

ABSTRACT

The research aims to determine the training and discipline work of the achievement in the marketing PT. Thamrin Brothers Lahat Sumatera Selatan, the population that is as many as 35 employees PT. Thamrin Brothers Lahat Sumatera Selatan using a census. The data used are primary data and secondary with multiple regression analysis. The results of this study indicate that training has a significant effect on job performance, and discipline also shows that work discipline has a significant effect on work performance and the result of this study showed that the training and discipline have a significant effect of job achievement in marketing PT. Thamrin Brothers Lahat Sumatera Selatan. Based on value adjusted R Squer is 0,831% That means 83,1% of the job achievement variable can be explained by the variable of training and work discipline, while the rest is 16,9% influenced by other variables that are not examined in this study.

Keyword: Training, discipline work, and performance work