

ABSTRACT

This study aims to determine the effect of performance appraisal and compensation on employee motivation sales division of PT. Thamrin Brothers Branch Yamaha Center Palembang. The theory used in this research is the theory of Behavior. the subjects in this study were all employees of the sale of PT. Thamrin Brothers Branch Yamaha Center Palembang totaling 19 people. Data were collected by questionnaires and interviews where the data obtained from the study were analyzed using the technique of validity, reliability, normality test, multicollinearity and test heteroskedasitas were processed using Special Package Software and Service Solution (SPSS) version 16.0. Validity test results for the variable performance appraisal, compensation, and employee motivation declared invalid because r count larger than r table. Reliability test results for all of the variables are reliable because the Cronbach's Alpha above 0.6. Based normality test all variables with normal distribution because of the significant value of more than 0.05, then test multikolinieritas to variable performance appraisal and compensation multicollinearity everything did not happen because the value of tolerance for all variables > 0.1 and VIF < 10 , and the test did not occur heteroskedasitas heteroskedasitas because of the significant value of more than 0.05.

Keywords: performance appraisal, compensation, motivation