

ABSTRACT

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Correlation Between Emotional Intelligence and Job Satisfaction to Job Performance (Sandi Kartasasmita, M. Psi); Faculty of Psychology, Bachelor's Degree, Tarumanagara University, 65 pages, P1-P3.

Emotional intelligence is an intelligence which including personal skill, a skill which determine how people manage their self and social skill, a skill which determine how people manage a relation with others. Job satisfaction is a common behavior to the job based on intrinsic element (element from inside people) and extrinsic element (element from outer people). An employee who has a higher job satisfaction will show a positive behavior to their job and an employee who has a lower job satisfaction will show a negative behavior to their job. This positive and negative behavior depend on emotional intelligence. Job performance is a success level that achieved by people to know how far that the performance is measured. This research using a qualitative method with correlation model. The people of this research is 63 car sales forces. Correlation quantification shows that there is a positive and significant relationship between emotional intelligence and job performance with $r = 0,67$ and $p = 0,00 < 0,01$. Correlation quantification shows that there is no relation between job satisfaction and job performance with $r = -0,13$ and $p = 0,33 > 0,05$.

Key words: Emotional Intelligence, Job Satisfaction, and Job Performance.