



## Investigating the Effect of Religious Orientation on Decision Making Approach of Financial Managers

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### ABSTRACT

### Keywords:

## 1. Introduction

If we accept the general purpose of providing accounting information is to provide a basis for economic decision-making, we will accept that study is essential in decision-makers' behavioral dimensions. Since the dimensions of behavior have a direct impact on the decisions. Religion later is one of the most important dimensions of behavior in religious countries like Iran. Behavioral aspects such as religious and moral behavior or the pretense of being religious are critical to the elaboration and development of ethical approaches to decision making and the provision of information in decision-making systems. Ho (2009) with regard to ethics studies, in his research, which included accounting professionals in Taiwan and he has measured their sensitivity to ethics in relation to their religious affiliations, concluded that the religious beliefs of accountants are significantly related to their logical reasoning ability. He added that it would be interesting to find out if accountants with different religious beliefs actually behave differently in real accounting conditions or not. Ho's study (2009) included accounting specialists. Who claimed to be Buddhist, Christian, and Catholic? As well as accountants who followed Taoism or those who claimed did not follow any religion. He concludes that: in the future, more countries will study more profoundly the impact of religious beliefs on the ability of moral reasoning in accounting professionals. On the other hand, the relationship between religion and ethics can be examined in various ways. In many ways, religion can contribute to moral action. Where justification of moral requirements cannot create a motive for doing moral action in humans, religion can create the motive with its own specific tools and mechanisms. Also moral rules like legal rules require warranty to run. That religion can guarantee this guarantee on the basis of rewards. Using an empirical survey, the researchers found that religious beliefs and beliefs of managers and business professionals are very important and according to the evidence, they discovered the connection between religion and the use of accounting tricks to hide violations. After controlling a wide range of demographic variables, they also found that attending religious and spiritual sites (their indicator for religiosity) led to less manipulation of accounting information (Sepasi and Hoseini, 2015). If we accept that human intention is effective in the value of the act, because religion

considers the highest goals in moral practice, it should therefore be more valuable than moral action (Ojjaqi, 2007). On the other hand, one of the most important tasks of management is decision making. Decision making is an integral part of management and it manifests itself in every task of management. In defining the organization's policies, in defining goals, designing an organization, selecting, evaluating, and in all management practices, decision making is a key component. In general, decision making is a mental process that all human beings deal with all their lives. The decision making process takes place in the light of culture, perceptions, religious beliefs and values, attitudes, personality, individual knowledge and insights and these factors interact with each other (Mohyeddini, 2008). Given that we are in a country where religion is the basis of the rules and regulations and sometimes religion is a means to achieve goals, the key question is whether financial managers with various religious beliefs and orientations behave differently in the actual accounting conditions and what does religious orientation affect their decision-making approach? In this regard, the purpose of this research is to determine ethical decision approaches of financial managers of companies with their impact on religious orientation as the basis for their moral inference. The importance of this research is that ethics is simply a matter of mutual trust. The practical problem is that deviation from ethics can make it difficult or impossible to maintain mutual trust (Marsla, 1995). Thus, the secret of the durability and survival of professionals can be recognized in the interest of public confidence in society. As long as there is no public trust in the society, its functions will not work properly (Williams, 2004). It is also expected to use the results of this research to achieve the following goals: 1. Recognition of religious orientations leads to prediction of behaviors. 2. Identify the approach of financial managers, public accountants and accountants to their future decisions and how they differ in their religious qualities and by taking into account information about their individual qualities about their decision, it will help to behavioral research and prediction of their decision type. 3. In addition, the results of this research are used by professors and students, the Ministry of Science, the Securities and Exchange Organization, the public accountant's community, and other centers, according to the behavioral dimension of research, to define

professional ethics codes. 4. Beneficiaries to trust reports and make decisions using them, also the government in a specific way and the Audit Firm of the country as the trustee of the implementation of accounting standards can use the results of this research to improve standards with the ethical orientations of these standards and remove existing barriers.

### Research hypotheses

First main hypothesis: There is a relationship between the internal religious orientation of corporate finance managers and their decision-making approach.

- There is a correlation between the internal religious orientation of corporate finance managers and the profit-making approach.
- There is a correlation between the internal religious orientation of corporate finance managers and the pragmatic approach (selfishness).
- There is a correlation between the internal religious orientation of corporate finance managers and the task of duty.
- There is a correlation between the internal religious orientation of corporate finance managers and the interpretive approach (hermeneutics).

Second main hypothesis: There is a relationship between the external religious orientation of corporate finance managers and their decision-making approach.

- There is a correlation between the external religious orientation of corporate finance managers and the profit-making approach.
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- There is a correlation between the external religious orientation of corporate finance managers and the task of duty.
- There is a correlation between the external religious orientation of corporate finance managers and the interpretive approach (hermeneutics).

### Research methodology

The purpose of this study was to investigate the effect of religious orientation on different decision makers of financial managers, to be clearer, the explanation of the causal relationship between independent variables (religious orientation type) and dependent variables (different approaches of decision makers of financial managers). In this study, there is a possibility of a causal relationship. Thus, based on the presented materials, it is predicted that the independent variable in this research causes a change in the dependent variable. Figure 1 shows the conceptual model of research.

Statistical population and research sample: The statistical population of this research is financial managers of Tehran Stock Exchange companies. The number of companies accepted on the basis of the latest statistics published by the official Stock Exchange information portal is 343 companies (Stock Exchange Information Site, 2016). Accordingly, the size of the statistical society is 343 people. Given the availability of the sample, the sample size is determined by at least 181 financial managers using the Cochran formula. Samples were selected using random sampling method. The calculation of the minimum number of samples according to the Cochran formula is presented below:

$$n = \frac{\frac{z^2 pq}{d^2}}{1 + \frac{1}{N} \left( \frac{z^2 pq}{d^2} - 1 \right)} \quad (1)$$

Also, the sample size was measured using the PLS software, using a partial least squares sampling method to have the necessary conditions to use this software. Regarding the probability of not receiving all the questionnaires, 300 questionnaires were sent to the statistical community in a virtual and face-to-face manner. Of the completed questionnaires, 218 responses were received. Of these, 18 were questionnaires that did not seem valid and set aside and with 200 questionnaires, this study was conducted. In order to study the subject literature and collect information about the background and conceptual framework of the research, the information was collected using a library method. Also, in order to answer the research questions and test the hypotheses,

the required information was collected using the field method. Religious orientation questionnaire: The required data were collected by a researcher-designed standard questionnaire and also a scenario in the form of a questionnaire using a literature review study and opinions of experts in the field. Alport (1966) based on his attempts at his theory, attempted to build a scale for measuring religious orientation. For this purpose, a scale of 21 questions was raised. The scoring method is as follows: The external religious orientation scale includes Questions 1, 2, 6, 8, 9, 10, and 18, and in this way the number "1" is given to the "completely disagree" option, the number "2" is given to the "I almost disagree" option, the number "4" is given to the

"I almost agree" option and the number "5" is given to the "I quite agree" option and if the person does not answer the question, we will put it aside. In the case of Question 18, the opposite is true. The number "5" is given to the "I totally disagree" option, the number "4" is given to the "I almost disagree" option, the number "2" is given to the "I almost agree" option and the number "1" is given to the "I quite agree" option. On the scale of internal religious orientation, which includes the remaining questions of religious orientation questionnaire, scoring all questions is the same as the external religious orientation, but on questions 15, 16 and 17, the opposite is true.

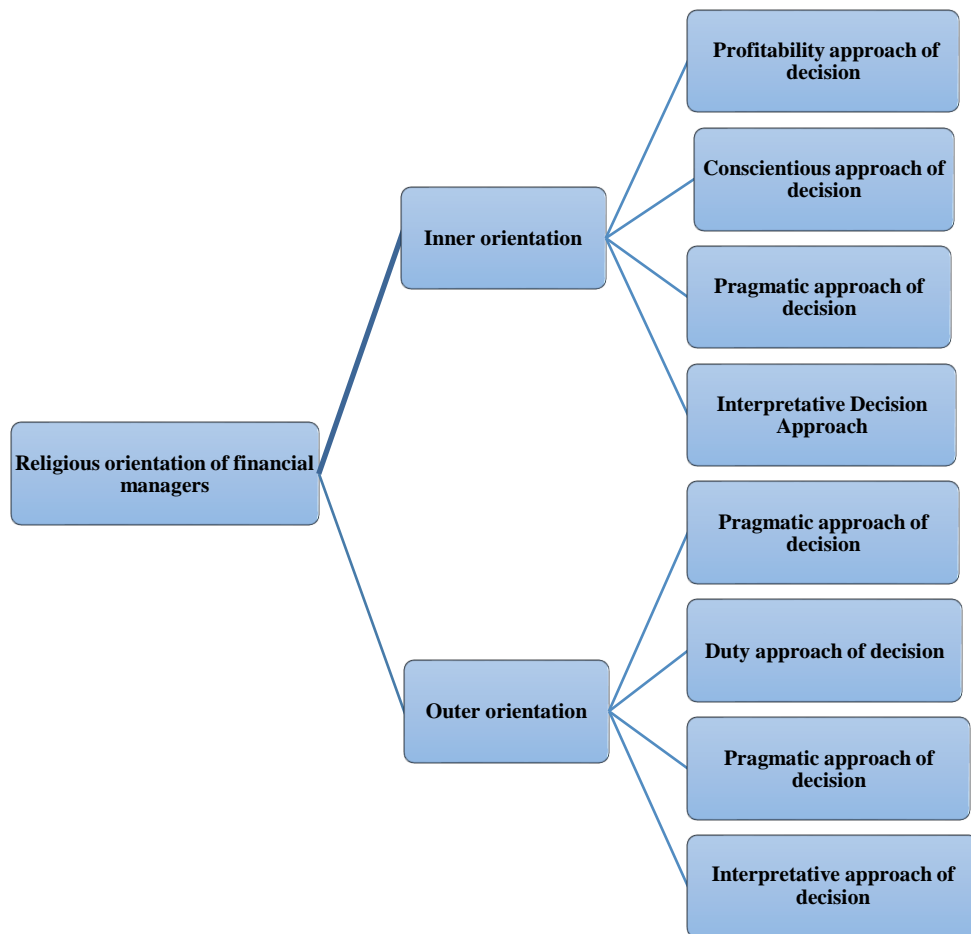


Figure 1: Suggested research conceptual model

Questionnaire and scenario in decision-making approach: in this section, based on the theoretical foundations and fundamental concepts of each ethical decision-making approach, several standard news stories by the researcher are compiled and included in the questionnaire. Responsive instead of direct answer to any question, indicated the amount of agreement or opposition to each of the news propositions by selecting one of the options for each item. The spectrum used in this questionnaire is a five-point Likert spectrum, which includes completely opposite, opposing, indifferent, agreeing and fully agreeing with rankings 1, 2, 3, 4, and 5, respectively. Responsive can express his agreement or opposition by choosing one of the options of "I fully agree" until "I completely disagree". In the following tables, the goals of each proposition have been categorized and presented in the order respectively. Validity and reliability of the questionnaire: To calculate the validity by content validity index (CVR) and (CVI) has been investigated by questionnaires and scenarios for decision-making approaches sent to specialists, and the content validity of the questionnaire has been approved. In order to calculate the index (CVR), the opinions of 12 experts who were all university professors were used in the content of the test. By explaining the objectives of the test to them and providing operational definitions concerning the content of the questions to them, they are asked to classify each of the questions in three sections "necessary", "useful but not necessary" and "necessity. The content validity ratio is calculated based on the following formula:

$$CVR = \frac{n_e - \frac{n}{2}}{\frac{n}{2}} \quad (2)$$

In this formula  $n$  is the total number of specialists and  $n_e$  is the number of specialists who have chosen the necessary option. Based on the number of experts who have evaluated the questions, the minimum amount of CVR is acceptable based on the table. Questions for which the calculated CVR value for them is less than the desired amount according to the number of assessors must leave the test. Due to the fact that based on content validity index, there is no acceptable content validity (Carcass, 1975).

In this study, the questionnaire was modified and finalized by the opinion of the professor and the professors of the consultants and other professors in the field of accounting in several stages. According to the number of specialists who were 12, 66% were acceptable. The standardized CVR for the 12 people is at least 0.56. Content Validity Index (CVI) is another solution. The content validity index is used by Waltz and Bausel (1981). In this way, experts identify "relevance", "clarity" and "simplicity" of each statement based on a 4-part Likert scale. The proposed items, with the exception of the two questions that were removed, left the percentage above 70% of validity. In order to determine the reliability of the instrumentation, the internal consistency has been measured by the Cronbach's alpha coefficient validation scale was validated at 0.737. In this research, descriptive and inferential statistical methods have been used. In the descriptive statistics section, for qualitative analysis of the general information obtained from the questionnaire, the classification and organization of the information, the percentage of each option and cumulative percentages, and descriptive statistics (mean, median, facet, and standard deviation) were used for the questions. The descriptive section in this research consists of three parts: describing the characteristics of the statistical sample, describing the raw data and describing the variables of the research. The inferential statistics section consists of tests related to research hypotheses. In order to reduce the number of research variables in less factors and determine the contribution of each factor to identify religious orientation and its impact on each decision approach, factor analysis technique was used. For the purpose of exploratory factor analysis, the first attempt was made to test the adequacy of the sampling and to test the normality of the data. In this research, based on the nature of the research and the collected evidence, multivariate analysis has been used, includes: exploratory factor analysis and confirmatory factor analysis and structural equation. First, the distribution of each item has been investigated. Then, by exploratory factor analysis, we studied the components related to the explanatory and dependent variables and then a confirmatory factor analysis has been done. Finally, structural equation has been used to study the conceptual model of the research. In order to analyze the data and perform statistical tests SPSS, LISREL, XLSTAT, and PLS software have been used.

## Results

**Descriptive Statistics:** The descriptive indices of religious orientation and decision approaches in the statistical sample of the research are presented in Table 1 and analyzed. Independent variables of the model include: the external religious orientation with a mean of 2.818 and a standard deviation of 0.695 and a 0.482 variance has a positive tendency and stretch is negative and internal religious orientation with a mean of 2.486 and a standard deviation of 0.632 and a variance of 0.400 has positive and negative stretch marks. Positive skew indicates that the distant view of the central indexes is in the right range of the measured scale, and the negative stretch marks indicate that the density of observations is less than the central indexes. The variation of the skewness coefficient of a smaller variable is 1.96, which indicates the non-distortion of distribution over a normal distribution. The variation of the variation coefficient is greater than 1.96, which indicates a curvature deviation relative to a normal distribution. The dependent variables of the model include:

The decision-making approach for pragmatism with a mean of 3.003 and a standard deviation of 0.761 and a variance of 0.580, have positive skew and

negative stretch. The interest-based decision-making approach with a mean of 3.522 and a standard deviation of 0.671 and variance of 0.450, have negative skew and positive stretch. Interpretative decision-making approach with a mean of 3.396 and a standard deviation of 0.698 and a variance of 0.487, have negative skew and negative stretch. And the task-oriented decision-making approach with a mean of 3.586 and a standard deviation of 0.655 and a variance of 0.429, have negative skew and positive stretch. Positive skew indicates that the distant view of the central indexes is in the right range of the measurement scale. And the negative skew suggests that a distant view of the central indexes has been located in the left-hand side of the measurement scale and the negative stretch marks indicate that the density of observations is less than the central indexes and the positive stroke indicates that the density of observations is greater than the central indexes. Deviation of variable skewness coefficient is larger than absolute value of 96/1 which indicates the distort distribution than normal distribution and deviation of variable elongation coefficient is Smaller than absolute value of 96/1 which indicates that the curvature does not deviate from a normal distribution.

**Table 1: descriptive indices of independent and dependent variables in the statistical sample of the research**

Research variables	Number	Average	Standard deviation	Variance	Skewness	Stretching	Deviation of coefficient	
							Skewness	Stretching
External religious orientation (independent)	200	2.818	0.695	0.482	0.102	-0.898	0.592	-2.624
Internal religious orientation (independent)	200	2.846	0.622	0.400	0.179	-0.177	1.040	-0.518
Pragmatic decision making approach (dependent)	200	2.002	0.761	0.580	0.267	-0.420	2.124	-1.228
The decision-making approach of profitability (dependent)	200	2.522	0.671	0.450	-0.707	0.651	-4.115	1.902
Interpretative decision approach (dependent)	200	2.296	0.698	0.487	-0.122	-0.465	-0.710	-1.360
Decision-making approach to conscientiousness (dependent)	200	2.586	0.655	0.429	-0.722	0.260	-4.257	1.52

### Study of the distribution of research variables

One of the fundamental assumptions in the structural equation finding with the covariance approach is the normal distribution of the distribution of items and if they are not normal, a structural equation of least squares is used. In this section, One-Sample Kolmogorov-Smirnov Test was used to investigate the

distribution of research items. Based on the calculated level of significance, distribution of none of the items is normal (Level of significance less than 0.05). Therefore, due to the non-distribution of items, the structural equation of least squares is used.

Table 2: The results of the distribution of research items by Kolmogorov-Smirnov test

Rows of item	Structure	Z Statistical	Probability of Error	Rows of item	Structure	Z Statistical	Probability of Error	Rows of item	Structure	Z Statistical	Probability of Error
1	Outer orientation	3.058	.000	3	Pragmatism	3.376	.000	2	Interpretation	3.208	.000
2	Outer orientation	3.051	.000	4	Pragmatism	3.484	.000	3	Interpretation	3.295	.000
6	Outer orientation	3.0250	.000	5	Pragmatism	2.910	.000	4	Interpretation	2.926	.000
8	Outer orientation	3.088	.000	6	Pragmatism	3.006	.000	5	Interpretation	3.223	.000
9	Outer orientation	3.058	.000	7	Pragmatism	2.935	.000	6	Interpretation	3.254	.000
10	Outer orientation	3.0343	.000	8	Pragmatism	2.681	.000	7	Interpretation	3.276	.000
18	Outer orientation	3.010	.000	9	Pragmatism	2.801	.000	8	Interpretation	3.013	.000
3	Inner orientation	3.0482	.000	10	Pragmatism	2.577	.000	9	Interpretation	2.729	.000
4	Inner orientation	3.0954	.000	11	Pragmatism	2.615	.000	10	Interpretation	3.087	.000
5	Inner orientation	3.0579	.000	12	Pragmatism	2.651	.000	11	Interpretation	3.085	.000
7	Inner orientation	4.022	.000	1	Profitability	3.883	.000	12	Interpretation	3.257	.000
11	Inner orientation	3.723	.000	2	Profitability	3.563	.000	1	Duty	3.738	.000
12	Inner orientation	3.606	.000	3	Profitability	4.000	.000	2	Duty	3.417	.000
13	Inner orientation	3.649	.000	4	Profitability	3.728	.000	3	Duty	3.597	.000
14	Inner Orientation	3.674	.000	5	Profitability	3.739	.000	4	Duty	3.616	.000
15	Inner orientation	3.525	.000	6	Profitability	3.833	.000	5	Duty	4.062	.000
16	Inner orientation	3.950	.000	7	Profitability	4.133	.000	6	Duty	4.230	.000
17	Inner orientation	3.848	.000	8	Profitability	3.912	.000	7	Duty	4.121	.000
19	Inner orientation	3.646	.000	9	Profitability	3.719	.000	8	Duty	4.337	.000
20	Inner orientation	3.813	.000	10	Profitability	3.468	.000	9	Duty	4.465	.000
21	Inner orientation	3.995	.000	11	Profitability	3.880	.000	10	Duty	4.480	.000
1	Pragmatism	2.976	.000	12	Profitability	3.663	.000	11	Duty	4.275	.000
2	Pragmatism	2.921	.000	1	Interpretation	3.184	.000	12	Duty	4.086	.000

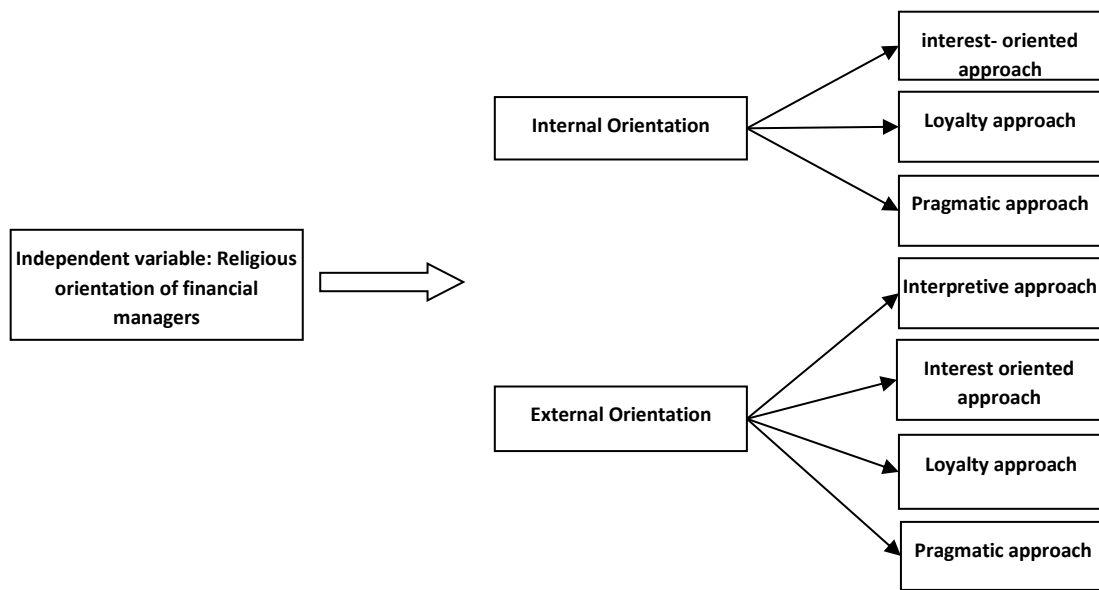
### The correlation of Model Structures

In order to investigate the relationship between model structures, Pearson correlation coefficient test is used. The significance level for relationships that are smaller than 0.05 is meaningful and for relationships that are greater than 0.05. The results of the correlation coefficients are presented in Table 3.

In this table, the values of the left (with the color field) are significant and the values of the right (with the lines below the numbers) indicate the correlation coefficients. The internal religious orientation has a positive and meaningful relationship with four approaches. The coefficient of the effect of external religious orientation on pragmatic decision making with the value of 0/566 and the critical value of 8/138,

the coefficient of the effect of the internal religious orientation construct on pragmatic decision making with the value of 0/375 and the critical value of 4/775, the coefficient of the effect of the internal religious orientation construct on the decision making of interest-oriented approach with the value of 0/478 and the critical value of 8/200, the coefficient of the effect of the internal religious orientation construct on the interpretive decision-making approach with the value of 0/568 and the critical value of 11/843 and the coefficient of the effect of the internal religious orientation the loyalty decision-making approach with the value of 0/392 and the critical value of 7/280 have a critical ratio greater than the critical value of 1.96, which indicates the effect of these independent external structures on the internal-dependent structures making approach.

is meaningful. The coefficient of the effect of the external religious orientation on the decision-making of interest-oriented approach of with the value of -0.085 and the critical value of -1.352, the coefficient of the effect of the external religious orientation construct on the interpretive decision-making approach with the value of -0.072 and the critical value of -0.952, and the coefficient of influence of the external religious orientation on the loyalty decision-making approach with the value of -0/116 and the critical value of -1/755 have a critical ratio smaller than the absolute value of the critical value of 1.96 which suggests that the external exterior religious orientation is not meaningful on the internal structure of the decision making of interest- oriented approach, the interpretive decision making approach, and the loyalty decision-



As the present study is based on four constituents, the model has four coefficient of determination. The coefficient of determination  $(R^2)$  for the structure of the pragmatic decision making approach is 0.396 which indicates the explanatory nature of the construct of the pragmatic decision making approach by the two factors that have the highest coefficient of determination: external religious orientation with the value of 0.275 and internal religious orientation with the value of 0 /121.

The coefficient of determination  $(R^2)$  for the structure of the decision making of interest- oriented approach is 0.248 which indicates the explanatory nature of the construct of decision making of interest- oriented approach by the two factors that have the highest coefficient of determination: internal religious orientation with the value of 0.241 and external religious orientation with the value of 0 /008.

The coefficient of determination  $(R^2)$  for the structure of the interpretive decision making approach



is 0.340 which indicates the explanatory nature of the interpretive decision making approach by the two factors that have the highest coefficient of determination: internal religious orientation with the value of 0.335 and external religious orientation with the value of 0 /005.

The coefficient of determination <sup>(R<sup>2</sup>)</sup> for the structure of the loyalty decision-making approach is 0.181 which indicates the explanatory nature of the loyalty decision-making approach by the two factors that have the highest coefficient of determination: internal religious orientation with the value of 0.167 and external religious orientation with the value of 0 /014.

The redundancy index for the pragmatic decision-making approach is 0.233, the interest-oriented decision making approach is 0.129, the interpretive decision-making approach is 0.172 and the loyalty decision-making approach is 0.098, which all the

above positive index indicate the high quality of the structural model.

The coefficients of the prediction of the internal religious orientation in all four decision-making approaches are greater than 0.80, which indicates their importance in predicting internal structures. Extraterritorial structure of external religious orientation is only greater than 0.80 in pragmatic decision making approach, which indicates its importance in predicting the construct of pragmatic decision making approach.

However, variable importance in the projection of the external religious orientation in the constituent structures of the interest-based decision-making approach, the interpretive decision-making approach, and the loyalty decision-making approach are less than 0.80, which indicates its low importance in prediction. The results of the structural part of the research indicated in Table 4.

**Table 3: Pearson correlation coefficient test results for the study of the relationship between model structures**

Factor	Index	External religious orientation	Internal Religious orientation	Pragmatic approach	Interest-oriented approach	Interpretive approach	Loyalty approach
External Religious orientation	Coefficient	-					
Internal Religious orientation	Coefficient	-0.154	-				
Pragmatic approach	Coefficient	0.486	0.322	-			
Interest-oriented approach	Coefficient	-0.089	0.504	0.400	-		
Interpretive approach	Coefficient	-0.074	0.590	0.234	0.0448	-	
Loyalty approach	Coefficient	-0.125	0.425	0.215	0.412	0.495	-

**Table 4: Effect Coefficients, Diagnosis, Redundancy and variable importance in the projection of Statistical Test**

Effective structures	Impressiona ble	Results of effect coefficient			Coefficient of determination		Redundancy and impotence	
	Structure	Impact factor	Probability of error	Critical Statistic	Coefficient of structure	Coefficient of equation	Impotence	Redundancy
External religious orientation	Pragmatic	0.566	0.070	8.138	0.396	0.275	1.179	0.233
Internal Religious orientation		0.375	0.079	4.775		0.121	0.830	
External Religious orientation	Interest-Oriented	-0.085	0.063	-1.352	0.248	0.008	0.246	0.129
Internal Religious orientation		0.478	0.058	8.200		0.241	1.393	
External Religious orientation	Interpretive	-0.072	0.075	-0.952	0.340	0.005	0.177	0.172
Internal Religious orientation		0.568	0.048	11.843		0.335	1.403	
External Religious orientation	Loyalty	-0.0116	0.066	-1.755	0.181	0.014	0.399	0.098
Internal Religious orientation		0.392	0.054	7.280		0.167	1.357	

## 6. Discussion and Conclusion

To compare the mean of religious orientation based on the tendency of managers to internal and external religious orientation with the theoretical mean of the measurement scale (according to the theoretical mean of the measurement scale is equal to 2/5) a one-group mean comparison test was used. For this purpose, four tests have been performed. The average external religious orientation test statistic for managers with external orientation and the mean internal religious orientation test statistic for managers with internal orientation is greater than the critical value of 1.96. In other words, their level of significance is less than 0.05, which shows that the average of external religious orientation and internal religious orientation based on their tendency is higher. While the average external religious orientation test statistic for managers with external orientation and the mean internal religious orientation test statistic for managers with internal orientation is less than the critical value of 1.96. In other words, their level of significance is greater than 0.05, which shows that the average of external religious orientation and internal religious orientation based on their tendency is not significantly different from the theoretical average. The test results are presented in table 5.

Therefore, based on the findings of the research, the results of four sub-hypotheses related to the first hypothesis that the effect of internal religious orientation on all four components of the decision-making approach is positive and significant is confirmed by this main hypothesis.

The reason for the significance of this hypothesis is that the coefficient of influence of the internal religious orientation of corporate financial managers on the interest-oriented decision making with a value of 0.478 has a critical statistic of 8.200, then, the

coefficient of influence of the internal religious orientation of corporate financial managers on the pragmatic decision making approach with the value of 0.375 has a critical statistics of 4/775, after that the effect of internal religious orientation of corporate financial managers on the loyalty decision making approach with a value of 0.392 has a critical statistics of 7/280 and the coefficient of influence of the internal religious orientation of financial managers on interpretive decision making with a value of 0.568 has a critical statistics of 11.843.

Therefore, zero hypotheses have been rejected at 95% confidence level and the opposite hypotheses have been accepted for the effect of the internal religious orientation of corporate financial managers on the four approaches of interest-oriented, pragmatic, loyalty and interpreted approach.

Given the fact that the coefficients of influence are positive, it can be claimed that the internal religious orientation of the financial managers of the companies has four positive approaches to this approach and all of these sub-assumptions have been confirmed.

This research has been carried out with the help of his colleagues (2012) and research by Sana Moyyed (2016) are in line with the influence of the internal religious orientation on the approaches of loyalty, interpreted and interest oriented approach, as they also believe that religion in the professional accounting arena is a major motive for decision Ethical pursuit. Other factors including family values and personal morals are considered to be important factors, and there is a negative relationship between religiosity and abnormal commitment, but a positive relationship has been found between religiosity and the two criteria of real profit and income management, and this suggests that religious district leaders prefer real profits more than manipulate and manage it.

**Table 5: Comparison of the mean pair of internal and external religious orientation in general**

Comparison of experimental means with theoretical value of measuring instruments (2.5)					Orientation, variable and index	
difference in averages	Probability of Error	Degrees of freedom	t	average		
.77496	.000	92	13.495	3.2750	external religious orientation	External orientation
-.06375	.182	92	-1.344	2.4363	internal religious orientation	internal orientation
-.07944	.134	106	-1.508	2.4206	external religious orientation	External orientation
.70294	.000	106	13.436	3.2029	internal religious orientation	internal orientation

According to the results of four sub-hypotheses, the second main hypothesis, the effect of external religious orientation on only one component of the decision-making approach is positive and significant, as a result, part of this main hypothesis is confirmed and a greater part of it is rejected.

The coefficient of the effect of external religious orientation of corporate financial managers on the interest-oriented decision making with a value of -0.085 has a critical statistics of -1.352. Given that the critical test statistic is less than the critical value of 1.96, then the hypothesis is not rejected at the 95% confidence level and the opposite hypothesis has been rejected for the effect of the external religious orientation of financial managers on the interest-oriented decision making. Since the coefficient of influence is not significant, it can be argued that the external religious orientation of the financial managers on the interest-oriented decision making has been rejected.

The coefficient of the effect of external religious orientation of corporate financial managers on the pragmatic decision making with a value of 0.566 has a critical statistic of 8.138. Since the critical test statistic of the test is greater than the critical value, the critical value is 1.96 and 2.58, therefore, the hypothesis is rejected at 95% confidence level and the opposite hypothesis indicates the effect of the external religious orientation of the financial managers on the pragmatic decision making is positive, it can be claimed that the

external religious orientation of financial managers has a positive and significant effect on the pragmatic decision making approach and this sub-hypothesis has been confirmed.

The coefficient of the effect of external religious orientation of corporate financial managers on the loyalty decision making with a value of -0.116 has a critical statistics of -1.775. Given that the critical test statistic is less than the critical value of 1.96, then the hypothesis is not rejected at the 95% confidence level and the opposite hypothesis has been rejected for the effect of the external religious orientation of financial managers on the loyalty decision making. Since the coefficient of influence is not significant, it can be argued that the external religious orientation of the financial managers on the loyalty decision making has been rejected.

The coefficient of the effect of external religious orientation of corporate financial managers on the interpreted decision making with a value of -0.072 has a critical statistics of -0.952. Given that the critical test statistic is less than the critical value of 1.96, then the hypothesis is not rejected at the 95% confidence level and the opposite hypothesis has been rejected for the effect of the external religious orientation of financial managers on the interpreted decision making. Since the coefficient of influence is not significant, it can be argued that the external religious orientation of the financial managers on the interpreted decision making has been rejected.

**Table 6: The hypotheses and results of the zero and the opposite hypotheses and results of the research hypotheses test**

Hypothesis	Variables and their roles		Hypothesis Test		Test Result	Statistics	
	Independent	Dependent	Zero	Opposite		Impact Factor	Critical Statistic
			$\beta = 0$	$\beta \neq 0$			
No. 1	Internal religious orientation	Decision making	✗	✓	All hypothesis/ approved	----	----
No. 1-1	Internal religious orientation	Interest-oriented	✗	✓	Significant	0.478	8.200
No. 1-2	Internal religious orientation	Pragmatic	✗	✓	Significant	0.375	4.775
No. 1-3	Internal religious orientation	Loyalty	✗	✓	Significant	0.392	7.820
No. 1-4	Internal religious orientation	Interpretive	✗	✓	Significant	0.568	11.843
No. 2	External religious orientation	Decision making	✗	✓	A part of hypothesis approved	----	----
No. 2-1	External religious orientation	Interest-oriented	✓	✗	Not significant	-0.085	-1.352
No. 2-2	External religious orientation	Pragmatic	✗	✓	Significant	0.566	8.138

Hypothesis	Variables and their roles		Hypothesis Test		Test Result	Statistics	
	Independent	Dependent	Zero	Opposite		Impact Factor	Critical Statistic
			$\beta = 0$	$\beta \neq 0$			
No. 2-3	External religious orientation	Loyalty	✓	✗	Not significant	-0.116	-1.755
No. 2-4	External religious orientation	Interpretive	✓	✗	Not significant	-0.072	-0.952

In this study, religion is a key variable that has been studied in the literature on accounting ethics. On the one hand, any phenomenon and action, such as religion and religion, which is in the public domain and plays a positive role, can also cause damage. And any phenomenon that has a more significant role in the reform of society can bring the greatest harm to society.

If religion and religion are not systematically and properly implemented in the community, and tastes and intentional intentions are included, then the greatest harm is undoubtedly for society. Considering the necessity of ethics valuation in the accounting profession and the fact that ultimately the ethical standards of individuals are determinants of their moral / immoral behavior, and that religion can obscure the behavioral style of individuals, this research aims at investigating different decision making approaches of the financial managers and identification of the religious orientation that is expected to affect these approaches.

The research's hypotheses, based on Basilla (2014), have been formed in a research entitled "Ethical Decision Making and Religious Identity, a New and Emerging Phenomenological Study on the Impact of Religious Identity on Ethical Decision Making in the Accounting Profession". Considering that ethical decision-making within the accounting profession continues to be a topic of interest in preventing accounting fraud and undermining the accounting profession, he has conducted an investigation into religious affiliation as an indicator of decision-making behavior. To demonstrate ethics in the profession. In this study, a sample of 48 accountants who have been assigned to accounting work for the past two years has taken a look at the professional performance of their survey of their perceptions of ethical behavior in their accounting and religious affiliation.

To some extent, these findings have been consistent with the results of this research, that religion

in the audit trail is a major motivator for ethical decision-making. Other factors, including family values and personal morals, are considered as important factors. A common theme in the research data shows that both religious and non-religious group of accountants, by answering a standard questionnaire, expressed their concern about the loss of professional reputation with ethical dilemmas.

In addition, in a study by Watson et al. (2009) in a research aimed at examining the simultaneous effect of meta-ethical and immoral values on ethical decision-making and examining how these values interact with reward and punishment agents, this can be in line with this hypothetical view. This research with a sample of 177 students from one of the universities in the United States was conducted and the results showed that both ethical variables (generality and benevolence) as well as immoral variables (power and spontaneity) have a direct impact on students' ethical decision making, as well as ethical and immoral values with Situational factors interact to make a meaningful decision on their ethical decision making. In addition, all control variables (reward, punishment and moral reasoning) had a significant effect. This research is consistent and consistent with the present study.

According to the results of the research, based on the information gathered from the number of 200 financial managers of the listed companies, the results of the comparison of the mean and equation with the least squares, the number of two main hypotheses and eight sub-hypotheses were tested. The fitted conceptual model has supported the direct and significant influence of internal religious orientation on all four variables associated with decision-making approaches and has a positive and significant effect on external religious orientation on the pragmatic decision-making approach. The effect of external religious orientation on three variables: the interest-oriented decision-making approach, the loyalty decision-making approach and the interpreted decision-making approach have not been significantly

interpreted. In general, the results can be summarized as follows:

- Financial managers face an ethical dilemma that is not considered by the rules, society, or principles of professional conduct. Generally, individuals may resort to religion with instrumental tendencies to rescue crises and limitations, and it is only that they are concerned with personal interests. This can be the only way to survive in a set. When making a decision, the influential factors are family, religion, legal system, occupation, community and workplace in the way that any of these may be restricted, moreover in order to achieve the goal, they appear to be ethical.
- The internal religious orientation on the style and decision-making approaches of financial managers is morally more influential than the external religious orientation.
- Individuals with internal religious orientation emphasize on all aspects of decision-making, even their personal interests, but people with external religious orientation only emphasize their personal interests.
- In terms of religious orientation, thinking and reflection on religion, and the importance of the moral life of religious beliefs, and the existence of more important issues of religion in life, even for religious people, has the highest factor in factor ranking and worship both in solitude and in worship. The summit is effective, and going to the mosque for communication with others, and reading prayers is only due to education and tradition has the lowest factor in the ranking of the factor.
- Designed in terms of decision-making approaches in the implementation approach, the better performance of financial managers and the return of capital during its management period have the highest factor in factor ranking.

This study by expressing a different perspective on behavioral accounting, aims to take steps to improve the financial system of the country. The results indicate that the decision makers of financial managers do not eliminate religious, religious and religious influences. It is also implied from the research literature that Christian Jewish customs and their

values affect moral and immoral decisions, but may not be consistent with other religions, such as Islam. In general, suggestions are given as follows:

The importance of thinking and reflecting on religion and its practical use to avoid immoral financial decisions financial managers face an ethical dilemma that has not been addressed by professional and community behavior. As a result, it is suggested that, by taking into account social crises, social issues, could be applied to change the practice of behavior and the relevant principles and try not to discourage them from reaching personal or even organizational goals by religious means. Prioritize people's knowledge, experience and ethics in organizational rankings along with their religious orientation is important. Paying attention to religious and moral interpretations along with the apparent structure of religion for choosing financial managers for the layers of communication specifically and confidentially for the disclosure of moral deviations and the protection of diversion deviators.

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