

ABSTRACT

Sri Dorselina Silalahi “The Influence of Transactional Leadership Through Work Discipline of PT. Astra Sedaya Finance Palembang. (Under the guidenes Mrs. Agatha Septianna SR., S.E.,M.Si).

The purpose of this study was to determine how the effect or job satisfaction on the performance of employees PT. Astra Sedaya Finance Palembang. This type of research is a case study and the company has 42 employees. Collecting data using a questionnaire that measured with a Likert scale. Technical analysis is a tehnicque used simple regression analysis using SPSS version 17.0. Transactional Leadership has positive and significant together work discipline in the PT. Astra Sedaya Finance Palembang which generated significant value than 0,05. Furthermore, based on value of R square of 0,372, it can be concluded that the percentage contribution of the variable influence of transactional leadership for the work discipline variable PT. Astra Sedaya Finance Palembang was 37,2%. The remaining 62,8% is caused by others variable that isn't through in the research.

Key words: Transactional Leadership and Work Discipline.