3.18 – 3.50)	3.48 (3.41 – 3.56)	0.108
Service Dedication	3.73 (3.59 – 3.87)	3.78 (3.72 – 3.84)	0.497
Pure Challenge	3.49 (3.35 – 3.63)	3.98 (3.92 – 4.04)	< 0.001
Lifestyle	3.69 (3.55 – 3.83)	3.90 (3.84 – 3.97)	0.006

Source: Calculated by the author

The MANOVA results for the two career constructs showed a significant main effect,  $F(2,415) = 8.20$ ,  $p < .001$ ,  $\eta^2 = .04$ , and power = 0.96. Individual ANOVAs indicated that there was a statistically significant difference between AEs and their SIE counterparts for a traditional career, ( $p = 0.001$ ), and a statistically significant difference between the two cohorts for a boundaryless career, ( $p < 0.001$ ). The marginal means showed that the SIE cohort was significantly higher for both outcomes (see Table 4 below). Overall, the MANOVA results indicate support for H2; however, H1 is not supported.

**Table 4:** MANOVA results for the Two-Career Constructs

Outcome	AEs	SIEs	p-value
Traditional	3.51 (3.41 – 3.61)	3.71 (3.66 – 3.75)	0.001
Boundaryless	3.49 (3.39 – 3.58)	3.68 (3.64 – 3.73)	< 0.001

Source: Calculated by the author

## 5. Discussion

This study identified the career orientations of AEs and SIEs drawn from the Saudi banking sector in order to determine whether these two distinct cohorts of expatriates followed boundaryless and/or traditional careers. The literature served as the generative mechanism for the initial classification of the career anchors as boundaryless or traditional and the development of two hypotheses for testing.

Independent sample tests showed a non-statistically significant difference between the AE and SIE cohorts with respect to “managerial competence, autonomy/independence, entrepreneurial creativity, and service/dedication to a cause.” These findings are in agreement with the outcomes of previous empirical studies, including those by Suutari & Taka (2004), Cerdin & Pargneux (2010), and Danziger & Valency (2006). However, the results revealed statistically significant differences among the two cohorts in “technical/functional competence, security/stability, lifestyle, and pure challenge career anchors.” Surprisingly, the SIEs in this study have a higher likelihood of being anchored by technical/functional competence, security/stability, lifestyle, and pure challenge compared to their AE counterparts. Previous studies show that the technical anchor is not as represented among expatriates and global managers (Suutari & Taka, 2004). However, findings by Schein (1990), Igarria et al. (1991), Yarnall (1998), Marshall & Bonner (2003), and Danziger & Valency (2006) show technical anchorage is the first or second most common career orientation across studies targeting specific professions, which prompts the question of whether international banking as the context for this study investigation represents a profession infused with different motivations and drivers.

Turning to the second hypothesis, the findings reveal unexpected results in relation to H1. H1 suggested that AEs are influenced more by traditional career anchors, which are “managerial competence, technical/functional competence, and security/stability.” However, the results reveal that SIEs are more likely to be driven by traditional anchors related to “technical/functional competence and security/stability.” Findings from H1 diverge from previous studies that argue for SIEs to be less focused on technical and security/stability career anchors (Cerdin & Pargneux, 2010; Inkson et al., 1997; Inkson & Myers, 2003; Jokinen et al., 2008). A possible explanation is the more complex and diverse nature of SIE careers compared to those of AEs, and perhaps the fact that the study focuses on the banking sector (which could be considered a more traditional industry than some others). For instance, studies assessing expatriates' career success reported that functional background (Suutari et al., 2018) and industry (Ramaswami et al., 2016) impact career outcomes.

Another explanation may be the development of AE careers that tend to shift from traditional, as assumed, to more of a mixture of boundaryless and/or protean careers, which allow individuals to take more responsibility for managing their career beyond an organizational perspective (Cerdin & Pargneux, 2010; Hall, 1996). Indeed, there has been something of a shift in the conceptualization of the dynamic global career recently, viewing it as something that develops and changes over time (McNulty & Vance, 2017, p. 205) with different positive and negative experiences, much like career anchors (Schein, 1996). McNulty & Vance's (2017) work moves beyond the traditional view of AEs and SIEs' linear career progression to a more dynamic view that allows them to choose their career position on the AE-SIE continuum at any given time. Nevertheless, context is another element to consider in this career continuum, particularly in the Saudi Arabian case, which is new and culturally distant, where expatriate career transitions are limited by strict workplace and employment conditions. Recent studies have called for additional research around the influence of the context within which individuals work on the psychological capital of the individual employee (Miao et al., 2021). Finally, as expected with H2, however, SIEs are more influenced by boundaryless career anchors.

The practical contribution is a call to attention to variations in the underlying career orientations of AEs and SIEs, which have implications for the engagement of these groups as part of a global talent pool. A case in point, the findings reveal that SIEs have a higher likelihood of being anchored by both boundaryless and traditional career orientations than their AE counterparts. As a result, organizations that seek to attract and retain these expatriates need to consider investing in modifiable HR tools and practices which can be used to attract this cohort by taking a sub-group perspective rather than a single cohort perspective.

## 6. Limitations

This study has inherent limitations. First, the use of self-reported measures may have introduced some bias in the responses. However, this limitation is expected to be mitigated by the use of Schein's scale, which has been well validated. Second, this study used a sample from the banking sector in Saudi Arabia, and these results may not be generalizable to other sectors or countries. Third, although the results suggest there are important differences between AEs and SIEs with respect to career anchors, the cause of these differences was beyond the scope of this study. Fourth, the study did not use a within-subject design that would have enabled the examination of changes in career anchors over time within the same sample.

## 7. Implications For Research And Practice

Future research should prioritize using diverse samples that can provide a comprehensive comparison of career anchors for AEs and SIEs across different sectors and countries. Additionally, there is a need to investigate the underlying factors that contribute to the differences in career anchors between these two groups. Employing within-subject designs could offer insights into whether career anchors of SIEs and AEs change over time, thus providing a dynamic understanding of expatriate career development. This approach can uncover the evolving nature of career orientations and inform strategies for managing expatriate careers effectively. Understanding these factors will be crucial for developing targeted HR policies and practices that cater to the distinct needs of AEs and SIEs, thereby enhancing their career satisfaction and organizational commitment.

## 8. Conclusion

The present study makes a contribution to the emerging SIE career orientation literature by focusing on traditional and boundaryless careers. The findings show important differences between SIEs and AEs with respect to technical/functional competence, security/stability, lifestyle, and pure challenge career anchors. Results also suggest that SIE cohorts are driven more by both traditional and boundaryless careers, relative to their AE counterparts. Findings from this study reveal the high complexity of SIEs' careers compared to AEs, and this complexity is also acknowledged in the literature on career anchors among the two cohorts (Cerdin, 2012). This is because the SIE cohort is not a clear player in the international labor market and is heterogeneous relative to AEs with respect to their work and personal motivational factors and their personal initiatives (Andresen et al., 2020). This is not to say that SIEs are not self-reliant and self-managing, as claimed in the literature, but there is a broader distribution of career anchors in this cohort – and people in international banking are not biased towards one (or a few) given anchors. The intricacies of the SIE phenomenon and their distinction from AEs are major hurdles that face organizations and HR professionals in putting in place bespoke programs, policies, and procedures that respond to the needs of various expatriates instead of using a collective management strategy.

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## Appendix A: Questionnaire

### Section One

- **Gender:** M F
- **Age:** Younger than 23 23-29 30-36 37-42 43-49 50-59 60+
- **Nationality:** -----
- **Are you now married, widowed, divorced, separated, or never married?**
  - Married
  - Widowed
  - Divorced
  - Separated
  - Never married
- **If married, is your spouse with you in Saudi?** Yes No
- **If yes, is your spouse working in Saudi?** Yes No
- **Do you have children?** Yes No
- **What is your highest educational attainment?**
  - Less than high school degree
  - High school degree or equivalent (e.g., GED)
  - Some college but no degree
  - Associate degree
  - Bachelor degree
  - Master degree
  - Doctor Degree
- **Which of the following best describes your current occupation?**
  - Management Occupations
  - Consultancy Occupations
  - Business and Financial Operations Occupations
  - Funds and Assets Management Occupations
  - Computer and Mathematical Occupations
  - Engineering Occupations
  - Investment Occupations
  - Technical Occupations
  - Sales, Marketing and Related Occupations
  - Other, please specify-----
- **Position level**
  - Board member
  - Executive/Senior management
  - Middle management
  - Lower management
  - Non-supervisory/Management trainee
  - Professional/Technical/Specialist
  - Other, please specify -----
- **How did you get your first job in Saudi?**
  - Being sent by my employer overseas to work in Saudi Arabia
  - Being sent by my employer but I quit and I am on my own
  - I was seeking employment internationally on my own
  - Other (please specify) -----
- **How long have you been working in Saudi?** ( ) Year/s ( ) Month/s
- **Are you working for the same company since you arrived in Saudi?** Yes No
- **If No, please answer the following:**

I worked for ( ) (Number/s of company/ies (Organisation/s))

I worked in The same industry Different industries
- **Before coming to Saudi, do you have previous work related international experience/s?** Yes No
- **If yes, please complete the following questions:**

How many years? ( )

How many companies? ( )

How many countries? ( )

Other than your home country, please list the location/s of your previous international assignment experience/s:
- **Before you had your first international assignment, do you have previous general international travel experience/s that is not related to work?** Yes No
- **If yes, please complete the following:**

How many travel times/trips? ( ) How many countries? ( )

The total length of these international experience/s ( ) years ( ) Months
- **The purpose of this/these non-work international travel experience/s was/were for:**
  - Vacating/Recreation abroad
  - Study/education abroad
  - Both
  - Other (please specify) -----

- Upon completing your work assignment in Saudi Arabia, do you have a guarantee job somewhere else?

Yes

No

- If yes, do you know the future role/responsibility of this job?

### Section Two

How much influence did the following factors have on your decision to work abroad? Motivational Factor	No Influence	Little influence	Mild influence	Moderate Influence	Considerable Influence	Great Influence	Very great Influence
<b>Motives related to your career</b>							
Impact on career	o	o	o	o	o	o	o
Potential for skills development	o	o	o	o	o	o	o
The job you were offered (This is the only option I had)	o	o	o	o	o	o	o
Having the relevant job skills	o	o	o	o	o	o	o
Maintaining work networks with the home country	o	o	o	o	o	o	o
Expected length of stay	o	o	o	o	o	o	o
Personal financial impact	o	o	o	o	o	o	o

- **I am satisfied with the progress I have made towards meeting my goals for income**
  - Very dissatisfied
  - Somewhat dissatisfied
  - Neither satisfied nor dissatisfied
  - Somewhat satisfied
  - Very satisfied
- **I am satisfied with the progress I have made in my career advancement**
  - Very dissatisfied
  - Somewhat dissatisfied
  - Neither satisfied nor dissatisfied
  - Somewhat satisfied
  - Very satisfied

### Section Three

- **How important are the following statements to your career**

Career	Strongly disagree	Disagree	Neither agree or disagree	Agree	Strongly agree
I dream of being so good at what I do that my expert advice will be sought continually.	o	o	o	o	o
I am most fulfilled in my work when I have been able to integrate and manage the efforts of others.	o	o	o	o	o
I dream of having a career that will allow me the freedom to do a job my own way and according to my own schedule.	o	o	o	o	o
Security and stability are more important to me than freedom and autonomy.	o	o	o	o	o
I am always looking for ideas that would permit me to start my own enterprise.	o	o	o	o	o
I will feel successful in my career only if I have a feeling of having made a real contribution to the welfare of society.	o	o	o	o	o
I dream of a career in which I can solve problems or win in situations that are extremely challenging.	o	o	o	o	o
I would rather leave my organization than be put into a job that would compromise my ability to pursue personal and family concerns.	o	o	o	o	o
I will feel successful in my career only if I can develop my technical or functional skills to a very high level of competence.	o	o	o	o	o
I dream of being in charge of a complex organization and of making decisions that affect many people.	o	o	o	o	o
I am most fulfilled in my work when I am completely free to define my own tasks, schedules, and procedures.	o	o	o	o	o
I would rather leave my organization altogether than accept an assignment that would jeopardize my security in that organization.	o	o	o	o	o
Building my own business is more important to me than achieving a high-level managerial position in someone else's organization.	o	o	o	o	o
I am most fulfilled in my career when I have been able to use my talents in the service of others.	o	o	o	o	o

Career	Strongly disagree	Disagree	Neither agree or disagree	Agree	Strongly agree
I will feel successful in my career only if I face and overcome very difficult challenges.	0	0	0	0	0
I dream of a career that will permit me to integrate my personal, family, and work needs.	0	0	0	0	0
Becoming a senior functional manager in my area of expertise is more attractive to me than becoming a general manager.	0	0	0	0	0
I will feel successful in my career only if I become a general manager in some organization.	0	0	0	0	0
I will feel successful in my career only if I achieve complete autonomy and freedom.	0	0	0	0	0
I seek jobs in organizations that will give me a sense of security and stability.	0	0	0	0	0
I am most fulfilled in my career when I have been able to build something that is entirely the result of my own ideas and efforts.	0	0	0	0	0
Using my skills to make the world a better place in which to live and work is more important to me than achieving a high-level managerial position.	0	0	0	0	0
I have been most fulfilled in my career when I have solved seemingly unsolvable problems or won out over seemingly impossible odds.	0	0	0	0	0
I feel successful in life only if I have been able to balance my personal, family, and career requirements.	0	0	0	0	0
I would rather leave my organization than accept a rotational assignment that would take me out of my area of expertise.	0	0	0	0	0
Becoming a general manager is more attractive to me than becoming a senior functional manager in my current area of expertise.	0	0	0	0	0
The chance to do a job my own way, free of rules and constraints, is more important to me than security.	0	0	0	0	0
I am most fulfilled in my work when I feel that I have complete financial and employment security.	0	0	0	0	0
I will feel successful in my career only if I have succeeded in creating or building something that is entirely my own product or idea.	0	0	0	0	0
I dream of having a career that makes a real contribution to humanity and society.	0	0	0	0	0
I seek out work opportunities that strongly challenge my problem-solving and/or competitive skills.	0	0	0	0	0

Career	Strongly disagree	Disagree	Neither agree or disagree	Agree	Strongly agree
Balancing the demands of my personal and professional lives is more important to me than achieving a high-level managerial position.	0	0	0	0	0
I am most fulfilled in my work when I have been able to use my special skills and talents.	0	0	0	0	0
I would rather leave my organization than accept a job that would take me away from the general managerial path.	0	0	0	0	0
I would rather leave my organization than accept a job that would reduce my autonomy and freedom.	0	0	0	0	0
I dream of having a career that will allow me to feel a sense of security and stability.	0	0	0	0	0
I dream of starting up and building my own business.	0	0	0	0	0
I would rather leave my organization than accept an assignment that would undermine my ability to be of service to others.	0	0	0	0	0
Working on problems that are almost unsolvable is more important to me than achieving a high-level managerial position.	0	0	0	0	0
I have always sought our work opportunities that minimise interference with my personal or family concerns.	0	0	0	0	0
I can easily keep up with the developments in my job.	0	0	0	0	0
I can easily adjust myself to using new technologies.	0	0	0	0	0
I can easily pick up new working styles and procedures.	0	0	0	0	0
I have sufficient knowledge/skills to practice another job.	0	0	0	0	0
I contact that I can use to get (equivalent or better) job.	0	0	0	0	0
I know of other organisations/companies where I could get work	0	0	0	0	0