

**PENGARUH ENTREPRENEURIAL LEADERSHIP  
TERHADAP KINERJA KARYAWAN  
(STUDI KASUS PADA HEAD OFFICE PT BANK XYZ INDONESIA)**

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**ABSTRAK**

Penelitian ini bertujuan untuk mengetahui pengaruh entrepreneurial leadership terhadap kinerja karyawan. *Able to motivate, persistence, risk taking, visionary, dan achievement oriented* merupakan unsur dari *entrepreneurial leader* yang diukur pengaruhnya terhadap kinerja karyawan. Data primer dalam penelitian dilakukan pada karyawan divisi *Risk Management, Credit, Operations, Compliance, Human Resource Development, Individual Banking Group, Corporate Banking Group, dan Treasury* di *head office* PT Bank XYZ. Metode yang digunakan dalam penelitian kualitatif adalah uji statistik non parametrik spearman. Hasil Penelitian menunjukkan bahwa unsur *able to motivate, achievement oriented, persistence, risk taking, visionary* mempengaruhi kinerja karyawan dengan arah yang positif secara simultan. Penelitian juga menemukan bahwa semakin tinggi kemampuan *entrepreneurial leadership* maka semakin mempengaruhi kinerja karyawan menjadi lebih baik.

Kata Kunci: *Entrepreneurial leadership, Kinerja, Able to Motivate, Achievement Oriented, Persistence, Risk taking, Visionary*

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**THE INFLUENCE OF ENTREPRENEURIAL LEADERSHIP  
TOWARDS EMPLOYEE PERFORMANCE  
(CASE STUDY AT HEAD OFFICE PT BANK XYZ INDONESIA)**

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**ABSTRACT**

*This research aims to determine the influence of entrepreneurial leadership towards employee performance. Able to motivate, persistence, risk taking, visionary, and achievement oriented are element from entrepreneurial leadership which is used to measured influence on employee performance. This Primary data taken from employee on division Risk Management, Credit, Operations, Compliance, Human Resource Development, Individual Banking Group, Corporate Banking Group, and Treasury in head office PT Bank XYZ Indonesia. Research Method used in qualitative is non parametric spearman statistic test. Result of this research show that able to motivate, achievement oriented, persistence, risk taking, visionary influenced employee performance simultaneously. This research indicate that more higher entrepreneurial skill from leader, more influence employee performance.*

*Key words: Entrepreneurial leadership, Performance, Able to Motivate, Achievement Oriented, Persistence, Risk taking, Visionary*

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