

ABSTRACT

The problem is the happening of downdraft of company performance Biro Teknik Listrik (BTL) causing causes BTL becoming partner and operates in job activity region PT. PLN (Persero) Area Pelayanan dan Jaringan Semarang experiences downdraft number of. Formulation of problem of this research is : what social legal capital, level of flexibility, level of dependency of resources influences quality of the partnership strategy and impact to company performance Biro Teknik Listrik (BTL).

This research applies questionnaire data which amounts to 160 respondents Biro Teknik Listrik becoming partner and operates in job activity region PT. PLN (Persero) Area Pelayanan dan Jaringan Semarang. Data analyzer applied is Structural Equation Modelling (SEM) at program AMOS v16.0.

Result of data analysis indicates that research model to have fit which is good and all provable research hypotheses. Conclusion taken is social legal capital had an effect on positive and signifikan to quality of partnership strategy, level of flexibility influential positive and signifikan to quality of partnership strategy, level of dependency of resources influential positive and signifikan to quality of partnership strategy, and quality of partnership strategy of influential positive and signifikan to company performance BTL. This research gives some research limitations and coming research agenda of which able to be done at continuation research.

Keywords : *social legal capital, level of flexibility, level of dependency of resources, quality of the partnership strategy, company performance Biro Teknik Listrik (BTL)*