

## ABSTRACT

Thesis Title : Decision Making in Organization : A Case Study of  
Land valuation the Department of Lands

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The aim of this research is to study the behavior of Asset Appraisal Officer in subject of land appraisal. To identify that what are the factors to be influenced in decision making behavior of Asset Appraisal Officer in terms of regulation control and appraisal's method. The practical population in this research is the Asset Appraisal Officer 131 people in the Central of Appraisal Office (The Department of Lands), to collect data by own questionnaire. The statistic implements to be applied in this analysis are Cluster Sampling; chi-square and cramer's v. The results of as are follows:

1.The Asset Appraisal Officers are always decision making to enforce in standard regulation and land appraisal method. in low level.

2. Physical factors (Background) that relative to decision making behavior of the Asset Appraisal Officer in terms of enforcing in standard regulation and appraisal method is educa level, for other factors: sex, age, working period in

government filed, appraisal's working period, position, appraisal learning and training are not relative.

3. External environment factors that related to decision making behavior of the Asset Appraisal Officer to enforce in standard regulation and appraisal method are objective and regulation of organization. For organization framework, status of organization, budget, implement and technology, daya based system, most of them are not relative.

4. The Asset Appraisal Officers prefer to pay more attention in organization regulation than the others. The second are organization framework, instrument and technology, organization objective and daya based system respectively. For less attention factor is budget.