

ABSTRACT

Pradana Hendra Putra, 09410058, The self-efficacy relationship with an insurance agent job performance PT. Prufaimly Investa Malang, Thesis, Psychology Faculty of UIN Maulana Malik Ibrahim Malang in 2015.

This study aims to (1) To determine the level of self-efficacy at the agency at the PT. Prufaimly Investa Malang. (2) To determine the level of performance at the agency at the PT. Prufaimly Investa Malang. (3) To determine the relationship between self-efficacy with job performance in PT. Prufaimly Investa Malang.

The research method used is quantitative descriptive by using two variables, the independent variable (X) is a self-efficacy and the dependent variable (Y) is performance. In this study using the study population is 50 respondents insurance agent PT. Prufaimly Investa Malang. The scale used in this study is a Likert scale. The analysis used is product moment correlation with SPSS 16.0 for Windows.

The analysis of the research, the level of self-efficacy insurance agent PT. Prufaimly Investa Malang mostly fall into the category of being as many as 26 insurance agents (51%) of the 50 respondents. and the level of job performance insurance agent PT. Prufaimly Investa Malang. Most fall into the category of being, as many as 36 insurance agents (76%) of the 50 respondents. Results of the correlation between self-efficacy with an insurance agent job performance PT. Prufaimly Investa Malang shows $r_{xy} = 0.622$. known that self-efficacy correlated positively towards the performance. Thereby good self-efficacy an insurance agent, then the cud also his performance.

Keywords: Self Efficacy, Job Performance