3 – RESEARCH METHODOLOGY
3.1 METHODOLOGY
After having identified the project area, it is but natural that a methodology for determining the reengineering processes used in business process reengineering is put in place to facilitate a smooth flow during the course of the study. It can be taken for certain that most reengineering methodologies share common elements, but simple differences can have a significant impact on the success or failure of a project.

3.2 PURPOSE OF THE STUDY
Though many companies have initiated one or more major reengineering project in the last three to five years, it is reported that over 70% of the suggestions generated were not implemented. Reengineering projects involve order of magnitude change ($10^3$) and a complex interrelationship of new business processes and information technology. Half of the failures are due to faulty design or inappropriate IT; another half fail because of mismanaged implementation.

In light of the above it is the endeavor of the researcher to study a few organizations in India to bring out the following:

a) The processes adopted by these organizations while carrying out the reengineering processes.
b) To find out how they went about the whole exercise
c) To find out the difficulties faced by them on the path
d) To study the ways and means they adopted in order to overcome these difficulties faced by them
THE OBJECTIVES OF THE STUDY

1. To study the approaches used for reengineering in existing business processes or business functions in the selected units.
2. To understand the approaches used for managing the on-going business transformation process in the selected units.
3. To study the perceptions of executives and supervisors regarding the reengineering process carried out in their organization.
4. To study the reasons that have led to reengineering processes in these companies.

HYPOTHESIS

I. There is no significant difference in the level of achievement, in the companies taken for the research study after reengineering.
II. There is no significant difference in the perception of the employees regarding the organization after reengineering.

(This assumption was taken with a view of the pre-reengineering performance situation and post-reengineering scenario of the said companies).

SCOPE OF THE STUDY

In India many Orgs. Are u/going BPR in one manner or the other. It is not possible to study all the orgs. by the researcher. For the purpose of this study, the following organizations were chosen.

1. Mahindra & Mahindra
   Kandivili - THANE - BOMBAY
2. Thermax Surface Coating Ltd.
   Pune
3. Arvind Mills
   Ahemadabad
4. Ranbaxy Labs
   Mohali -- NEAR CHANDIGARH
5. Siemens
   Kalwa -- BOMBAY
1. DATA COLLECTION METHODS
   1.1 An interview schedule and a set of questionnaire was prepared and administered to all key persons involved in the BPR activity in the selected organizations by the researcher.
   1.2 Secondary Data was obtained from documents and manuals of the company.

2. DATA ANALYSIS AND RESULTS
   Data collected by the above methods was tabulated and *Correlation analysis* was used to analyze the data so obtained.