

# **Cultural Leadership in Practice: Leadership Identity Construction in the Australian Arts and Cultural Sector**

by

**KIM GOODWIN**

Submitted in fulfilment of the requirements for the degree of

Doctor of Philosophy

University of Technology Sydney

May 2017

---

I certify that the work in this thesis has not previously been submitted for a degree nor has it been submitted as part of requirements for a degree except as part of the collaborative doctoral degree and/or fully acknowledged within the text.

I also certify that the thesis has been written by me. Any help that I have received in my research work and the preparation of the thesis itself has been acknowledged. In addition, I certify that all information sources and literature used are indicated in the thesis.

This research is supported by an Australian Government Research Training Program Scholarship.

Signature of Student:

Date: 11<sup>th</sup> May 2017

## ACKNOWLEDGMENTS

Finding a supervisor at a new university is a gamble. The relationship you have is as much an emotional one as intellectual. I managed to roll two sixes when Associate Professor Elaine Lally agreed to supervise this research. The process was smooth, the advice timely and wise and I enjoyed our conversations on music, television and craft as much as those on social constructionism. Our time working together has also proven that long distance (supervisory) relationships can work. I will be forever grateful for the support.

While we did not meet often, the advice of Dr Elaine Swan always took me in new, valuable directions and jolted me out of any sense of intellectual complacency.

To the 41 arts and cultural workers across Australia who shared with me their stories. The year I spent interviewing was a career highlight. Their generosity with their time and honesty about their careers was fascinating, demonstrating what a wonderful asset our cultural community is.

The UTS Graduate Research School helped lay the groundwork of this research. The lessons learned in workshops, together with the networks built, were incredibly valuable to someone who did not have an extensive research background.

To my father, who answered my question “what is a PhD?” when I was still in primary school, and thus sparked a desire to achieve this goal. Thank you for recognising that after nearly 40 years in the education system, I can actually write a coherent sentence occasionally.

To my husband, Richard, without whom I literally could not have achieved this milestone.

To those who provided guidance, advice, reading services or were my sounding boards and cheer squads, particularly Lisa Cahill, David Hart, Josephine Schneider and the team at Craft Victoria.

I thank Dr Gershon Maller for his valuable editing support.

To the virtual communities of Twitter, Facebook and Instagram. You provided a little too much distraction, but also connected me into the Australian arts and cultural

community in ways that significantly benefited the research. To the readers of my blog, those I know and those I do not, you validated my thinking and contributed to the construction of new ideas.

Lastly, to my dog Harvey, who has spent more time in the presence of this PhD than any other living creature. When commencing a research degree, students are given advice for coping and success. In my opinion “get a dog” should be added because having a pet forces you to think about something else occasionally, go outside and get some fresh air. Thanks Harvey.

## ABSTRACT

Leadership in the Australian arts and cultural sector has become, in recent decades, a prominent topic of discussion. On one hand, there is increased corporatisation in the arts that promotes leaders with strong business orientations, on the other, questions asked about the role arts leaders play in shaping our cultural and intellectual life. In these debates, we are left wondering what constitutes effective arts and cultural leadership, and how we develop it. While there is substantial research on leadership in arts and cultural organisations, it focuses predominantly on established leaders and often neglects large sections of the industry where leadership is practiced in flexible, often precarious, labour markets. We know little of how arts and cultural leaders are developed in the context of sole traders, casual workers and volunteers who are unlikely to access leadership development through traditional channels discussed in management literature. This research explores the development of leadership identity within the Australian arts and cultural sector examining nine disciplinary based cases that are within, across and outside the more frequently researched organisational context. Interviews were conducted with 41 practitioners in the disciplines of theatre, film, music, advertising, digital design, design and craft, visual arts, festival and event curation, and fashion and blogging. It uses social constructionist theories of leadership, identity and development as a theoretical lens to demonstrate how emerging leaders develop an often-complex relationship with leadership. In the face of identity regulation, or intentional social processes that impact identity construction and reconstruction, some arts and cultural emerging leaders demonstrate resistance to identifying as a leader, even when engaged in leadership practice. Building on critical approaches to leadership and leadership development, this thesis establishes that emerging leaders who engage in communities of practice, or collaborative practice that involves joint enterprise, mutual engagement and shared repertoire, are less likely to be reluctant leaders. Leadership identity development within communities of practice offers a space for positive construction of leadership identity within creative practice, mitigating against identity regulation, broadens leadership understanding and provides alternate strategies to the more individualistically oriented leader development models found in industry and organisational theory. From the case studies, five leadership

personas are formulated that demonstrate differing relationships arts and cultural workers have to leadership. This research contributes to theories of critical leadership and leadership development, particularly in the arts and cultural sector, while also offering practical recommendations to enhance industry-based leadership development.

# TABLE OF CONTENTS

<b>ACKNOWLEDGMENTS</b> .....	<b>III</b>
<b>ABSTRACT</b> .....	<b>V</b>
<b>LIST OF FIGURES</b> .....	<b>X</b>
<b>1. INTRODUCTION</b> .....	<b>11</b>
1.1. THE RESEARCH SETTING.....	14
<i>The Australian Arts and Cultural Leadership Landscape</i> .....	17
1.2. EXPLORATION OF KEY CONCEPTS.....	20
1.3. JUSTIFICATION FOR THE RESEARCH .....	30
1.4. RESEARCH QUESTION .....	32
1.5. RESEARCH DESIGN .....	34
1.6. STRUCTURE OF THE THESIS .....	35
<b>2. LITERATURE REVIEW</b> .....	<b>39</b>
2.1. LEADERSHIP THEORY .....	39
<i>Why Leadership?</i> .....	41
<i>Trait, Behavioural and Contingencies Theories</i> .....	42
<i>Transformational, Charismatic and Authentic Leadership</i> .....	44
<i>Critical Approaches to Leadership</i> .....	46
<i>Creative and Cultural Leadership</i> .....	50
2.2. LEADERSHIP DEVELOPMENT THEORY.....	54
<i>Leadership Development Techniques</i> .....	56
<i>Lived Experience and Leadership Development</i> .....	58
<i>Social Learning Theory and Communities of Practice</i> .....	59
<i>Leadership Development in the Australian Arts and Cultural Sector</i> .....	62
2.3. IDENTITY THEORY .....	64
<i>Functionalist Approaches to Leadership Identity</i> .....	65
<i>Social Identity Theory</i> .....	67
<i>Interpretative and Critical Approaches to Leadership Identity</i> .....	69
2.4. RELUCTANT LEADERSHIP .....	72
2.5. SUMMARY.....	75
<b>3. RESEARCH PROCESS</b> .....	<b>79</b>
3.1. RESEARCH QUESTION AND ITS RELATIONSHIP TO THEORETICAL FRAMEWORKS .....	81
3.2. RESEARCH APPROACH .....	88
<i>Application of a Case Study Approach</i> .....	89
<i>Participant Sourcing and Interview Process</i> .....	90
<i>Thematic Narrative Analysis</i> .....	97
<i>The Role of the Researcher</i> .....	99
<i>Ethics</i> .....	102
<i>Presentation of Findings</i> .....	104
<i>Research Quality Criteria</i> .....	104
3.3. SUMMARY.....	107

<b>4.</b>	<b>INDUSTRY SECTORS: AN OVERVIEW OF THE CASE STUDIES.....</b>	<b>108</b>
4.1.	THE AUSTRALIAN ARTS AND CULTURAL SECTOR .....	109
	<i>The Precarious Labour Market of the Arts and Cultural Sector .....</i>	<i>115</i>
4.2.	INTRODUCING THE NINE CASE STUDIES .....	119
	<i>Theatre .....</i>	<i>121</i>
	<i>Film .....</i>	<i>122</i>
	<i>Music .....</i>	<i>124</i>
	<i>Advertising.....</i>	<i>126</i>
	<i>Digital Design.....</i>	<i>129</i>
	<i>Design and Craft .....</i>	<i>131</i>
	<i>Visual Arts.....</i>	<i>133</i>
	<i>Festival and Event Curation .....</i>	<i>135</i>
	<i>Fashion/Blogging.....</i>	<i>137</i>
4.3.	SUMMARY.....	139
<b>5.</b>	<b>LEADERSHIP IN THE AUSTRALIAN ARTS AND CULTURAL CONTEXT .....</b>	<b>141</b>
5.1.	HOW PARTICIPANTS ENGAGE WITH THEIR COMMUNITIES.....	141
	<i>Theatre .....</i>	<i>142</i>
	<i>Film .....</i>	<i>144</i>
	<i>Music .....</i>	<i>147</i>
	<i>Advertising.....</i>	<i>149</i>
	<i>Digital Design.....</i>	<i>151</i>
	<i>Design and Craft/Visual Arts .....</i>	<i>152</i>
	<i>Festival and Event Curation/Fashion/Blogging .....</i>	<i>155</i>
5.2.	LEADERSHIP ACROSS THE CASE STUDIES.....	157
5.3.	WHAT THE CASE STUDIES REVEAL ABOUT ARTS AND CULTURAL SECTOR LEADERSHIP .....	161
	<i>Leadership is Strongly Associated with Headship.....</i>	<i>162</i>
	<i>Leadership Development is Individualistic in Approach.....</i>	<i>164</i>
	<i>Arts and Cultural Leaders are Visionary.....</i>	<i>165</i>
	<i>Personality and Leadership are Strongly Associated .....</i>	<i>166</i>
	<i>Successful Arts and Cultural Leaders Combine Leadership with Practice .....</i>	<i>167</i>
5.4.	SUMMARY.....	169
<b>6.</b>	<b>CONTRIBUTORS TO LEADERSHIP IDENTITY CONSTRUCTION .....</b>	<b>171</b>
6.2.	EVIDENCE OF IDENTITY REGULATION IN THE ARTS AND CULTURAL SECTOR .....	174
	<i>Knowledge and Skills .....</i>	<i>174</i>
	<i>Definition .....</i>	<i>177</i>
	<i>Group Categorisation/Affiliation .....</i>	<i>180</i>
	<i>Hierarchical Location .....</i>	<i>180</i>
	<i>Rules of the Game.....</i>	<i>181</i>
	<i>Gender Roles and Leadership Identity .....</i>	<i>183</i>
	<i>Active Participation in Leadership Discourse .....</i>	<i>186</i>
	<i>Location .....</i>	<i>189</i>
	<i>Egalitarianism.....</i>	<i>192</i>
6.3.	SUMMARY.....	194



<b>7.</b>	<b>THE IMPACT OF IDENTITY REGULATION ON LEADERSHIP IDENTITY.....</b>	<b>196</b>
7.1.	LACK OF CONFIDENCE.....	197
7.2.	LEADERSHIP RELUCTANCE .....	199
7.3.	BUILDING POSITIVE LEADERSHIP IDENTITY.....	208
	<i>Evidence of Communities of Practice in the Research Case Studies .....</i>	<i>208</i>
	<i>How Communities of Practice Support Positive Leadership Identity Construction .....</i>	<i>212</i>
7.4.	SUMMARY.....	218
<b>8.</b>	<b>THE LEADER PERSONAS .....</b>	<b>223</b>
8.1.	CONSTRUCTING THE PERSONAS: THE ROLE OF SENSEMAKING .....	223
	<i>Communities of Practice as Sites of Sensemaking .....</i>	<i>224</i>
	<i>Interviews as Sites of Sensemaking .....</i>	<i>225</i>
	<i>Research Process as the Site of Sensemaking.....</i>	<i>226</i>
8.2.	LEADER PERSONAS.....	227
	<i>The Collector .....</i>	<i>227</i>
	<i>The Learner.....</i>	<i>231</i>
	<i>The Outsider .....</i>	<i>234</i>
	<i>The Underdog .....</i>	<i>237</i>
	<i>The Community Builder .....</i>	<i>239</i>
8.3.	THE LEADERSHIP PERSONAS IN CONTEXT .....	240
8.4.	HOW THE PERSONAS HELP SUPPORT ARTS AND CULTURAL LEADERSHIP .....	244
8.5.	SUMMARY.....	245
<b>9.</b>	<b>CONCLUSION.....</b>	<b>249</b>
9.1.	KEY FINDINGS OF THE RESEARCH STUDY .....	250
9.2.	IMPLICATIONS FOR THEORY AND PRACTICE .....	254
	<i>Theoretical Implications .....</i>	<i>255</i>
	<i>Practical Implications.....</i>	<i>258</i>
9.3.	LIMITATIONS OF THE STUDY .....	267
9.4.	FURTHER RESEARCH DIRECTIONS.....	269
9.5.	A PERSONAL REFLECTION.....	271
	<b>APPENDIX 1: INVITATION TO PARTICIPATE IN THE RESEARCH.....</b>	<b>274</b>
	<b>APPENDIX 2: CANDIDATE INFORMATION SHEETS .....</b>	<b>276</b>
	PRIMARY PARTICIPANTS.....	276
	SECONDARY PARTICIPANTS.....	278
	<b>APPENDIX 3: SEMI-STRUCTURED INTERVIEW PROMPTS .....</b>	<b>280</b>
	<b>APPENDIX 4: DEMOGRAPHICS OF PARTICIPANTS.....</b>	<b>281</b>
	<b>BIBLIOGRAPHY .....</b>	<b>284</b>

## LIST OF FIGURES

FIGURE 1: IDENTITY REGULATION, IDENTITY WORK AND SELF-IDENTITY .....	83
FIGURE 2: RELATIONSHIP BETWEEN RESEARCH STAKEHOLDERS .....	100
FIGURE 3: UNESCO FRAMEWORK FOR CULTURAL STATISTICS .....	113
FIGURE 4: THEATRE PARTICIPANT RELATIONSHIPS .....	121
FIGURE 5: FILM PARTICIPANT RELATIONSHIPS.....	123
FIGURE 6: MUSIC PARTICIPANT RELATIONSHIPS .....	125
FIGURE 7: ADVERTISING PARTICIPANT RELATIONSHIPS.....	128
FIGURE 8: DIGITAL DESIGN PARTICIPANT RELATIONSHIPS.....	130
FIGURE 9: DESIGN AND CRAFT PARTICIPANT RELATIONSHIPS .....	132
FIGURE 10: VISUAL ARTS PARTICIPANT RELATIONSHIPS .....	134
FIGURE 11: FESTIVAL AND EVENT CURATION PARTICIPANT RELATIONSHIPS .....	136
FIGURE 12: FASHION/BLOGGING PARTICIPANT RELATIONSHIPS .....	138
FIGURE 13 (DUPLICATE): RELATIONSHIP BETWEEN THE RESEARCH STAKEHOLDERS.....	224
TABLE 1: RELUCTANT LEADERSHIP DEMONSTRATED BY KEY STATEMENTS.....	203
TABLE 2: SUMMARY OF LEADER PERSONA ATTRIBUTES.....	248