ABSTRACT

The quality of human resources is an important capital that can be used as measurement management of achievement in the organization. Human resources is the key of success to achieve an organization's objectives. Indonesian National Police is an organization that should have qualified human resources, a highly skilled and professional in order to perform their duties properly. In each policeman must also have a good motivation in carrying out their duties because of motivation can be a driving force that affect the performance of individuals. The purpose of this study is to determine the Influence of Work Motivation on Performance of Members of the Police in Cakung, East Jakarta Police.

Type of study is quantitative and descriptive research. Samples in this study uses a saturated sample ie all members of the Police Cakung totaling 89 members. Data procesising in this study uses multiple linear regression analysis.

Descriptive analysis of variables Motivation on Need for Achievement, Need for Power, and Need for Affiliation the high category, the percentage of motivation 80%. The variable performance of members of the police Police Cakung, East Jakarta, including in the very high category with a percentage value of 87 %. Need for Achievement and Need of Power have significante influence on performance. Besed on the result of regression analysis, motivation variable contribute 36,4% to the performance of police members Police Cakung East Jakarta

Keywords: Motivation Need for Achievement, Need for Power, and Need for Affiliation, Performance members of the Police in Cakung East Jakarta.