

TABLE OF CONTENT

DECLARATION OF ORIGINALITY	ii
APPROVAL PAGE	iii
FOREWORD.....	iv
ABSTRACT	vi
TABLE OF CONTENT	vii
LIST OF TABLES	x
LIST OF FIGURES	xii
CHAPTER I.....	1
INTRODUCTION.....	1
1.1 Brief Description of Research Object	1
1.1.1 Company Profile	1
1.1.2 Company's Vision and Philosophy.....	2
1.1.3 Organizational Structure	3
1.2 Research Background.....	4
1.3 Problem Statement	7
1.4 Research Questions	7
1.5 Research Objective.....	7
1.6 Significance of the Study	8
1.6.1 Theoretical Aspect	8
1.6.2 Practical Aspect.....	8
1.7 Scope of the Study	8
1.8 Writing Systematics	9
CHAPTER II.....	11
2.1 Literature Study of Research.....	11
2.1.1 Organizational Behavior	11
2.1.2 Motivation	12
2.1.3 Performance	18
2.1.4 Correlation between Theory of Needs and Performance	21

2.2 Previous Research	22
2.3 Theoretical Framework	32
2.4 Research Hypothesis	33
2.5 Scope of Research	33
CHAPTER III	35
3.1 Type of Research.....	35
3.2 Operational Variable	36
3.3 Research Stages.....	39
3.4 Population and Sample.....	40
3.4.1 Population	40
3.4.2 Sample.....	40
3.5 Source and Data Collection Technique.....	41
3.5.1 Data Collection Technique.....	41
3.6 Validity and Reliability Test	43
3.6.1 Validity Test.....	43
3.6.2 Reliability Test.....	46
3.7 Data Analysis Technique	47
3.7.1 Descriptive Technique.	47
3.7.2 Classical Assumption Test.....	49
3.7.3 Multiple Linear Regression Analysis.....	51
3.7.4 Hypothesis Testing Simultaneously (F-Test).....	51
3.7.5 Hypothesis Testing Partially (T-Test)	52
3.7.6 Determination Coefficient.....	53
CHAPTER IV.....	55
4.1 Descriptive Analysis of Respondent	55
4.1.1 Need for Achievement (X1).....	56
4.1.2 Need for Power (X2).....	58
4.1.3 Need for Affiliation (X3)	59
4.1.4 Y (Job Performance)	61
4.2 Classical Assumption Test	63

4.2.1 Normality Test	64
4.2.2 Heteroscedasticity Test	65
4.2.3 Multicollinearity Test.....	67
4.2.4 Auto Correlation.....	68
4.3 Multiple Regression Analysis	69
4.3.1 Hypothesis Testing Simultaneously (F-Test).....	69
4.3.2 Hypothesis Testing Partially (T-Test).....	70
4.3.3 Determination Coefficient.....	72
CHAPTER V	73
5.1 Conclusion	73
5.2 Suggestion	74
5.2.1 Suggestion for the Company	74
5.2.2 Suggestion for Further Studies.....	76
BIBLIOGRAPHY	77
APPENDIX	83