

## **ABSTRACT**

**MerrySutanto "Effect of Job Stresson Performance PT Artaboga Shining Palembang Salesman" (under the guidance of Mrs. AgathaSeptianna, SR, SE,M.Si)**

The purpose of this study was to determine how the effect of job stresson the performance of salesmen PT Artaboga Shining Palembang. The company as a whole has ahead count of 130 employees, whichin cludes1 headarea, one branch manager, 10 salesmanagers, 40 salesmen, 1 secretary, 2 front, 15 logistics, 20 audit, 10 administrative, 10 programmers, 5 guard, 10 office boy, 5 drivers. The subject sare taken Salesman PT Artaboga Shining Palembang. The sample was 40 employees of PT Artaboga Shining Palembang. The analysis technique used in this studyis the technique of simple regression analysis using Special Pack age Soft ware and Service Solution(SPSS) version17.0. Based on the research and analysis of data that is processed with SPSS version17.0 indicates that the Job Stress has asignificant influence on the performanceof PT Artaboga Shining Salesman Palembang. It is based on a4:31 table that shows the value of RS quare of 0.8% and a4:32 table also shows the significance level of0.576. Thus, it can be concluded that job stress significantly influence the performance of salesmenof 0,08%.

**Keywords:** Job Stressand Performance Salesman.