

ABSTRACT

This study aimed to determine factors that cause decline learning achievement by the students in Economic Faculty of Diponegoro University lately and analyzed factors including the influence of personality lecturers who are grouped into four such as Sanguine, Choleric, Melancholic and Phlegmatic. Decline in learning achievement demonstrated by many students who graduate with cumulative grade point (GPA) under 3,00, long term period of study, and the greatest concern, not least troubled students linked with retired, absent, and drop out. This is the essence of the issues raised in this study.

These research data were collected from 100 students in the program of Accounting, Management, and IESP (Economics of Development Studies) that has minimal period of five semesters of study. The questions using a questionnaire administered through purposive sampling technique, that is the respondents were selected based on specific goals established by researchers, the type of sampling that used was quota sampling. Then analyzed using multiple regression and the value of the index run with SPSS 16.

The analysis showed that all four personality types (sanguine, choleric, melancholic and phlegmatic) has a positive and significant impact on learning achievement. With the influence of 43.3% while 56.7% are influenced by other variables.

Key words: Sanguine, Melancholic, Choleric, Phlegmatic, Learning Achievement