

**The Influence Interpersonal Competence and Achievement Motivation toward
Productivity in Salesman at PT. X**

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Abstract

This Study examined the correlation between interpersonal competence and achievement motivation toward productivity sales employee. Interpersonal competence is defined as a person's ability to interpersonally make a relationship to other person. Achievement motivation is a drive inside person to overcome a challenge and to reach some goal. Productivity is effectiveness and efficiency the employee to use some resources and to make a maximum results. The participants (N = 81) in this study was sales employee of PT. X. The results is there is no correlation between interpersonal competence and productivity, and between achievement motivation and productivity with $r_{s(81)} = 0.128$, $p > 0.05$. The Results also showing there is correlation between the ability to initiative and achievement motivation $r_{s(81)} = 0.517$, $p < 0.01$, and between the ability to give emotional support and achievement motivation with $r_{s(81)} = 0.429$, $p < 0.01$. Intervention that used in this study is using training method with theme "Improved Initiative".

Keywords : Interpersonal Competence, Achievement Motivation, Productivity, sales employee