

LAMPIRAN

LAMPIRAN 1

KUESIONER PENELITIAN

PENGARUH BEBAN KERJA, *RWARD DAN PUNISHMENT* TERHADAP KINERJA KARYAWAN DIVISI PERSONALIA PT. KERTA RAJASA RAYA SIDOARJO

Assalamualaikum Wr.Wb

Yth. Bapak/Ibu/Saudara/i

Di Tempat

Dengan Hormat, bersama ini saya Tiara Salsabilah mahasiswa program studi manajemen fakultas ekonomi dan bisnis Universitas 17 Agustus 1945 Surabaya, pada saat ini sedang menyelesaikan skripsi saya yang berjudul : **“Pengaruh Beban Kerja, Reward dan Punishment Terhadap Kinerja Karyawan Divisi Personalia PT. Kerta Rajasa Raya Sidoarjo”** untuk itu saya mohon kesediaan Bapak/Ibu/Saudara/i untuk meluangkan sedikit waktu guna mengisi kuesioner dalam bentuk *Hard File*.

Tujuan kuesioner ini semata – mata untuk kepentingan ilmiah, oleh karena itu jawaban Bapak/Ibu/Saudara/i berikan sangat mendukung selesainya studi saya. Kuesioner ini tidak berkaitan dengan status atau kedudukan Bapak/Ibu/Saudara/i dalam perusahaan. Maka itu, mohon jawaban dipilih sesuai keadaan yang sebenarnya.

Saya menyampaikan apresiasi dan terima kasih atas kerjasama dan bantuan yang telah Bapak/Ibu/Saudara/i berikan.

Hormat saya,

Tiara Salsabilah

1. PETUNJUK PENGISIAN

1. Isilah terlebih dahulu identitas Bapak/Ibu/Saudara/i.
 2. Pilih salah satu jawaban yang menurut Bapak/Ibu/Saudara/i paling sesuai dengan kondisi Bapak/Ibu/Saudara/i dengan memberi tanda centang (✓) untuk pilihan pada kolom yang tersedia.
 3. Pilihlah jawaban dengan kriteria dibawah ini :

Keterangan

SS (Sangat Setuju)

S (Setuju)

N (Netral)

TS (Tidak Setuju)

STS (Sangat Tidak Setuju)

4. Kerahasiaan dari jawaban Bapak/Ibu/Saudara/i saya jamin.

2. IDENTITAS RESPONDEN

1. Nama : (Boleh tidak diisi)

2. Jenis Kelamin : () Laki- Laki () Perempuan

3. Umur : () ≤ 20 tahun () $> 30 - \leq 40$ tahun
() $> 21 - \leq 30$ Tahun () $> 40 - 50$ tahun

4. Pendidikan Terakhir : () SMA/Sederajat
() D1 – D3 () S2
() S1 () S3

5. Masa Kerja : () ≤ 2 tahun () $> 6 - \leq 10$ tahun
() $> 2 - 5$ tahun () ≥ 10 tahun

6. Status Karyawan : () Karyawan Kontrak () Karyawan Tetap

3. PERNYATAAN

1. X.1 Beban Kerja

| No | Pernyataan | SS | S | N | TS | STS |
|---------------------------------------|---|----|---|---|----|-----|
| BEBAN KERJA (X_1) | | | | | | |
| Kondisi Pekerjaan | | | | | | |
| 1. | Pekerjaan yang saya jalani sangat sesuai dengan keahlian yang saya miliki. | | | | | |
| 2. | Saya sering merasa kelelahan di tempat kerja saya. | | | | | |
| 3. | Saya selalu bekerja sesuai dengan <i>Standard Operating Prosedure (SOP)</i> pekerjaan saya. | | | | | |
| Penggunaan Waktu Kerja | | | | | | |
| 1. | Saya dapat menyelesaikan pekerjaan sesuai dengan waktu yang ditetapkan. | | | | | |
| 2. | Saya menggunakan waktu lebih di ruangan kerja saya untuk menyelesaikan pekerjaan | | | | | |
| 3. | Saya mempunyai waktu yang cukup untuk menyelesaikan pekerjaan. | | | | | |
| Target yang Harus Dicapai | | | | | | |
| 1. | Saya mampu mencapai target pekerjaan yang diberikan perusahaan. | | | | | |
| 2. | Target pekerjaan yang harus dicapai yang diberikan perusahaan kepada saya terlalu tinggi | | | | | |
| 3. | Tugas pekerjaan yang diberikan seringkali sifatnya dengan jangka waktu yang singkat | | | | | |

2. X.2 Reward

| No | Pernyataan | SS | S | N | TS | STS |
|--|---|----|---|---|----|-----|
| REWARD (X₂) | | | | | | |
| Gaji | | | | | | |
| 1. | Gaji yang saya terima dari perusahaan sesuai dengan beban pekerjaan saya. | | | | | |
| 2. | Gaji merupakan motivasi untuk saya agar lebih semangat dalam bekerja | | | | | |
| 3. | Gaji dapat menjadikan saya bekerja lebih baik dari sebelumnya | | | | | |
| Kesejahteraan / Tunjangan | | | | | | |
| 1. | Bonus yang saya terima sesuai dengan aturan perusahaan | | | | | |
| 2. | Saya mendapatkan tambahan imbalan diluar gaji | | | | | |
| 3. | Bonus menjadi motivasi bagi saya untuk lebih semangat dalam bekerja | | | | | |
| Pengembangan Karir / Promosi | | | | | | |
| 1. | Saya mendapatkan promosi jabatan ketika saya mencapai sasaran | | | | | |
| 2. | Adanya kenaikan jabatan menjadikan saya betah di tempat saya bekerja sekarang | | | | | |
| 3. | Pengembangan karir menjadikan saya berlomba untuk menjadi yang terbaik | | | | | |
| Penghargaan Psikologis dan Sosial | | | | | | |
| 1. | Penghargaan yang diberikan mendorong saya untuk disiplin dalam bekerja | | | | | |
| 2. | Dukungan dari atasan membuat saya merasa dihargai | | | | | |
| 3. | Saya akan lebih bersemangat jika saya diakui sebagai karyawan terbaik | | | | | |

3. X.3 Punishment

| No | Pernyataan | SS | S | N | TS | STS |
|--------------------------------------|--|----|---|---|----|-----|
| PUNISHMENT (X_3) | | | | | | |
| Hukuman Ringan | | | | | | |
| 1. | Saya mendapatkan teguran lisan apabila melakukan kesalahan dalam bekerja | | | | | |
| 2. | Saya selalu diberitahu jika melakukan kesalahan dalam bekerja | | | | | |
| 3. | Saya menerima setiap masukan dari atasan apabila melakukan kesalahan | | | | | |
| Hukuman Sedang | | | | | | |
| 1. | Saya mendapatkan <i>skorsing</i> apabila membuat pelanggaran serius seperti yang saya lakukan sebelumnya | | | | | |
| 2. | Teguran yang diberikan atasan memberikan motivasi bagi saya untuk tidak mengulangi kesalahan yang sama | | | | | |
| 3. | Perusahaan memberikan hukuman kepada karyawan dengan alasan yang jelas | | | | | |
| Hukuman Berat | | | | | | |
| 1. | Perusahaan akan diberikan peringatan sesuai dengan peraturan yang diterapkan perusahaan kepada karyawan yang melakukan pelanggaran | | | | | |
| 2. | Hukuman lebih berat akan diberikan kepada karyawan jika mengulangi kesalahan yang sama lebih dari dua kali | | | | | |
| 3. | Kebijakan Pemutusan Hubungan Kerja (PHK) akan diberikan kepada karyawan yang melanggar peraturan yang telah ditetapkan perusahaan | | | | | |

4. Kinerja Karyawan (Y)

| No | Pernyataan | SS | S | N | TS | STS |
|---------------------------------|--|----|---|---|----|-----|
| KINERJA KARYAWAN (Y) | | | | | | |
| Kualitas Kerja (Mutu) | | | | | | |
| 1. | Saya berusaha mengeluarkan kemampuan terbaik saya dalam menyelesaikan setiap tugas pekerjaan | | | | | |
| 2. | Saya berusaha menyelesaikan tugas pekerjaan dengan penuh rasa tanggung jawab | | | | | |
| Kuantitas Kerja (Jumlah) | | | | | | |
| 1. | Saya berusaha untuk bekerja sesuai dengan kuantitas yang diberikan perusahaan | | | | | |
| 2. | Perusahaan menetapkan target kerja dengan penuh perhitungan | | | | | |
| Ketepatan Waktu | | | | | | |
| 1. | Saya mampu menyelesaikan pekerjaan sesuai dengan target waktu yang ditentukan | | | | | |
| 2. | Saya dapat menggunakan waktu dengan efisien | | | | | |
| Efektivitas | | | | | | |
| 1. | Saya mampu menyelesaikan setiap pekerjaan dengan ketelitian yang tinggi | | | | | |
| 2. | Saya mampu menyelesaikan setiap pekerjaan dengan rapi | | | | | |
| Pengawasan | | | | | | |
| 1. | Saya mampu memahami masalah dengan cepat | | | | | |
| 2. | Saya mampu membuat keputusan dalam kondisi tertekan | | | | | |
| Hubungan antar Karyawan | | | | | | |
| 1. | Saya mampu bekerja sama dengan karyawan lainnya | | | | | |
| 2. | Saya bersedia membantu rekan kerja dalam menyelesaikan suatu pekerjaan | | | | | |

LAMPIRAN 2. Jawaban Responden

1. BEBAN KERJA (X1)

| N o | BEBAN KERJA (X1) | | | | | | | | | Total_X1 |
|--------|------------------|------|------|------|------|------|------|------|------|----------|
| | X1.1 | X1.2 | X1.3 | X1.4 | X1.5 | X1.6 | X1.7 | X1.8 | X1.9 | |
| 1 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 43 |
| 2 | 4 | 3 | 5 | 5 | 4 | 4 | 4 | 2 | 2 | 33 |
| 3 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 2 | 3 | 31 |
| 4 | 5 | 2 | 4 | 5 | 3 | 5 | 4 | 3 | 3 | 34 |
| 5 | 3 | 3 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 31 |
| 6 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 33 |
| 7 | 5 | 2 | 5 | 5 | 4 | 5 | 5 | 2 | 3 | 36 |
| 8 | 4 | 1 | 4 | 4 | 4 | 4 | 4 | 2 | 2 | 29 |
| 9 | 5 | 2 | 4 | 4 | 3 | 4 | 4 | 2 | 2 | 30 |
| 10 | 5 | 2 | 4 | 4 | 3 | 4 | 4 | 2 | 2 | 30 |
| 11 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 2 | 2 | 30 |
| 12 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 2 | 3 | 31 |
| 13 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 3 | 33 |
| 14 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 32 |
| 15 | 5 | 1 | 5 | 5 | 5 | 5 | 5 | 2 | 1 | 34 |
| 16 | 4 | 2 | 4 | 4 | 3 | 3 | 4 | 3 | 3 | 30 |
| 17 | 4 | 3 | 4 | 5 | 4 | 4 | 4 | 3 | 4 | 35 |
| 18 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 2 | 2 | 30 |
| 19 | 4 | 2 | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 31 |
| 20 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 36 |
| 21 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 36 |
| 22 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 2 | 3 | 31 |
| 23 | 3 | 4 | 4 | 3 | 3 | 4 | 3 | 4 | 3 | 31 |
| 24 | 5 | 4 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | 42 |
| 25 | 2 | 2 | 4 | 4 | 4 | 4 | 4 | 2 | 2 | 30 |
| 26 | 5 | 3 | 5 | 5 | 3 | 5 | 5 | 2 | 4 | 37 |
| 27 | 3 | 3 | 4 | 5 | 5 | 5 | 5 | 5 | 3 | 38 |
| 28 | 5 | 4 | 5 | 4 | 3 | 4 | 4 | 3 | 3 | 35 |
| 29 | 4 | 3 | 4 | 4 | 2 | 4 | 3 | 3 | 2 | 29 |

| | | | | | | | | | | |
|----|---|---|---|---|---|---|---|---|---|----|
| 30 | 5 | 1 | 5 | 5 | 3 | 4 | 5 | 2 | 2 | 32 |
| 31 | 3 | 2 | 4 | 4 | 4 | 4 | 4 | 3 | 2 | 30 |
| 32 | 4 | 2 | 4 | 5 | 4 | 4 | 4 | 2 | 4 | 33 |
| 33 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 28 |
| 34 | 5 | 3 | 4 | 4 | 5 | 4 | 4 | 3 | 2 | 34 |
| 35 | 5 | 3 | 4 | 4 | 5 | 4 | 4 | 3 | 4 | 36 |
| 36 | 5 | 2 | 4 | 5 | 4 | 4 | 4 | 2 | 2 | 32 |
| 37 | 3 | 2 | 5 | 5 | 4 | 5 | 5 | 3 | 2 | 34 |
| 38 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 2 | 2 | 30 |
| 39 | 4 | 2 | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 31 |
| 40 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 32 |
| 41 | 4 | 2 | 3 | 4 | 3 | 4 | 4 | 2 | 2 | 28 |
| 42 | 2 | 2 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 26 |
| 43 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 2 | 3 | 40 |
| 44 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 2 | 3 | 40 |
| 45 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 2 | 3 | 31 |
| 46 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 2 | 3 | 40 |
| 47 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 36 |
| 48 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 36 |
| 49 | 5 | 4 | 5 | 5 | 3 | 4 | 5 | 5 | 5 | 41 |
| 50 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 32 |
| 51 | 5 | 4 | 4 | 3 | 2 | 2 | 4 | 2 | 4 | 30 |
| 52 | 4 | 3 | 5 | 4 | 2 | 4 | 5 | 4 | 5 | 36 |
| 53 | 4 | 3 | 4 | 4 | 5 | 5 | 5 | 2 | 5 | 37 |
| 54 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 35 |
| 55 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 32 |
| 56 | 5 | 2 | 5 | 5 | 5 | 5 | 5 | 2 | 3 | 37 |
| 57 | 2 | 2 | 4 | 4 | 3 | 4 | 4 | 2 | 3 | 28 |
| 58 | 4 | 2 | 4 | 4 | 3 | 4 | 5 | 2 | 2 | 30 |
| 59 | 5 | 1 | 5 | 4 | 3 | 5 | 5 | 3 | 3 | 34 |
| 60 | 4 | 1 | 5 | 5 | 5 | 5 | 5 | 5 | 2 | 37 |
| 61 | 4 | 1 | 5 | 5 | 5 | 5 | 5 | 5 | 2 | 37 |
| 62 | 4 | 2 | 4 | 4 | 4 | 4 | 5 | 5 | 2 | 34 |
| 63 | 4 | 2 | 4 | 4 | 4 | 4 | 5 | 5 | 2 | 34 |

2. REWARD (X2)

| No | REWARD (X2) | | | | | | | | | | | | Total_X2 |
|----|-------------|------|------|------|------|------|------|------|------|-------|-------|-------|----------|
| | X2.1 | X2.2 | X2.3 | X2.4 | X2.5 | X2.6 | X2.7 | X2.8 | X2.9 | X2.10 | X2.11 | X2.12 | |
| 1 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 57 |
| 2 | 4 | 5 | 5 | 4 | 4 | 5 | 3 | 3 | 4 | 4 | 4 | 4 | 49 |
| 3 | 4 | 4 | 4 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 39 |
| 4 | 4 | 5 | 5 | 4 | 4 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 55 |
| 5 | 3 | 4 | 4 | 3 | 2 | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 40 |
| 6 | 3 | 5 | 5 | 3 | 2 | 4 | 3 | 3 | 3 | 3 | 4 | 4 | 42 |
| 7 | 4 | 5 | 5 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 3 | 44 |
| 8 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 51 |
| 9 | 3 | 5 | 5 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 3 | 42 |
| 10 | 3 | 5 | 5 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 3 | 42 |
| 11 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 37 |
| 12 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 47 |
| 13 | 4 | 5 | 5 | 2 | 2 | 2 | 2 | 2 | 3 | 4 | 4 | 4 | 39 |
| 14 | 3 | 4 | 4 | 4 | 3 | 4 | 3 | 3 | 3 | 4 | 4 | 3 | 42 |
| 15 | 5 | 5 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 58 |
| 16 | 4 | 4 | 4 | 2 | 2 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 43 |
| 17 | 4 | 4 | 4 | 5 | 3 | 5 | 3 | 3 | 3 | 4 | 4 | 4 | 46 |
| 18 | 3 | 4 | 3 | 2 | 2 | 4 | 2 | 2 | 2 | 3 | 4 | 3 | 34 |
| 19 | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 52 |
| 20 | 4 | 4 | 5 | 4 | 3 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 51 |
| 21 | 4 | 4 | 5 | 4 | 3 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 51 |
| 22 | 4 | 4 | 4 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 39 |
| 23 | 3 | 4 | 3 | 3 | 4 | 3 | 3 | 4 | 3 | 3 | 4 | 3 | 40 |
| 24 | 4 | 5 | 5 | 3 | 3 | 4 | 2 | 2 | 4 | 4 | 4 | 4 | 44 |
| 25 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 5 | 52 |
| 26 | 3 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 5 | 55 |
| 27 | 3 | 5 | 5 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 40 |
| 28 | 3 | 5 | 5 | 2 | 1 | 5 | 1 | 2 | 4 | 4 | 5 | 5 | 42 |
| 29 | 3 | 4 | 4 | 3 | 3 | 3 | 5 | 4 | 5 | 4 | 5 | 5 | 48 |
| 30 | 4 | 5 | 2 | 1 | 1 | 5 | 1 | 1 | 5 | 2 | 4 | 1 | 32 |

3. PUNISHMENT (X3)

| N o | PUNISHMENT (X3) | | | | | | | | | Total_X1 |
|--------|-----------------|------|------|------|------|------|------|------|------|----------|
| | X1.1 | X1.2 | X1.3 | X1.4 | X1.5 | X1.6 | X1.7 | X1.8 | X1.9 | |
| 1 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 5 | 43 |
| 2 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 37 |
| 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 36 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 36 |
| 5 | 4 | 4 | 5 | 3 | 5 | 4 | 4 | 4 | 4 | 37 |
| 6 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 34 |
| 7 | 3 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 33 |
| 8 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 2 | 2 | 34 |
| 9 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 35 |
| 10 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 35 |
| 11 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 30 |
| 12 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 36 |
| 13 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 36 |
| 14 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 2 | 2 | 31 |
| 15 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 45 |
| 16 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 35 |
| 17 | 4 | 3 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 36 |
| 18 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 34 |
| 19 | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 5 | 5 | 41 |
| 20 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 2 | 2 | 30 |
| 21 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 2 | 2 | 30 |
| 22 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 36 |
| 23 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 32 |
| 24 | 4 | 3 | 4 | 3 | 3 | 4 | 3 | 3 | 4 | 31 |
| 25 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 37 |
| 26 | 5 | 5 | 5 | 2 | 5 | 5 | 5 | 5 | 5 | 42 |
| 27 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 34 |
| 28 | 3 | 3 | 4 | 2 | 4 | 3 | 3 | 4 | 1 | 27 |
| 29 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 37 |

4. KINERJA (Y)

| No | KINERJA (Y) | | | | | | | | | | | Total_X2 | |
|----|-------------|------|------|------|------|------|------|------|------|-----------|-----------|-----------|----|
| | X2.1 | X2.2 | X2.3 | X2.4 | X2.5 | X2.6 | X2.7 | X2.8 | X2.9 | X2. 10 | X2. 11 | X2. 12 | |
| 1 | 4 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 4 | 5 | 56 |
| 2 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 57 |
| 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 47 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 4 | 5 | 47 |
| 5 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 41 |
| 6 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 47 |
| 7 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 5 | 4 | 50 |
| 8 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 5 | 4 | 2 | 4 | 2 | 46 |
| 9 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 48 |
| 10 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 48 |
| 11 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 46 |
| 12 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 46 |
| 13 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 2 | 4 | 4 | 44 |
| 14 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 47 |
| 15 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 60 |
| 16 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 48 |
| 17 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 3 | 5 | 5 | 50 |
| 18 | 4 | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 3 | 3 | 4 | 4 | 43 |
| 19 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 53 |
| 20 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 47 |
| 21 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 47 |
| 22 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 47 |
| 23 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 3 | 43 |
| 24 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 4 | 5 | 5 | 52 |
| 25 | 4 | 4 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 50 |
| 26 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 60 |
| 27 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 60 |
| 28 | 5 | 5 | 5 | 3 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 3 | 51 |
| 29 | 3 | 3 | 5 | 3 | 4 | 4 | 3 | 4 | 3 | 2 | 4 | 4 | 42 |
| 30 | 5 | 5 | 5 | 1 | 5 | 5 | 5 | 4 | 5 | 2 | 5 | 5 | 52 |

| | | | | | | | | | | | | | |
|----|---|---|---|---|---|---|---|---|---|---|---|---|----|
| 31 | 4 | 4 | 4 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 4 | 43 |
| 32 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 48 |
| 33 | 5 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 41 |
| 34 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 50 |
| 35 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 50 |
| 36 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 49 |
| 37 | 5 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 5 | 55 |
| 38 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 47 |
| 39 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 53 |
| 40 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 4 | 4 | 3 | 4 | 3 | 50 |
| 41 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 3 | 3 | 3 | 43 |
| 42 | 5 | 5 | 5 | 4 | 5 | 4 | 3 | 3 | 2 | 3 | 4 | 4 | 47 |
| 43 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 56 |
| 44 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 56 |
| 45 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 45 |
| 46 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 5 | 5 | 56 |
| 47 | 4 | 4 | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 52 |
| 48 | 5 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 51 |
| 49 | 5 | 4 | 4 | 1 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 48 |
| 50 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 46 |
| 51 | 5 | 5 | 5 | 2 | 4 | 3 | 4 | 4 | 3 | 3 | 4 | 3 | 45 |
| 52 | 5 | 5 | 5 | 2 | 5 | 5 | 5 | 4 | 3 | 3 | 4 | 4 | 50 |
| 53 | 5 | 5 | 5 | 4 | 5 | 4 | 3 | 4 | 4 | 4 | 4 | 5 | 52 |
| 54 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 48 |
| 55 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 47 |
| 56 | 4 | 5 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 5 | 53 |
| 57 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 4 | 4 | 40 |
| 58 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 4 | 1 | 4 | 4 | 48 |
| 59 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 59 |
| 60 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 60 |
| 61 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 60 |
| 62 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 58 |
| 63 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 55 |

LAMPIRAN 3. Uji Validasi

1. Uji Validitas Beban Kerja (X1)

| Correlations | | | | | | | | | | | |
|--------------|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | X1.1 | X1.2 | X1.3 | X1.4 | X1.5 | X1.6 | X1.7 | X1.8 | X1.9 | Total | |
| X1.1 | Pearson Correlation | 1 | ,193 | ,475** | ,402** | ,054 | ,271* | ,354** | -,173 | ,141 | ,484** |
| | Sig. (2-tailed) | | ,130 | ,000 | ,001 | ,676 | ,032 | ,004 | ,176 | ,272 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X1.2 | Pearson Correlation | ,193 | 1 | ,138 | ,003 | ,033 | ,005 | -,041 | ,145 | ,544** | ,521** |
| | Sig. (2-tailed) | ,130 | | ,280 | ,984 | ,799 | ,969 | ,748 | ,256 | ,000 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X1.3 | Pearson Correlation | ,475** | ,138 | 1 | ,708** | ,205 | ,646** | ,687** | ,107 | ,111 | ,697** |
| | Sig. (2-tailed) | ,000 | ,280 | | ,000 | ,107 | ,000 | ,000 | ,403 | ,385 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X1.4 | Pearson Correlation | ,402** | ,003 | ,708** | 1 | ,415** | ,742** | ,629** | ,048 | ,015 | ,657** |
| | Sig. (2-tailed) | ,001 | ,984 | ,000 | | ,001 | ,000 | ,000 | ,711 | ,906 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X1.5 | Pearson Correlation | ,054 | ,033 | ,205 | ,415** | 1 | ,504** | ,312* | ,045 | -,117 | ,437** |
| | Sig. (2-tailed) | ,676 | ,799 | ,107 | ,001 | | ,000 | ,013 | ,726 | ,362 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X1.6 | Pearson Correlation | ,271* | ,005 | ,646** | ,742** | ,504** | 1 | ,628** | ,119 | ,010 | ,661** |
| | Sig. (2-tailed) | ,032 | ,969 | ,000 | ,000 | ,000 | | ,000 | ,354 | ,937 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X1.7 | Pearson Correlation | ,354** | -,041 | ,687** | ,629** | ,312* | ,628** | 1 | ,182 | ,105 | ,654** |
| | Sig. (2-tailed) | ,004 | ,748 | ,000 | ,000 | ,013 | ,000 | | ,154 | ,414 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X1.8 | Pearson Correlation | -,173 | ,145 | ,107 | ,048 | ,045 | ,119 | ,182 | 1 | ,256* | ,434** |
| | Sig. (2-tailed) | ,176 | ,256 | ,403 | ,711 | ,726 | ,354 | ,154 | | ,043 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X1.9 | Pearson Correlation | ,141 | ,544** | ,111 | ,015 | -,117 | ,010 | ,105 | ,256* | 1 | ,521** |
| | Sig. (2-tailed) | ,272 | ,000 | ,385 | ,906 | ,362 | ,937 | ,414 | ,043 | | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| Total | Pearson Correlation | ,484** | ,521** | ,697** | ,657** | ,437** | ,661** | ,654** | ,434** | ,521** | 1 |
| | Sig. (2-tailed) | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |

**. Correlation is significant at the 0.01 level (2-tailed).

*. Correlation is significant at the 0.05 level (2-tailed).

2. Uji Validitas Reward (X2)

| Correlations | | | | | | | | | | | | | | |
|--------------|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | X2.1 | X2.2 | X2.3 | X2.4 | X2.5 | X2.6 | X2.7 | X2.8 | X2.9 | X2.10 | X2.11 | X2.12 | Total | |
| X2.1 | Pearson Correlation | 1 | ,284* | ,278* | ,513** | ,367** | ,345** | ,573** | ,508** | ,611** | ,445** | ,370** | ,390** | ,655** |
| | Sig. (2-tailed) | | ,024 | ,027 | ,000 | ,003 | ,006 | ,000 | ,000 | ,000 | ,003 | ,002 | ,000 | |
| | N | | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X2.2 | Pearson Correlation | ,284* | 1 | ,806** | ,225 | ,203 | ,464** | ,073 | ,101 | ,331** | ,246 | ,286* | ,246 | ,459** |
| | Sig. (2-tailed) | | ,024 | | ,000 | ,076 | ,111 | ,000 | ,568 | ,432 | ,008 | ,052 | ,023 | ,052 |
| | N | | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X2.3 | Pearson Correlation | ,278* | ,806** | 1 | ,425** | ,324** | ,369** | ,261* | ,312* | ,310* | ,437** | ,320* | ,410** | ,582** |
| | Sig. (2-tailed) | | ,027 | ,000 | | ,001 | ,010 | ,003 | ,038 | ,013 | ,000 | ,011 | ,001 | ,000 |
| | N | | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X2.4 | Pearson Correlation | ,513** | ,225 | ,425** | 1 | ,594** | ,363** | ,612** | ,538** | ,489** | ,420** | ,246 | ,393** | ,686** |
| | Sig. (2-tailed) | | ,000 | ,076 | ,001 | | ,000 | ,003 | ,000 | ,000 | ,000 | ,052 | ,001 | ,000 |
| | N | | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X2.5 | Pearson Correlation | ,367** | ,203 | ,324** | ,594** | 1 | ,365** | ,710** | ,644** | ,570** | ,557** | ,385** | ,458** | ,743** |
| | Sig. (2-tailed) | | ,003 | ,111 | ,010 | ,000 | | ,003 | ,000 | ,000 | ,000 | ,002 | ,000 | ,000 |
| | N | | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X2.6 | Pearson Correlation | ,345** | ,464** | ,369** | ,363** | ,365** | 1 | ,398** | ,415** | ,576** | ,438** | ,449** | ,466** | ,664** |
| | Sig. (2-tailed) | | ,006 | ,000 | ,003 | ,003 | | ,001 | ,001 | ,000 | ,000 | ,000 | ,000 | ,000 |
| | N | | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X2.7 | Pearson Correlation | ,573** | ,073 | ,261* | ,612** | ,710** | ,398** | 1 | ,797** | ,690** | ,590** | ,419** | ,622** | ,817** |
| | Sig. (2-tailed) | | ,000 | ,568 | ,038 | ,000 | ,000 | ,001 | | ,000 | ,000 | ,001 | ,000 | ,000 |
| | N | | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X2.8 | Pearson Correlation | ,508** | ,101 | ,312* | ,538** | ,644** | ,415** | ,797** | 1 | ,606** | ,636** | ,525** | ,613** | ,805** |
| | Sig. (2-tailed) | | ,000 | ,432 | ,013 | ,000 | ,000 | ,001 | ,000 | | ,000 | ,000 | ,000 | ,000 |
| | N | | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X2.9 | Pearson Correlation | ,611** | ,331** | ,310* | ,489** | ,570** | ,576** | ,690** | ,606** | 1 | ,622** | ,631** | ,678** | ,840** |
| | Sig. (2-tailed) | | ,000 | ,008 | ,013 | ,000 | ,000 | ,000 | ,000 | | ,000 | ,000 | ,000 | ,000 |
| | N | | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X2.10 | Pearson Correlation | ,445** | ,246 | ,437** | ,420** | ,557** | ,438** | ,590** | ,636** | ,622** | 1 | ,706** | ,688** | ,791** |
| | Sig. (2-tailed) | | ,000 | ,052 | ,000 | ,001 | ,000 | ,000 | ,000 | ,000 | | ,000 | ,000 | ,000 |
| | N | | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X2.11 | Pearson Correlation | ,370** | ,286* | ,320* | ,246 | ,385** | ,449** | ,418** | ,525** | ,631** | ,706** | 1 | ,694** | ,695** |
| | Sig. (2-tailed) | | ,003 | ,023 | ,011 | ,052 | ,002 | ,000 | ,001 | ,000 | ,000 | | ,000 | ,000 |
| | N | | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X2.12 | Pearson Correlation | ,390** | ,246 | ,410** | ,393** | ,458** | ,466** | ,622** | ,613** | ,678** | ,688** | ,694** | 1 | ,784** |
| | Sig. (2-tailed) | | ,002 | ,052 | ,001 | ,001 | ,000 | ,000 | ,000 | ,000 | ,000 | | ,000 | ,000 |
| | N | | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| Total | Pearson Correlation | ,655** | ,459** | ,582** | ,686** | ,743** | ,664** | ,817** | ,805** | ,840** | ,791** | ,695** | ,784** | 1 |
| | Sig. (2-tailed) | | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 |
| | N | | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |

*. Correlation is significant at the 0.05 level (2-tailed).

**. Correlation is significant at the 0.01 level (2-tailed).

3. Uji Validitas *Punishment* (X3)

| Correlations | | | | | | | | | | | |
|--------------|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | X3.1 | X3.2 | X3.3 | X3.4 | X3.5 | X3.6 | X3.7 | X3.8 | X3.9 | Total | |
| X3.1 | Pearson Correlation | 1 | ,378** | ,314* | ,429** | ,593** | ,487** | ,317* | ,204 | ,297* | ,633** |
| | Sig. (2-tailed) | | ,002 | ,012 | ,000 | ,000 | ,000 | ,011 | ,109 | ,018 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X3.2 | Pearson Correlation | ,378** | 1 | ,138 | ,227 | ,354** | ,660** | ,412** | ,439** | ,429** | ,676** |
| | Sig. (2-tailed) | ,002 | | ,282 | ,073 | ,004 | ,000 | ,001 | ,000 | ,000 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X3.3 | Pearson Correlation | ,314* | ,138 | 1 | ,241 | ,358** | ,149 | ,368** | ,297* | ,116 | ,436** |
| | Sig. (2-tailed) | ,012 | ,282 | | ,057 | ,004 | ,242 | ,003 | ,018 | ,364 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X3.4 | Pearson Correlation | ,429** | ,227 | ,241 | 1 | ,347** | ,206 | ,208 | ,259* | ,300* | ,568** |
| | Sig. (2-tailed) | ,000 | ,073 | ,057 | | ,005 | ,105 | ,101 | ,040 | ,017 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X3.5 | Pearson Correlation | ,593** | ,354** | ,358** | ,347** | 1 | ,409** | ,321* | ,380** | ,299* | ,652** |
| | Sig. (2-tailed) | ,000 | ,004 | ,004 | ,005 | | ,001 | ,010 | ,002 | ,017 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X3.6 | Pearson Correlation | ,487** | ,660** | ,149 | ,206 | ,409** | 1 | ,238 | ,402** | ,412** | ,661** |
| | Sig. (2-tailed) | ,000 | ,000 | ,242 | ,105 | ,001 | | ,060 | ,001 | ,001 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X3.7 | Pearson Correlation | ,317* | ,412** | ,368** | ,208 | ,321* | ,238 | 1 | ,628** | ,616** | ,697** |
| | Sig. (2-tailed) | ,011 | ,001 | ,003 | ,101 | ,010 | ,060 | | ,000 | ,000 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X3.8 | Pearson Correlation | ,204 | ,439** | ,297* | ,259* | ,380** | ,402** | ,628** | 1 | ,773** | ,781** |
| | Sig. (2-tailed) | ,109 | ,000 | ,018 | ,040 | ,002 | ,001 | ,000 | | ,000 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| X3.9 | Pearson Correlation | ,297* | ,429** | ,116 | ,300* | ,299* | ,412** | ,616** | ,773** | 1 | ,774** |
| | Sig. (2-tailed) | ,018 | ,000 | ,364 | ,017 | ,017 | ,001 | ,000 | ,000 | | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| Total | Pearson Correlation | ,633** | ,676** | ,436** | ,568** | ,652** | ,661** | ,697** | ,781** | ,774** | 1 |
| | Sig. (2-tailed) | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |

**. Correlation is significant at the 0.01 level (2-tailed).

*. Correlation is significant at the 0.05 level (2-tailed).

4. Uji Validitas Kinerja (Y)

| Correlations | | | | | | | | | | | | | |
|--------------|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | Y.1 | Y.2 | Y.3 | Y.4 | Y.5 | Y.6 | Y.7 | Y.8 | Y.9 | Y.10 | Y.11 | Y.12 | Total |
| Y.1 | Pearson Correlation | 1 | ,679** | ,524** | ,117 | ,548** | ,411** | ,311* | ,071 | ,200 | ,244 | ,347** | ,205 |
| | Sig. (2-tailed) | | ,000 | ,000 | ,359 | ,000 | ,001 | ,013 | ,580 | ,116 | ,054 | ,005 | ,107 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| Y.2 | Pearson Correlation | ,679** | 1 | ,639** | ,337** | ,663** | ,485** | ,390** | ,285* | ,318* | ,356** | ,430** | ,412** |
| | Sig. (2-tailed) | | ,000 | ,000 | ,007 | ,000 | ,000 | ,002 | ,024 | ,011 | ,004 | ,000 | ,001 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| Y.3 | Pearson Correlation | ,524** | ,639** | 1 | ,326** | ,681** | ,497** | ,306* | ,200 | ,254* | ,184 | ,438** | ,190 |
| | Sig. (2-tailed) | | ,000 | ,000 | | ,009 | ,000 | ,000 | ,015 | ,117 | ,045 | ,150 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| Y.4 | Pearson Correlation | ,117 | ,337** | ,326** | 1 | ,240 | ,238 | ,239 | ,333** | ,306* | ,392** | ,315* | ,368** |
| | Sig. (2-tailed) | | ,359 | ,007 | ,009 | | ,058 | ,061 | ,059 | ,008 | ,015 | ,001 | ,012 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| Y.5 | Pearson Correlation | ,548** | ,663** | ,681** | ,240 | 1 | ,781** | ,534** | ,426** | ,403** | ,439** | ,533** | ,432** |
| | Sig. (2-tailed) | | ,000 | ,000 | ,000 | ,058 | | ,000 | ,000 | ,000 | ,001 | ,000 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| Y.6 | Pearson Correlation | ,411** | ,485** | ,497** | ,238 | ,781** | 1 | ,615** | ,502** | ,565** | ,420** | ,478** | ,380** |
| | Sig. (2-tailed) | | ,001 | ,000 | ,000 | ,061 | ,000 | | ,000 | ,000 | ,001 | ,000 | ,002 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| Y.7 | Pearson Correlation | ,311* | ,390** | ,306* | ,239 | ,534** | ,615** | 1 | ,683** | ,631** | ,421** | ,368** | ,272* |
| | Sig. (2-tailed) | | ,013 | ,002 | ,015 | ,059 | ,000 | ,000 | | ,000 | ,001 | ,003 | ,031 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| Y.8 | Pearson Correlation | ,071 | ,285* | ,200 | ,333** | ,426** | ,502** | ,683** | 1 | ,606** | ,351** | ,306* | ,338** |
| | Sig. (2-tailed) | | ,580 | ,024 | ,117 | ,008 | ,000 | ,000 | | ,000 | ,005 | ,015 | ,007 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| Y.9 | Pearson Correlation | ,200 | ,318* | ,254* | ,306* | ,403** | ,565** | ,631** | ,606** | 1 | ,582** | ,522** | ,477** |
| | Sig. (2-tailed) | | ,116 | ,011 | ,045 | ,015 | ,001 | ,000 | ,000 | | ,000 | ,000 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| Y.10 | Pearson Correlation | ,244 | ,355** | ,184 | ,392** | ,433** | ,420** | ,421** | ,351** | ,582** | 1 | ,374** | ,454** |
| | Sig. (2-tailed) | | ,054 | ,004 | ,150 | ,001 | ,000 | ,001 | ,001 | ,005 | ,000 | | ,003 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| Y.11 | Pearson Correlation | ,347** | ,430** | ,438** | ,315* | ,533** | ,478** | ,368** | ,306* | ,522** | ,371** | 1 | ,652** |
| | Sig. (2-tailed) | | ,005 | ,000 | ,000 | ,012 | ,000 | ,000 | ,003 | ,015 | ,000 | ,003 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| Y.12 | Pearson Correlation | ,205 | ,412** | ,190 | ,368* | ,432** | ,380** | ,272* | ,338** | ,477** | ,454** | ,652** | 1 |
| | Sig. (2-tailed) | | ,107 | ,001 | ,136 | ,003 | ,000 | ,002 | ,031 | ,007 | ,000 | ,000 | ,000 |
| | N | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 | 63 |
| Total | Pearson Correlation | ,529** | ,707** | ,604** | ,572** | ,786** | ,762** | ,708** | ,643** | ,744** | ,690** | ,693** | ,648** |
| | Sig. (2-tailed) | | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 | ,000 |
| N | | | | | | | | | | | | | |
| 63 | | | | | | | | | | | | | |

**. Correlation is significant at the 0.01 level (2-tailed).

*. Correlation is significant at the 0.05 level (2-tailed).

LAMPIRAN 4. Uji Reabilitas**1. Beban Kerja (X1)****Reliability Statistics**

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,670 | 9 |

2. Reward (X2)**Reliability Statistics**

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,912 | 12 |

3. Punishment (X3)**Reliability Statistics**

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,828 | 9 |

4. Kinerja (Y)**Reliability Statistics**

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,880 | 12 |

LAMPIRAN 5. Uji Normalitas

One-Sample Kolmogorov-Smirnov Test

| | | Unstandardized Residual |
|----------------------------------|----------------|-------------------------|
| N | | 63 |
| Normal Parameters ^{a,b} | Mean | ,0000000 |
| | Std. Deviation | 3,64425539 |
| Most Extreme Differences | Absolute | ,063 |
| | Positive | ,063 |
| | Negative | -,063 |
| Test Statistic | | ,063 |
| Asymp. Sig. (2-tailed) | | ,200 ^{c,d} |

- a. Test distribution is Normal.
- b. Calculated from data.
- c. Lilliefors Significance Correction.
- d. This is a lower bound of the true significance.

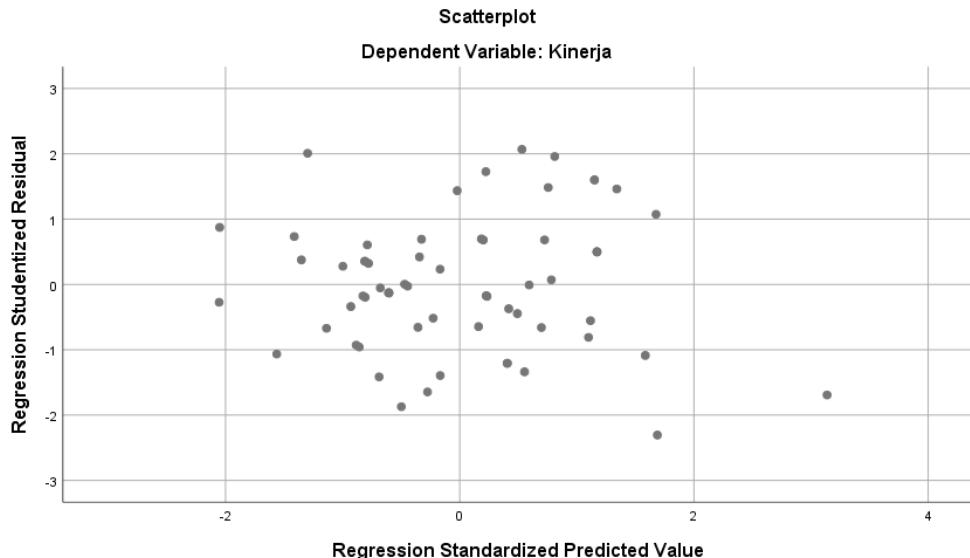
LAMPIRAN 6. Uji Multikolinearitas

Coefficients^a

| Model | Unstandardized Coefficients | | Standardized Coefficients Beta | t | Sig. | Collinearity Statistics | |
|-------|-----------------------------|------------|-----------------------------------|-------|------|-------------------------|-------|
| | B | Std. Error | | | | Tolerance | VIF |
| 1 | (Constant) | 6,310 | 5,900 | 1,069 | ,289 | | |
| | Beban Kerja | ,837 | ,131 | ,590 | ,000 | ,955 | 1,048 |
| | Reward | ,119 | ,062 | ,193 | ,061 | ,796 | 1,257 |
| | Punishment | ,293 | ,129 | ,225 | ,027 | ,829 | 1,206 |

a. Dependent Variable: Kinerja

LAMPIRAN 7. Uji Heteroskedasitas



LAMPIRAN 8. Uji Regresi Linear Berganda

| Model | | Unstandardized Coefficients | | Standardized Coefficients | | Sig. |
|-------|------------------|-----------------------------|------------|---------------------------|-------|------|
| | | B | Std. Error | Beta | t | |
| 1 | (Constant) | 6,310 | 5,900 | | 1,069 | ,289 |
| | Beban Kerja (X1) | ,837 | ,131 | ,590 | 6,397 | ,000 |
| | Reward (X2) | ,119 | ,062 | ,193 | 1,908 | ,061 |
| | Punishment (X3) | ,293 | ,129 | ,225 | 2,274 | ,027 |

a. Dependent Variable: Kinerja (Y)

LAMPIRAN 9. Uji t (Parsial)

| Model | Unstandardized Coefficients | | | Standardized Coefficients | | Sig. |
|-------|-----------------------------|------------|-------|---------------------------|-------|------|
| | B | Std. Error | Beta | t | | |
| 1 | (Constant) | 6,310 | 5,900 | | 1,069 | ,289 |
| | Beban Kerja | ,837 | ,131 | ,590 | 6,397 | ,000 |
| | Reward | ,119 | ,062 | ,193 | 1,908 | ,061 |
| | Punishment | ,293 | ,129 | ,225 | 2,274 | ,027 |

a. Dependent Variable: Kinerja (Y)

LAMPIRAN 10. Uji F (Simultan)

| ANOVA ^a | | | | | |
|--------------------|----------------|----------|-------------|---------|--------|
| Model | Sum of Squares | df | Mean Square | F | Sig. |
| 1 | Regression | 897,492 | 3 | 299,164 | 21,436 |
| | Residual | 823,397 | 59 | 13,956 | |
| | Total | 1720,889 | 62 | | |

a. Dependent Variable: Kinerja (Y)

b. Predictors: (Constant), Beban Kerja (X1), Reward (X2), Punishment (X3)

LAMPIRAN 11. Koefisien Determinasi**Model Summary**

| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1 | ,722 ^a | ,522 | ,497 | 3,73576 |

a. Predictors: (Constant), Beban Kerja (X1), Reward (X2), Punishment (X3)

LAMPIRAN 12. Surat Izin Penelitian



**YAYASAN PERGURUAN 17 AGUSTUS 1945 SURABAYA
UNIVERSITAS 17 AGUSTUS 1945 (UNTAG) SURABAYA
FAKULTAS EKONOMI DAN BISNIS**

PROGRAM STUDI EKONOMI BISNIS (S1)
 PROGRAM STUDI MANAJEMEN (S1)
 PROGRAM STUDI AKUNTANSI (S1)
 PROGRAM STUDI MAGISTER MANAJEMEN (S2)
 PROGRAM STUDI DOKTOR ILMU EKONOMI (S3)

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Kampus: Jl. Semolowaru 45 Surabaya 60118, Telp (031) 5925289, 082233788126 E-mail: fe@untag-sby.ac.id

| | | | |
|----------|---|--|-----------------|
| Nomor | : | 3104/K/FEB/X/2023 | 09 Oktober 2023 |
| Lampiran | : | | |
| Perihal | : | Permohonan Ijin Untuk Mengadakan Riset Pendahuluan | |
| Kepada | : | Yth. Bapak/Ibu Pimpinan PT. Kerta Rajasa Raya Jl. Raya Tropodo No. 1, Kepuh Tropodo Kec. Waru Kab. Sidoarjo | |

Dengan hormat,

Sebagai salah satu persyaratan untuk menyelesaikan studi pada Program Strata 1, maka mahasiswa diwajibkan untuk menyusun dan mempertahankan skripsi sebagai hasil penerapan pelajaran teori serta praktik yang diperoleh berdasarkan penelitian.

Sehubungan dengan hal tersebut, maka dengan ini kami mohon perkenan Bapak / Ibu untuk memberikan ijin kepada mahasiswa :

| | | |
|--------------------------|---|------------------------------|
| Nama | : | TIARA SALSABILAH |
| N.P.M | : | 1212000090 |
| Fakultas / Program Studi | : | Ekonomi dan Bisnis/Manajemen |
| Alamat | : | Lakarsantri RT. 02/RW. 02 |
| Telp./HP. 085850483986 | | |

Guna melakukan penelitian pendahuluan pada :
"PT. KERTA RAJASA RAYA"
 untuk memperoleh data sesuai dengan Skripsi yang sedang disusunnya.

Demikian permohonan ini atas perhatiannya kami sampaikan terima kasih.



H. Slamet Riyadi, MSi., Ak. CA
NPP. 20220.93.0319

LAMPIRAN 13. Surat Balasan Penelitian**P.T. KERTA RAJASA RAYA**

Woven Bag - Jumbo Bag, Industrial

MFG & OFFICE :
Jl. Raya Tropodo No.1 Waru - Sidoarjo 61266
East Java, Indonesia
Phone : 62-31 8669595, 8669966 (12 lines)

Fax : 62-31 8669989, 8668952
<http://www.kertarajasa.co.id>
Email : kerta86@kertarajasa.co.id

No. surat : 039/PERS/KRR/X/2023
Lampiran : -
Perihal : Permohonan Izin Riset Pendahuluan

Sidoarjo, 13 October 2023

Kepada,
Universitas 17 Agustus 1945 (UNTAG)
Fakultas Ekonomi dan Bisnis Manajemen
Jl. Semolowaru 45 No 45 Surabaya
Attn: Dekan UNTAG
Bpk. Prof.Dr.H.Slamet Riyadi,MSI.,AK.CA

Dengan hormat,

Setelah memperhatikan surat saudara No.: 3104/K/FEB/X/2023 tanggal 09 Oktober 2023 perihal Permohonan Izin Riset Pendahuluan, maka permohonan dapat disetujui atas nama:

| No | Nama Siswa | NBI | Judul Penelitian |
|----|------------------|------------|---|
| 1 | Tiara Salsabilah | 1212000090 | Pengaruh Beban Kerja, Reward dan Punishment terhadap kinerja karyawan pada divisi Personalia PT Kerta Rajasa Raya di Sidoarjo |

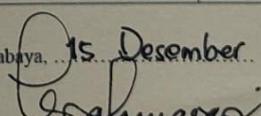
Sesuai kesepakatan pelaksanaan kegiatan tersebut dimulai pada 13 Oktober 2023 s/d selesai pengambilan data pendukung penelitian.

Demikian untuk menjadikan periksa dan atas perhatiannya disampaikan terima kasih.

A.n Pimpinan Perusahaan

Hernanda Bagus S, S.Psi
Manager HRD

LAMPIRAN 14. Kartu Bimbingan

| | | | |
|---|---|---|--|
|  | UNIVERSITAS 17 AGUSTUS 1945 (UNTAG) SURABAYA FAKULTAS EKONOMI DAN BISNIS <small>Kampus: Jl. Semolowaru 45 Surabaya 60118, Telp (031) 5931800 Pst 140&141 E-mail: feb@untag-sby.ac.id</small> | | |
| SEMESTER Gasal / 2023 2023 , 2024 | KARTU BIMBINGAN SKRIPSI | | |
| Nama Mahasiswa / NBI: Tiara Salsabilah / 121000090 Nama Pembimbing : Prof. Dr. drg. Ida Abu Brahmasyari, Dipl. DHE | |  |  |
| Judul Skripsi : Pengaruh Beken Kerja, Reward dan Punishment Terhadap Kinerja Karyawan Dalam Divisi Personalia PT. Kerta Rajasa Raya Di Sidoarjo. | | | |
| Mulai Program Skripsi : Semester 7 Thn. Ak. 2023 Selesai Bimbingan Tanggal 19 | | | |
| No. 1. 2. 3. 4. 5. 6. 7. 8. 9. | HARI / TANGGAL Senin 18 - 09 - 2023 Kamis 21 - 09 - 2023 Kamis 05 - 10 - 2023 Kamis 05 - 10 - 2023 Jumat 06 - 10 - 2023 Minggu 26 - 11 - 2023 Jumat 15 - 12 - 2023 Senin 18 - 12 - 2023 Selasa 19 - 12 - 2023 | KONSENTRASI BAB / HAL KETERANGAN REVISI | |
| | | konsultasi masalah dan judul Penelitian | |
| | | ACC judul | |
| | | Revisi Bab 1-3 | |
| | | Acc Bab 1-3 | |
| | | Revisi kuesioner | |
| | | Bimbingan olah data kuesioner | |
| | | Revisi Bab 4 dan Bab 5 | |
| | | Acc Bab 4 dan Bab 5 | |
| | | Acc Abstract | |
| PARAF | | | |
| <i>D</i> <i>fs</i> <i>fa</i> <i>ts</i> <i>ts</i> <i>ts</i> <i>ts</i> <i>ts</i> <i>ts</i> <i>ts</i> | | | |
| Perpanjangan I Semester : _____ Th. Ak. : _____ Paraf Kajur : _____ | | | |
| Surabaya, 15 Desember 2023  <u>Ida Abu Brahmasyari</u> <small>(Nama dan tanda tangan Pembimbing)</small> | | | |

LAMPIRAN 15. Hasil Turnitin

PENGARUH BEBAN KERJA, REWARD DAN PUNISHMENT
TERHADAP KINERJA KARYAWAN DIVISI PERSONALIA PT. KERTA
RAJASA RAYA SIDOARJO

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