

Daftar Pustaka

- Akpa, V.O. dan Nwankere, I.A.(2011). Effects of Leadership Style on Organizational Performance : A Survey of Selected Small Scale Enterprises in Ikosi-Ketu Council Developmnet Area of Lagos State, Nigeria. *Australian Journal of Business and Management Research*, 1(7),100 – 111.
- Ancok, Djamaludin. (2012). *Psikologi Kepemimpinan dan Inovasi*. Erlangga, Jakarta.
- Artanti, S.Y. (2018). Dimensi-dimensi Budaya Organisasional Persepsian dan Pengaruhnya Terhadap Work Engagement, Studi Pada Rumah Sakit Omni Pulomas Jakarta (*tesis tidak diterbitkan*). Universitas Gadjah Mada, Yogyakarta.
- Asmoko, H. dan Lasahido, I. (2013). Hubungan Gaya Kepemimpinan Transformasional dan Transaksional dengan Kinerja. *Kajian Akademis BPPK*. Kementrian Keuangan Republik Indonesia.
- Aziz, R.A., Abdullah, M.H.,Tajudin, A.,dan Mahmood, R. (2013). The Effect of Leadership Styles on The Business Performance of SMEs in Malaysia. *International Journal of Economics Business and Management Studies*, 2(2),45-52.
- Baldoni, J. (2005). *Great Motivation Secrets of Great Leader*. McGraw Hill, New York.
- Bass, B. M. (1985). *Leadership and performance beyond expectations*. Free Press, New York.
- Bass, B.M. (1990). From Transactional to Transformational Leadership : Learning to Share the Vision. *Elsevier Science Publishing*, 19-31. Tersedia di http://discoverthought.com/Leadership/References_files/Bass%20leadership%201990.pdf , diakses pada 15 November 2016.
- Bass, B. M., dan Avolio, B. J. (1990), *The Multifactor Leadership Questionnaire*, Palo Alto, CA: Consulting Psychologists Press.
- Bass, B.M., dan Avolio, B.J.(1993). Transformational Leadership and Organizational Culture. *Public Administration Quarterly*, 17(1), 112-121.
- Bass, B.M. (1997). Does the Transactional – Transformational Leadership Paradigm Transcend Organizational and National Boundaries ?. *American Psychologist Association*, 52(2), 130 – 139.

- Bass, B.M., dan Bass, R. (2008). *The Bass Handbook of Leadership*, 4th edition. Free Press, New York.
- Bishop, J. (1987). The recognition & Reward of Employee Performance. *Journal of Labor Economics*, 5(4), 313-351.
- Blanchard, Ken. (2010). What Factors Influence Your Leadership Style ?. *Selling Power Magazine Article*, 2 Feb 2010. Tersedia di <http://www.sellingpower.com/content/article/?a=8833/what-factors-influence-your-leadership-style>, diakses pada 25 Desember 2017.
- BPS Provinsi Daerah Istimewa Yogyakarta.(2018). *Keadaan Angkatan Kerja Daerah Istimewa Yogyakarta Agustus 2017*. Mahata, Yogyakarta.
- BPS Provinsi Jawa Tengah. (2018). *Keadaan Angkatan Kerja Jawa Tengah Agustus 2017*. CV Pelita, Semarang.
- Budiaji, W.(2013). Skala Pengukuran dan Jumlah Respon Skala Likert. *Jurnal Ilmu Pertanian dan Perikanan*, 2(2), 127-133.
- Cespedes, F.V. (2014). *Aligning Strategy and Sales*. Harvard Business Review Press, Boston, Massachusetts.
- Cherulnik, P.D., Donley, K.A., Wiewel, T.S. dan Miller, S.R. (2001). Charisma is contagious : The Effects of Leader's charisma on observers' affect. *Journal of Applied Social Psychology*, 31 : 2149-2159.
- Colbert, A.E. , Courtright, S.H., In-Sue Oh., dan Wang, G. (2011). Transformational Leadership and Performance Across Criteria and Levels: A Meta-Analytic Review of 25 Years of Research. *Group & Organization Management*, 36(2), 223-270.
- Cooper, D. R. dan Emory, C.W.(1995). *Metode Penelitian Bisnis*. Erlangga, Jakarta.
- Cooper, D.R., dan Schindler, P.S. (2014). *Business Research Methods*, 12th edition. McGraw- Hill Education, New York.
- Creswell, J.W.(2014). *Research Design : Qualitative, Quantitative, and Mixed Methods Approaches*, 4th edition. Sage Publications, USA.
- Darma, I.K.R. (2016). Pengaruh Gaya Kepemimpinan Transformasional, Transaksional dan Komitmen Organisasional terhadap Kinerja Karyawan pada Fasilitas Operasi Minyak dan Gas Bumi di Lepas Pantai (*tesis tidak diterbitkan*). Universitas Gadjah Mada, Yogyakarta.

- Dinanti, S.(2012). Analisis Pengaruh Budaya Organisasi dan Kepemimpinan terhadap Kinerja Karyawan Dinas Pariwisata dan Kebudayaan DKI Jakarta (*tesis tidak diterbitkan*). Universitas Indonesia, Jakarta.
- Dobre, O.I. (2013). Employee Motivation and Organizational Performance. *Review of Applied Socio-Economic Research*, 5(1), 53-58.
- DuBrin A. J. (2001). *Leadership: Research findings, practice, skills*, 3rd edition. Houghton Mifflin, Boston
- Futrell, C.M.(2001). *Sales Management : Team Work, Leadership, and Technology*, 6th edition. Harcourt College Publishers, USA.
- Ghozali,I.(2016). *Aplikasi Analisis Multivariate dengan Program IBM SPSS 23*, edisi 8. Badan Penerbit Universitas Diponegoro, Semarang.
- Gibson, J.L. Ivancevich, J.M., Donnelly, J.H., dan Konopaske, R.(2012). *Organizations : Behaviour, Structure, Processes*, 14th edition. McGraw Hill, New York.
- Giltinane, C.L. (2013). Leadership Styles and Theories. *Nursing Standard*. 27(41), 35-39.
- Gupta, N. dan Shaw, J.D.(1998). Let The Evidence Speak : Financial Incentives are Effective. *Compensation and Benefit Review*, 30 (26), 26-32.
- Hadi, S. (2004). *Metodologi Research Jilid 3*. Andi Offset, Yogyakarta.
- Hair, JR.J.F., Black, W.C., Babin, B.J., dan Anderson, R.E. (2010). *Multivariate Data Analysis*, 7th edition. Pearson Prentice Hall.
- Hofstede, G., Bond, M.H., dan Leung, L.C.(1993). Individual Perception of Organizational Cultures : A Methodological Treatise on Level of Analysis. *Organization Studies*, 14/4: 483-503.
- Hofstede, G., Hofstede, G.J., dan Minkov, M. (2010). *Cultures dan Organizations, Software of the Mind*. McGraw Hill, USA.
- HSBC. (2017). FMCG Industry in Indonesia : Opportunities and Challenges. Tersedia di <https://www.business.hsbc.co.id/en-gb/id/article/fmcg-industry-in-indonesia>, diakses pada 13 Juni 2018.
- Hughes L.R., Ginnet C.R., and Curphy J.G. (2012). *Leadership : Enhancing The Lessons of Experience*. 7th edition. McGraw-Hill, New York.
- Jobber, D. dan Lancaster, G. (2009). *Selling and Sales Management*, 8th edition. Pearson Prentice Hall, London.

- Johnson, M.W., dan Marshall G.W. (2013). *Sales Force Management*, 11th edition. Routledge, New York.
- Jones, P. dan Rebecca, A. (2007). *Nursing Leadership and Management : Theories, Processes and Practice*. F.A. Davis Company.
- Judge, T.A., dan Picollo, R.F. (2004). Transformational and Transactional Leadership : A Meta – Analytic Test of Their Relative Validity. *Journal of Applied Psychology*, 89 (5), 755-768.
- Kallimullah, A. R., Yaghoubi, N. M., & Moloudi, J., (2010). Survey of Relationship between Organizational Justice and Empowerment (A Case Study). *European Journal of Economics, Finance and Administrative Sciences*, 24, 165-171.
- Kinicki, A. dan Fugate, M. (2013). *Organizational Behavior*, 5th edition. McGraw Hill, New York.
- Kippenberger, L. (2002). *Leadership Style*. Capstone, United Kingdom.
- Kotler, P. dan Keller, K.L. (2009). *Manajemen Pemasaran*, edisi 13. Erlangga, Jakarta.
- Kranenburg, D.G. (2013). The Effect of Organizational Culture and Leadership Style on Organizational Commitment within SMES in Suriname, with Job Satisfaction as a Mediator. FHR Lim A Po Institute for Social Studies – Maastricht School of Management , Suriname.
- Kreitner, R. dan Kinicki, A. (2014). *Perilaku Organisasi*, edisi 9. Salemba Empat, Jakarta.
- Kuncoro, M. (2011). *Metode Kuantitatif, Teori dan Aplikasi untuk Bisnis dan Ekonomi*, edisi 4. UPP-STIM YKPN, Yogyakarta.
- Lai, A.(2011). Transformational-Transactional Leadership Theory. *Franklin W. Olin College of Engineering*.
- Lafley, A.G., dan Martin, R.L. (2013). *Playing to Win : How Strategy Really Work*. Harvard Business Review Press, Boston, Massachusetts.
- Liana, L. (2009). Penggunaan MRA dengan Spss untuk Menguji Pengaruh Variabel Moderating terhadap Hubungan antara Variabel Independen dan Variabel Dependen. *Jurnal Teknologi Informasi DINAMIK*, XIV(2):90-97.
- Lind, D.A., Marchal, W.G., dan Wathen,S.A. (2015). *Statistical Techniques in Business and Economics*, 16th edition. McGraw-Hill Education, New York.

- Magni, M., Poh, F., dan Razdan, R. (2015). *Winning in Indonesia's Consumer-goods Market : Best Practices in Customer and Channel Management. Nielsen dan McKinsey&Company*, Jakarta.
- Malhotra, N.K. (2002). *Basic Marketing Research : Application to Contemporary Issues*. Prentice Hall, USA.
- Mangkunegara, Anwar Prabu.(2006). *Evaluasi Kinerja SDM*. PT.Refika Aditama, Bandung.
- Nanjundeswaraswamy, T.S., dan Swamy, D.R. (2014). *Leadership Styles. Advances in Management*, Vol. 7(2).
- Nielsen, P.A., Boye, S., Holten, A.L., Jacobsen, C.B., dan Andersen, L.B.(2016). Are Transformational and Transactional Types of Leadership Compatible? A Panel Study of Work Motivation. Tersedia di http://ps.au.dk/fileadmin/Statskundskab/Billeder/Forskning/Forskningsprojekter/LEAP/Dokumenter/Nielsen_et_al..pdf, diakses pada 30 Jan 2018.
- Noonan, C.(1998). *Sales Management*. Butterworth-Heinemann. UK.
- Ogbonna, E and Harris, L.(2000). Leadership Style, Organizational Culture and Performance : Empirical Evidence from UK Companies. *International Journal of Human Resources Management*, 11(4):766-788.
- Porter, L.W., dan Perry, J.L. (1982). Factors Affecting the Context for Motivation in Public Organizations. *Academy of Management Review*, 7(1), 89-98.
- Pratama, T. (2014). *Pengaruh Gaya Kepemimpinan dan Budaya Organisasi terhadap Komitmen dan Produktifitas Karyawan, Studi di Divisi Produksi PT. Air Mancur Solo (tesis tidak diterbitkan)*. Universitas Gadjah Mada, Yogyakarta.
- Pujihastuti, I.(2010). Prinsip Penulisan Kuesioner Penelitian. *CEFARS : Jurnal Agribisnis dan Pengembangan Wilayah*, 2(1).
- Putri, I.S. (2016). *Analisis Pengaruh Gaya Kepemimpinan Transformasional dan Transaksional Pada Kinerja Dengan Motivasi Variabel Pemediasi, Studi Pada Pengadilan Negeri Se-wilayah Hukum Pengadilan Tinggi Yogyakarta (tesis tidak diterbitkan)*. Universitas Gadjah Mada, Yogyakarta.
- Robbins, S. (2003). *Organizational behavior*. San Diego: Prentice Hall.

- Robbins,S. dan Judge,T.A.(2013).*Organizational Behaviour*. Pearson Education, USA.
- Rogers, T.A.(2000). *The Role of Transformational Leadership in Salesperson's Motivation and Performance*. Bell and Howell Information and Learning Company, USA.
- Safiullah, A.B. (2015). Employee Motivation and its Most Influential Factors: A study on the Telecommunication Industry in Bangladesh. *World Journal of Social Sciences* . 5 (1), 79-92.
- Schein, E. H. (2004). *Organization Culture and Leadership*, 3rd edition. San Francisco : John Wiley & Son.
- Sekaran, U. (2003). *Research Methods for Business*, 4th edition. John Wiley & Son, USA.
- Sengkey, J.E. (2003). Analisis Hubungan Faktor-Faktor Motivasi dan Prestasi Kerja Karyawan (*tesis tidak diterbitkan*). Universitas Gadjah Mada, Yogyakarta.
- Service, B. dan Arnott, D. (2006). *The Leadership Quotient*. iUniverse, United States of America.
- Singarumbun, M. dan Effendi, S.(1995). *Metode Penelitian Survei*, edisi revisi. PT. Pustaka LP3ES, Jakarta
- Singh, J. (2014). FMCG (Fast Moving Consumer Goods) An Overview. *International Journal of Enhanced Research in Management and Computer Application*, 3(6),14-16.
- Stoner, J.A.F., dan Freeman, R.E. (1989). *Management*, 4th edition. Prentice-Hall.
- Sugiyono (2015). *Metode Penelitian Manajemen*. Alfabeta, Bandung.
- Sugiyono dan Susanto,A.(2015). *Cara Mudah Belajar SPSS dan Lisrel*. Alfabeta, Bandung.
- Tajudin, A., Mahmood, R., Aziz, dan R.A., Abdullah, M.H. (2013). The Effect of Leadership Styles on the Business Performance of SMEs in Malaysia. *International Journal of Economics Business and Management Studies*, 2 (2), 45-52.
- Triyugara. (2002). Hubungan Antara Persepsi Karyawan terhadap Gaya Kepemimpinan dengan Perubahan PT. Jasa Raharja (*tesis tidak diterbitkan*). Universitas Gadjah Mada, Yogyakarta.

Wagimo. (2005). Hubungan Kepemimpinan Transformasional dan Transaksional dengan Motivasi Bawahan di Militer (*tesis tidak diterbitkan*). Universitas Gadjah Mada, Yogyakarta.

Wagimo dan Ancok, D. (2005). Hubungan Kepemimpinan Transformasional dan Transaksional dengan Motivasi Bawahan di Militer. *Jurnal Psikologi*, 32 (2), 112-127.

Yukl, G. (2013). *Leadership in Organizations*, 8th edition. Pearson, New Jersey.

Zehir C. E., O.G, Zehir,S., and Muceldili, B.(2011). The Effects of Leadership Styles and Organizational Culture Over Firm Performance : Multi-National Companies in Istambul. *Procedia Socialand Behavioral Sciences*, 24:1460-1474.

Zimmerman, A., and Blythe, J. (2013). *Business to Business Marketing Management : A Global Perspective*, 2nd edition. Routledge.