

## ABSTRACT

# THE EFFECT OF COMPETENCE AND WORK STRESS ON WORK PRODUCTIVITY OF MARKETING DIVISION EMPLOYEES AT PT. LAUTAN TEDUH INTERNIAGA TELUK BETUNG BRANCH

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The purpose of this research was to know the effect of competence and work stress on work productivity. The type of research used was quantitative causality research. The data sources used were primary data. Data collection methods used were field research in the form of distributing questionnaires. The population selected were all employees of PT Lautan Teduh Interniaga Teluk Betung Branch, totaling 65 employees. The sample in this study were employees of the marketing division, which amounted to 36 employees. The sampling technique used was purposive sampling. The instrument requirement test used was the validity test and reliability test. The data analysis requirements were a normality test, linearity test, and multicollinearity test. The data analysis method used was multiple linear regression analysis and hypothesis testing using t-test and F-test. The results of the study mentioned that competence affected work productivity, work stress affected work productivity, and competence and work stress affected work productivity.

**Keywords:** Competence, Work Stress and Work Productivity.

