

ABSTRACT

This study aims to examine the effect of the leadership style, organizational commitment, and work motivation, to managerial performance. The population of this study were life insurance companies at Palembang. Samples of this study were agent and agency manager who works at life insurance companies at Palembang, determined by using purposive sampling method. The samples obtained were as much 14 companies. Testing the hypothesis using multiple regression analysis method with the help of SPSS Ver. 13.0. The test results showed that the first hypothesis (H1) which states that leadership style affect to the managerial performance, declined. The second hypothesis (H2) which states that the organizational commitmen affect to the managerial performance, declined. The third hypothesis (H3) which states that work motivation affect to the managerial performance, accepted

Keywords : leadership style, organizational commitment, work motivation,
managerial performance.