

ABSTRACT

This research tried to examine the effect of work stress on performance Salesman on CV.Timur Jaya Palembang. Samples were determined using purposive sampling method, wherein the selected research sample included 30 people. The instrument used in this research is to provide a questionnaire. The analysis in this research using simple linear regression method and the data were analyzed using SPSS version 17.0.

The results show that the calculation results are statistically obtained correlation coefficient (R) is worth 0.738 indicates that there is a correlation between the independent variables (Work stress) to the dependent variable (performance). The coefficient of determination (R^2) of 0.529 or 52.9% of job stress affect the performance and the performance of the remaining 47.1% is influenced by other factors. From the research has a probability of less than 0.05 is 0.00, which means job stress factors have a significant influence on the performance of Salesman CV.Timur Jaya Palembang. Results of linear regression analysis showed that job stress has significant influence negatively on the performance, meaning that if the stress that occurs in high Salesman Salesman it will reduce performance.

Keywords: Job Stress and Performance