

ABSTRACT

Key words: Environment
 Achievement motivation
 Professional ability
 Performance

Based on the achievement motivation theory developed by McClelland, environmental theory created by Wheelen and Hunger, and professional ability theory developed by Ruijter, this research has several purposes. The main purpose is to know which of the several variables have influence on performance of higher education alumni. Beside its, this research also has purpose to know how far personnel qualification needed by industry has influence on education system for link and match program more effectively.

Primary data were collected from the alumni of economics faculty sample and its kinds (higher education alumni in Lampung province). The alumni sample from graduate program (S1) and undergraduate program (D3). Each of them is 40 respondents (S1) and 60 respondents (D3). Alumni population whom registered in Lampung province of Labour Departement office are 360 alumni.

Based on the analysis results and statistical test on the model which was built from three theories above, actually variable of personnel qualification needed and competition variable have stronger influence (compare to the other independent variables) on achievement motivation. Nevertheless, the influence of competition variable on achievement motivation from S1 alumni is stronger than competition variable from D3 ($B = 0.231$ for S1, and $B = 0.191$ for D3). This is caused by competition S1 alumni is stronger than competition D3 alumni. In the other scope, achievement motivation variable, academic ability variable, and competition variable have strong influence on alumni performance. Achievement motivation has $B = 0.801$ (for S1 alumni), and $B = 0.599$ (for D3 alumni). Mean while, academic ability variable influence on performance with $B = 0.675$ (for S1 alumni) and $B = 0.396$ (for D3 alumni). The last result, personnel qualification needed variable has influence significantly on curriculum and education infrastucture.