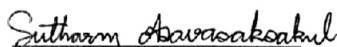



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The objectives of this research were to study: 1) Intrinsic Motivation, Extrinsic Motivation, Leadership, Organization Climate and Job Performances of managers. 2) The relationship among Intrinsic Motivation, Extrinsic Motivation, Leadership, Organization Climate and Job Performances of managers. 3) Intrinsic Motivation, Extrinsic Motivation, Leadership, Organization Climate those could predict the Job Performances of managers. Samples were taken from about 132 managers of the group of computers' distributing company. The research measurements used in collecting data were questionnaires. The questionnaires were Intrinsic Motivation, Extrinsic Motivation, Leadership, Organization Climate and Job Performance. The data was analyzed by statistical package for social science computer programs. Statistics analyzed were frequency, percentage, mean, standard deviation, Pearson's product moment correlation coefficient and multiple regression analysis.

The results show that 1) Managers had high level in Job Performance, moderate levels in Intrinsic Motivation, Extrinsic Motivation, Transformational Leadership, Transactional Leadership, Organization Climate and low level in Laissez-faire Leadership. 2) Intrinsic Motivation, Extrinsic Motivation, Transformational Leadership and Organization Climate were positively related to Job Performance at 0.01 level of significant. Laissez-faire Leadership was negatively related to Job Performance at 0.01 level of significant. 3) Extrinsic Motivation, Transformational Leadership, Transactional Leadership in type Contingent Reward and Management by Exception (Passive) and Organization Climate could predict managers' Job Performance at around 33.6 percent.

  
Student's signature

  
Thesis Advisor's signature

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