

ABSTRACT

Tri Yudha Kartikasari, NIM. 15.02.111.001.56, Department of Management, Faculty of Economics and Business, Trunojoyo Madura University. This thesis is about "The Effect of Personality Extraversion, Self Efficacy and Internal Locus of Control on Work Performance of Batik Craftsmen Employees in Sampang", under the guidance of (I) Helmi Buyung Aulia S, ST., SE., MMT and (II) Triana Setiyarini. SE., MM.

The purpose of this study is; 1) To find out what is the personality of the extraversion entirely towards the Work Performance of batik artisans in Sampang; 2) To find out whether self-efficacy against the work performance of batik artisans in Sampang; 3) To determine whether the partial Internal Control Locus assesses the work performance of the sampang batik craftsmen 4) To find out the variables related to extraversion trust, dominant self efficacy and internal locus of control towards Sampang employees' work achievement in batik craftsmen. The research hypothesis is; 1) It is assumed that extraversion variables are partially, positively and significantly towards the work performance of sampang batik craftsmen; 2) It is assumed that the variables of self efficacy have a positive and significant effect on the work performance of batik artisans in Sampang; 3) It is assumed that the internal variables of Locus Of Control partially and significantly have a positive effect on the work performance of batik artisans in Sampang; 4) It is assumed that the Internal Locus Of Control variable has a dominant influence on the work performance of sampang batik craftsmen.

Based on the results of multiple linear regression analysis, 1) Particularly positive and significant Extraversion Personality towards Work Performance of batik craftsmen in Sampang; 2) Partially Self Efficacy has a positive and significant effect on Work Performance of Batik Craftsmen Employees in Sampang; 3) Partially Internal Locus Control is positive and significant to the work performance of sampang batik craftsmen; 4) Extra-dominant Extraversion Personality is positive and significant to the work performance of sampang batik craftsmen. The results of the analysis of determination show Adjust R Square of 0.872 is estimated at 87.2% the work performance of batik artisans in Sampang can be accounted for by the independent variable consisting of extraversion trust, self efficacy and Internal Locus of Control, while 12.8% is influenced by other variables not discussed in this study.

Keywords: Personality Extraversion, Self Efficacy, Internal Locus Of Control and Work Performance

ABSTRAK

Tri Yudha Kartikasari, NIM. 15.02.111.001.56, Jurusan Manajemen, Fakultas Ekonomi dan Bisnis, Universitas Trunojoyo Madura. Skripsi ini tentang “Pengaruh Kepribadian *Extraversion*, *Self Efficacy* dan *Internal Locus Of Control* Terhadap Prestasi Kerja Karyawan Pengrajin Batik di Sampang”, di bawah bimbingan (I) Helmi Buyung Aulia S, ST., SE., MMT dan (II) Triana Setiyarini. SE., MM.

Tujuan dari penelitian ini adalah; 1) Untuk mengetahui apakah *kepribadian extraversion* secara parsial berpengaruh terhadap Prestasi Kerja pengrajin batik di sampang; 2) Untuk mengetahui apakah *self efficacy* secara parsial berpengaruh terhadap Prestasi Kerja pengrajin batik di sampang; 3) Untuk mengetahui apakah *Internal Locus Of Control* secara parsial berpengaruh terhadap prestasi kerja karyawan pengrajin batik di sampang 4) Untuk mengetahui manakah variabel antara *kepribadian extraversion*, *self efficacy* dan *internal locus of control* yang berpengaruh dominan terhadap Prestasi Kerja karyawan pengrajin batik di sampang. Hipotesis penelitian ini; 1) Diduga variabel *kepribadian extraversion* secara parsial berpengaruh positif dan signifikan terhadap Prestasi Kerja pengrajin batik di sampang; 2) Diduga variabel *self efficacy* secara parsial berpengaruh positif dan signifikan terhadap Prestasi Kerja karyawan pengrajin batik di sampang; 3) Diduga variabel *internal Locus Of Control* secara parsial dan signifikan berpengaruh positif terhadap prestasi kerja karyawan pengrajin batik di sampang; 4) Diduga variabel *Internal Locus Of Control* berpengaruh dominan terhadap prestasi kerja karyawan pengrajin batik di sampang.

Berdasarkan hasil analisis regresi linear berganda, 1) Secara parsial Kepribadian *Extraversion* berpengaruh positif dan signifikan terhadap Prestasi Kerja karyawan pengrajin batik di sampang; 2) Secara parsial *Self Efficacy* berpengaruh positif dan signifikan terhadap Prestasi Kerja Karyawan Pengrajin Batik di sampang; 3) Secara parsial *Internal Locus Of Control* berpengaruh positif dan signifikan terhadap prestasi kerja karyawan pengrajin batik di sampang; 4) Secara dominan Kepribadian *Extraversion* berpengaruh positif dan signifikan terhadap prestasi kerja karyawan pengrajin batik di sampang. Hasil analisis determinasi menunjukkan Adjust R Square sebesar sebesar 0,872 Artinya bahwa 87,2% prestasi kerja karyawan pengrajin batik di sampang dapat dijelaskan oleh variabel bebas yang terdiri dari kepribadian *extraversion*, *self efficacy* dan *Internal Locus Of Control* sedangkan sisanya 12,8% dipengaruhi oleh variabel lain yang tidak diteliti dalam penelitian ini.

Kata Kunci: Kepribadian *Extraversion*, *Self Efficacy*, *Internal Locus Of Control* dan Prestasi Kerja