

ABSTRACT

This research aims to determine whether the variables of leadership style, bonuses and workload have an influence on managerial performance in trading companies in Palembang. The theories used in this research are motivation theory, path-goal theory and attribution theory. The data used is primary data. The population is trading companies in Palembang with a sample size of 80 data using the purposive sampling method. The data analysis technique used is multiple linear regression analysis. The research results obtained show that the leadership style variable influences managerial performance, while the bonus and workload variables do not influence managerial performance in trading companies in Palembang.

Keywords: Leadership Style, Bonus, Workload, Managerial Performance