

**ABSTRAK**  
**ANALISIS HUBUNGAN PERSEPSI KARYAWAN TERHADAP INSENTIF FINANSIAL DAN NON FINANSIAL DENGAN SEMANGAT KERJA**

Studi Kasus Pada PT. Sistech Kharisma Yogyakarta

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**2006**

Penelitian ini bertujuan untuk (1) membuktikan ada tidaknya hubungan positif antara insentif finansial dengan semangat kerja karyawan bagian marketing PT. Sistech Kharisma Yogyakarta, (2) membuktikan ada tidaknya hubungan positif antara insentif non finansial dengan semangat kerja karyawan bagian marketing PT. Sistech Kharisma Yogyakarta.

Jenis penelitian ini adalah studi kasus. Metode yang digunakan untuk pengumpulan data adalah (1) wawancara (2) kuesioner (3) observasi. Teknik analisis data yang digunakan adalah metode koefisien korelasi Pearson.

Hasil penelitian ini adalah: (1) Ada hubungan positif antara insentif finansial dengan semangat kerja (2) Ada hubungan positif antara insentif non finansial dengan semangat kerja.

**ABSTRACT**  
**ANALYSIS CORRELATION OF EMPLOYEES PERCEPTION TO  
FINANCIAL INSENTIVE AND NON FINANCIAL WITH EMPLOYEES  
WORK SPIRIT.**

Case Study at PT. Sistech Kharisma in Yogyakarta

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The research were aimed to (1) Identify correlation between financial incentive and employees work spirit at Marketing Departement of PT. Sistech Kharisma in Yogyakarta. (2) Identify correlation between non financial incentive and employees work spirit at Marketing Departement of PT. Sistech Kharisma in Yogyakarta.

The research type was a case study. Method used for data collection were (1) interview (2) questioner and (3) observation. Data technique analysis used was Pearson's Coefficient Correlation.

The results of the research were: (1) There was positive correlation between financial incentive and employees work spirit. (2) There was positive correlation between non financial incentive and employees work spirit.