

ABSTRACT

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The Prediction of Burnout and Work Engagement Based on Type of Motivation (Study of Insurance Agent in X Company); Dr. P. Tommy Y.S Suyasa, Psychologist. Undergraduate Program in Psychology, Tarumanagara University (S-1) (i-xi; 48 pages, P1-P4, L1-L-30)

Individuals who worked as an insurance agent has basically autonomous motivation and controlled motivation that can affect to work engagement and burnout in each individu. This research aims to look at the role of autonomous motivation and controlled motivation to work engagement and burnout in insurance agent at X Company. This research has been implemented in September of 2016, involving 105 participants who worked as insurance agent at X Company. There is four result of this research; (a) work engagement can be predicted by autonomous motivation; (b) work engagement can be predicted by controlled motivation; (c) burnout can be predicted autonomous motivation; dan (d) burnout can't predicted by controlled motivation.

Keywords : Autonomous Motivation, Controlled Motivation, Work Engagement, Burnout, and Insurance Agent