ELECTRONIC THESIS AND DISSERTATION UNSYIAH

TITLE
PENGARUH MACHIAVELLIANISME TERHADAP PERILAKU KEWARGAAN ORGANISASI DENGAN KONTRAK TRANSAKSIONAL SEBAGAI VARIABEL MEDIASI (STUDI PADA PROGRAM SARJANA FAKULTAS EKONOMI UNIVERSITAS SYIAH KUALA)

ABSTRACT

This research aimed to measure the effect of machiavellianism to organizational citizenship behavior of students in Economic Faculty of Syiah Kuala University with transactional contract as mediating variabel. The sample used in this research are students in Economic Faculty of Syiah Kuala University which totaled 182 respondents. The instrument of collecting data in this research is questionnaire. Random sampling was used as sampling technique. As much of 182 questionnaires distributed and all of questionnaires could be collected. Hierarchical Linear Modelling (HLM) was used as a method of analysis to determine the effect of all variables involved in this research. The results are follows: 1) Machiavellianism significantly effect to organizational of students in Economic Faculty of Syiah Kuala University. 2) Machiavellianism significantly effect to transactional contract of students in Economic Faculty of Syiah Kuala University. 3) Transactional contract significantly effect to organizational citizenship behavior of students in Economic Faculty of Syiah Kuala University. And 4) Transactional contract mediates the effect of machiavellianism to organizational citizenship behavior of students in Economic Faculty of Syiah Kuala University. Because, the beta value decreases from before to after the mediating variable included.

Keywords: Machiavellianism, Transactional Contract, and Organizational Citizenship Behavior.