

ABSTRACT

Indah Wahidatur Rohmah. 2015, Thesis. Title: "Incentives Implementation Analysis in Improving the Employees Performance in. PT. Duta Bangsa Mandiri Pasuruan "

Supervisor: Prof. Dr. H. Muhammad Djakfar. SH., M. Ag.

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Salary is still the most important thing in the life of the laborer or the workers. The amount of salary received can determine the performance that is given, sometimes the wages received is not accordance with the performance given, therefore giving incentives cash as an additional reward is very important, so that every employee needs are met and does not have an impact on their jobs , The purpose of this study was to determine the basics of incentives, and also how the incentives application and the impact on the performance of employees at PT Duta Bangsa Mandiri

This research used descriptive method with qualitative approach. Data collection technique used observation, interview, and documentation. Analysis of the data used triangulation techniques of data analysis was started from data collection, data reduction, data processing and then drawing conclusions that the research results were easy to read.

These results indicated that the factors used for the assessment of the incentive was: the volume of vehicles, hygiene tools, absence, and efficiency. The incentive application was done in every 6 months and only given in the truck mixer. Incentive Application of this for some employees did not affect the performance, but some employees with incentives they were motivated and continued to improve its performance