

ABSTRACT

Verawaty. 2013. " Influence on Managerial Performance Commitment purpose; Self Confidence (Self Efficacy) as Intervening Variables" . Majoring in Accounting. Faculty of Economics. School of Economics Musi (under the guidance of Mr.Y.Andry Putranto B,S.E,M.Sc.,Ak.)

This study aimed to test empirically whether the characteristics of self-confidence (self-efficacy) describes the influence of goal commitment on managerial performance and provide an overview of the kind of research , especially research related to confidence (self-efficacy) . The samples in this study were middle managers at automotive companies in Palembang . Sampling using purposive sampling . The data was collected by distributing questionnaires to automotive companies in Palembang is easy to reach and obtain a sample of 13 automotive companies . Data analysis techniques in this study using SPSS 20.0 For Windows and hypothesis testing to express a relationship with a significance test and intervening non - significance . From the analysis of the data showed that no goal commitment significantly affect the self-confidence (self-efficacy) , goal commitment does not have significant influence on managerial performance and confidence (self -efficacy) did not significantly influence managerial performance .

**Keywords : Commitment purpose
Self Confidence(SelfEfficacy)
Managerial performance...**