

ABSTRACT

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The Correlations between Suitability of Interest to Occupation and Employee's Productivity (Study on Insurance Agent). (Putu Tommy Y. S. Suyasa, M.Si., Psi); Bachelor Degree in Psychology, Tarumanagara University (77 pages + P-1 – P-5).

This research aimed to examine the relations between suitability of interest to occupation and employee's productivity. The hypothesis tested whether there are correlations between suitability of interest to occupation and employee's productivity on insurance agent. Subjects were insurance agent from Jiwasraya Company ($N = 90$). Two instruments were administered to collect the data i.e. Position Classification Inventory, and Vocational Preferences Inventory. The data were analyzed through Spearman's correlation test. The results shows that there are positive and significant correlations between suitability of interest to occupation and employee's productivity ($r(88) = 0,579, p < 0,01$).

Key words: interest, suitability of interest to occupation, employee's productivity, insurance agent