

## Abstract

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Roles of Grit to Work Performance in Insurance Active Agent; Dr. Rostiana, M.Si., Psy. & Kiky D. H. Saraswati, M.Psi., Psy. Undergraduate Program in Psychology, Universitas Tarumanagara, (i-xvii, 53 pages, R1-R6, Appdx 1-64).

The aim of this research is to know the role of grit to work performance in insurance agent. The participants of this research are 178 insurance agents in X Agency by using non-probability method with purposive sampling technique. The type of this research is non-experimental research with quantitative method. Data was collected using questionnaires and processed using SPSS version 20.00. This research is using 47 items of Individual Work Performance Questionnaires by Koopmans and 12 items of grit scale by Duckworth. This research used regression test to analyze the data. The result showed that there are roles of grit to work performance. This finding shows us that grit can be a good predictor of work performance in insurance agent.

Keywords: Work performance and grit.