

**1. Judul : PENGARUH KEPEMIMPINAN DAN MOTIVASI KERJA
TERHADAP PRESTASI KERJA KARYAWAN BAGIAN
PENJUALAN PADA PT. TIRTA HUSADA FARMA
SEMARANG**

2. Nama : D2D003165_ERMIN WAHYU SETYANINGTIAS

3. ABSTRACT

The leadership and the work motivation are an influence factors to the work accomplishment, so that those both factors need specific notice in case the company want their employee has good work accomplishment. Tirta Husada Farma company is a company which is worked at distribute medicines. In the year by year sales growth, it shows that the Tirta Husada Farma company employees work accomplishment is decrease. Based on these abstract, the title of this observation is The Effect of The Leadership and The Work Motivation to The Employees Work Accomplishment at Tirta Husada Farma Company.

The aim of this research is to find out the effect of the leadership and the work motivation to the employees work accomplishment, especially on the sales department of Tirta Husada Farma company. The purpose hypothesis is, there is a positive influence of the leadership and work motivation to the employee work accomplishment. This research type is explanatory, which is using quizoner in collecting data. Respondent sample take by [sensus](#) sampling technique, is defining sample technique if all of the population member used as sample. The collected data will be analyze qualitatively and quantitatively by simple linier regreston analysis tools and double regrestion by tests the hypothesis using t and F tester and SPSS 12 helping tools.

The analysis result by the SPSS calculating using t and F tester could be explain that there is positive and significant influence of the leadership to the employee work accomplishment, there is positive and significant influence of the work motivation to the employee work accomplishment, there is positive and significant influence of the leadership and work motivation to the employee work accomplishment.

Suggestion for Tirta Husada Farma company is to gain high work accomplishment the company must able to repair the leadership and increase the work motivation.

Key words : leadership, work motivation, employee work accomplishment