

DAFTAR REFERENSI

- Adi Parminto, (1991), Faktor-Faktor Kepuasan Kerja Terhadap Kinerja Karyawan.
- As'ad, Moh. 1995. *Psikologi Industri*. Edisi kelima. Liberty. Yogyakarta
- Bass, B.M. (1985). *Leadership and Performance Beyond Expectations*. Free Press, New York, NY.
- Bass, B.M, dan B.J. Avolio (1990), *Multifactor Leadership Questionnaire*. Palo Alto, CA: Consulting Psychologist.
- Bass, B.M, dan B.J. Avolio (1993), Transformational Leadership: A response to critiques. San Diego, CA. Academic Press.
- Bass, B.M. (1997). Does the Transactional-Transformational leadership Paradigm transcend organizational and national boundaries? *American Psychologist*. 52 (2), 130-139.
- Behling, Orlando dan James M, McFillen (1996), "A Syncretical Model of Charismatic Leadership", *Group & Organization Management*, Vol.21. No.2, June. Pp. 163-191.
- Burn, J. M. (1978). Leadership. New York: Harper & Row
- Carlson, Dawn S., Dennis P. Bozeman., K. Michele Kacmar., Patrick M. Wright., And., Gary C. McMahan,(2000), "Training Motivation In Organizations: An Analysis Of Individual-Level Antecedents," *Journal of Managerial Issues*, Vol.XII, No.3, p. 271– 287
- Celluci, Anthony J dan David L. dEvRIES (1978), *Measuring Managerial Satisfaction: A. Manual for the MJSQ Technical Report II*, (Centre for Creative Leadership).
- Chen, Jui-Chen, et. al., 2006, "Organization Communication, Job Stress, Organizational Commitment, and Job Performance of accounting professionals in Taiwan and America", *Leadership & Organization Development Journal*, Vol. 27 No. 4, pp. 242-249
- Cooper, Donald R. C., William Emory, (1998), *Metode Penelitian Bisnis*, Erlangga, Jakarta
- Denison, D.R. (1990), *Corporate Culture and Organizational Effectiveness*, John Wiley & Sons, New York, NY.

Douglas, Hoffman K. 1996, "Service Provider Job Satisfaction and Customer-Oriented Performance", *Journal of Service Marketing* Vol 6

Dwi Maryani dan Bambang Soepomo, (2001), Studi Empiris Pengaruh Kepuasan Kerja Terhadap Kinerja Individual.

Emilia Rosyana Putri, (2001), Pengaruh Faktor-Faktor Motivasi Kerja terhadap Kinerja Karyawan.

Ferdinand, Augusty, (2006), *Structural Equation Modeling Dalam Penelitian Manajemen*, Badan Penerbit UNDIP Semarang

Ganesan Shankar dan Barton A, Weitz (1996), "Impact of Staffing Policies on Retail Buyer Job Attitudes and Behavior", *Journal of Retailing*, 72 (1)

Gordon,G.G.(1991), "Industry Determinant of OrganizationalCulture," *Academy of Management Review*,Vol.15, No.2,h.396-415.

Grant, Kent, David W. Cravens, George S. Low, and William C. Moncrief, (2001), "The Role of Satisfaction with Territory Design on the Motivation, Attitude, and Work Outcomes of Salespeople", *Journal of the Academy of Marketing Science* 29 (2) : 165 – 178

Hair, JR., Joseph F., Rolp E. Anderson, Ropnald L. Tatham and William C. Black, (1995) , *Multivariate Data Analysis with Reading*, Fourth Ed., Prentice Hall International, Inc.

Handoko, Hani (1994), *Manajemen Personalia dan Sumber Daya Manusia*, BPFE, Yogyakarta.

Handoko, Hani (1998), *Manajemen Personalia dan Sumber Daya Manusia*, BPFE, Yogyakarta.

Harris Llod C. Dan Emmanuel Ogbonna, (2001), "Leadership style and market orientation. An empirical study". *Cardiff Business School*, cardiff University, Wales, UK

Hasibuan, Malayu. 1996. *Manajemen Sumber Daya Manusia; Dasar dan Kunci Keberhasilan*. Gunung Agung. Jakarta

Hofstede, Geert, Michael Harris Bond dan Chun- Leung Luk, (1993), "Individual Perception of Organizational Cultures: A Methodological Treatise on Level of Analysis", *Organization Studies*, 14/4, 483-503.

Kotter, John P, and James L. Heskett (1992), *Corporate Culture and Performance*. New York: The Free Press

- Lok, Peter and John Crawford, 2004, The Effect of Organizational Culture and Leadership Style on job satisfaction and organizational commitment”, Journal of Management Development, Vol. 23 No. 4, 321-338
- Lund, Daultram B., (2003), “Organizational Culture and Job Satisfaction”, Journal of Business & Industrial Marketing, Vol. 18 No.3, p.219 – 236
- Luthan, L Fred. (1998), *Organizational Behavior*’ 8th Edition, Singapore : Mc Grow – Hill.
- MacKenzie, et. al., 2001, “Transformasional and Transactional Leadership and Salesperson Performance”, *Journal of the Academy of Marketing Science*, Volume 29, No.2, pp. 115-134.
- Maslow, A.H. 1943. “A Theory of human motivation”. Psychological Review. 50: 370-396.
- Maslow, A.H. 1970. *Motivation and Personality*. Second Ed. New York: Herper dan Row Publisher
- Mas'ud, Fuad, 2004, *Survei Diagnosisi Organisasional: Konsep dan Aplikasi*, Badan Penerbit Universitas Diponegoro
- Nguni, Samuel, Peter Sleegers, and Eddie Denessen. 2006. “Transformational and Transactional Leadrship Effects on Teachers’ Job Satisfaction, Organizational Commitment, and Organizational Citizenship Behavior in Primary Schools: The Tanzanian case”. *School Effectiveness and School Improvement*. Vol. 17, No. 2, June, pp. 145-177.
- Oliver Richard L. dan Erin Anderson (1994), “An Empirical Test of The Consequence of Behavior and Outcome-Based Sales Control System”, *Journal of Marketing*, 53-67.
- O’ Reilly, Chatman, dan Caldwell (1991). “People and Organizationnal Culture: A profile Comparison approach to Assessing Person-Organization Fit”, *Academy of Management Journal*, Vol. 34, No. 3, pp. 487-516
- Ostroff, Cheri., (1992), “The Relationship Between Satisfaction, Attitudes, and Performance: An Organizational Level Analysis, *Journal of Applied Psychology*, Volume 77, No.6, pp.963-974
- Pophal, Lin Grensing, 2006, “*Human Resources Book*”, Predata, Jakarta
- Raka, Gede dan Prima Naomi, 1999,” Perilaku Pemimpin Transformasional-Transaksional yang diharapkan dan yang Sekarang Dilaksanakan pada

Manajemen Tingkat Atas, Menengah dan Bawah”, *Jurnal HMI ITB Bandung*: F2-1 – F2-13

Rich, Gregory A., (1997) , “The Sales Manager as a Role Model: Effects on Trust, Job Satisfaction, and Performance of Salespeople”, *Journal of the Academy of Marketing Science*, Volume 23, No. 4, pp. 319-328.

Robbins, Stephen P., 2002, “*Perilaku Organisasi*”, Erlangga, Jakarta

Schein, Edgar H., 1991. “The Role of Founder in Creating Organizational Culture Dalam Barry M. Staw, *Psychological Dimensions of Organizational Behaviour*, Publishing Company, Singapura

Siagian, Sondang P. 1999. *Manajemen Sumber Daya Manusia*. Penerbit Bumi Aksara Jakarta, cetakan ketujuh.

Sheridan, John E., 1992, “Organizational Culture and Employee Retention”, *Academy of Management Journal*, Vol. 35, No. 5.

Shoemaker, Mary E., (1999), “Leadership Practices in Sales Managers Associated with the Self-Efficacy, Role Clarity, and Job Satisfaction of Individual Industrial Salespeople”, *Journal of Personal Selling & Sales Management*, Volume XIX, Number 4 (Fall, 1999), pp. 1-19.

Stoner, C.R., Hartman, R.I., & Arora, R. 1990. Work-home role conflict in female owners of small business: An exploratory study. *Journal of Small Business Management*. January-March: 30-39.

Tansuhaj, Patriya, Donna, Randall & Jim, McCullough, 1988, “A Services Marketing Management Model: Integrating Internal and External Marketing Function”, *The Journal of Service Marketing*, Vol.2 No.1.

Triatmanto, Boge dan Sunardi. 2001. “Analisis Variabel-variabel yang mempengaruhi Motivasi Kerja Karyawan pada Hotel Berbintang di Kabupaten dan Kodya Malang.” *Jurnal Ekonomi dan Bisnis Dian Ekonomi*. Vol. VII No. 2 September. Pp. 132-303

Vandenberg J. Roberth and Charles E. Lance (1992), “Examining the Causal Order of Job Satisfaction and Organizational Commitment”, *Journal of management*, Vol. 18, No. 1, pp. 153-167

Veitzhal, Rivai (2007). “Akselerasi Pengembangan Pendidikan tinggi Islam di Indonesia”, *Journal of Islamic Business and Economics*, Vol. 1, No. 1.

Veitzhal, Rivai (2002). *Manajemen Sumber Daya Manusia untuk Perusahaan: Dari Teori ke Praktik*. Jakarta. RajaGrafindo.

- Vroom, V.H.1964. *Work and Motivation*. New York: John Wilwy & Sons.
- Wexley, K.H. and Yulk, G. A. 1977. *Organizational behavior and Personnel Psychology*. Richard D. Irwin: Home Wood Illinois.
- Wijono, Sutarto. 2001. "Pengaruh Interaksi Motivasi Kerja dan Kepribadian terhadap Prestasi Kerja Supervisor di Sebuah Parik Tekstil di Salatiga". *Jurnal Ekonomi dan Bisnis Dian Ekonomi*. Vol. VII No. 2 September. Pp. 132-303
- Witt, L. Allan dan Lendell G. Nyee., 1992, Gender and Relationship between Perceived fairness of Payor Promotion and Job satisfaction, *Journal of Applied Phsyiology*. 77 (6):910-917.
- Yulk, G. (1989). Leadership organization (2nd ed.). Englewood Cliffs; Prentice-Hall.