

ABSTRACT

With the rapidly evolving era and technology as it is today, humans have an important role to achieve a company's goals. The success of a company or organization is strongly influenced by the performance of the individuals involved. Good performance will be achieved if the factors that lead to the performance is adequately fulfilled. One of the factors to improve performance is motivation.

This research was conducted at Regional Revenue Service of Banten Province by using motivation as independent variable, where in motivation there are intrinsic motivation and extrinsic motivation. Then for the dependent variable in this study is the performance of employees. The purpose of this study to determine how the influence of motivation on the performance of employees of the Regional Revenue Service of Banten Province.

This study uses quantitative methods and questionnaires as a means of data retrieval. The sample technique used in this study is the saturated sample. This research is descriptive and causal research.

The results showed that intrinsic motivation (X1) and extrinsic motivation (X2) simultaneously and partially significant effect on employee performance (Y). The result of determination coefficient test (R²) obtained value 0.320, it shows the magnitude of influence of motivation on employee performance of 32%, while the remaining 68% influenced by other factors not examined in this study.

Therefore, motivation is important to improve the performance of employees of the Regional Revenue Service of Banten Province.

Keywords: *intrinsic motivation, extrinsic motivation, employee performance.*