

ABSTRACT

**THE INFLUENCE OF TRANSFORMATIONAL LEADERSHIP
TO ACCOUNT OFFICER PERFORMANCE
WITH MOTIVATION AS INTERVENING VARIABLE
(STUDY AT PT. BANK PANIN DUBAI SYARIAH, Tbk)**

The purpose of research is to (1) determine the influence of transformational leadership on the performance of Accounts Officer, (2) determine the influence of transformational leadership to Account Officer motivation, and (3) determine the influence of motivation to Account Officer performance. The study population was all employees of Account Officer Syariah at PT Bank Panin Dubai Syariah, Tbk as many as 103 people with a total sampling technique that is 103 people. The analytical tool used is a model of path analysis (path analysis). From the analysis it can be concluded that: (1) Hypothesis 1 received. With a path coefficient of transformational leadership on the performance of Account Officer for 0.337, (2) Hypothesis 2 received. With a path coefficient of transformational leadership on the motivation Account Officer for 0.754, (3) The hypothesis 3 is received. With a path coefficient of motivation on the performance of Account Officer for 0.554, and transformational leadership has an indirect influence on the performance of account officers through work motivation for 0.418. Based on these results, Chairman of the Bank in this regard is the Branch Manager should improve further in implementing transformational leadership style, and always encourage Accounts Officer to work better.

Keywords: transformational leadership, motivation, and employee performance