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ANALYSIS OF FACTORS THAT INFLUENCE EMPLOYEE PERFORMANCE IN YAMAHA AND KAWASAKI MOTOR DEALERS IN BATAM CITY

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Abstract

This study is aimed to determine the effect of soft skills, training methodology, compensation, motivation and leadership style to employee performance in Yamaha and Kawasaki motor dealers in Batam.

This study was conducted by distributing questionnaires to 120 respondents who are employees in Yamaha and Kawasaki motor dealers in Batam. The questionnaires were distributed and collected back and 113 questionnaires were filled out completely so that it can be used for analysis by using SPSS. From the data processing with SPSS is known that there are relationships between all the variables studied except compensation and motivation variables.

Result of this study shows that soft skills, training methodology, and leadership style have significance relation to employee performance. Because all of the above variables closely linked to employees performance, then motor dealers management should improve the implementation of all variables above.

Key Words: *soft skills, training methodology, compensation, motivation, leadership style and employee performance*