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Abstract

This research was conducted to determine the influence of organizational culture, work motivation on employee performance. In observations made by researchers at BPJS Employment Padang Sidimpuan and Lhokseumawe Branch Offices, there is an organizational culture phenomenon within it that has an influence on employee motivation and performance. There are differences in organizational culture within the BPJS Employment Padang Sidimpuan and Lhokseumawe Branch Offices and other company offices. This can be seen from differences in employee behavior to the regulations within them. As happened at the Padang Sidempuan branch of BPJS, where the employees' behavior was more communicative with each other than with the Lhoksumawe branch. Another difference is that the working hours at the Lhoksumawe branch of BPJS are more flexible than those at the Padang Sidempuan branch. This different organizational culture will of course result in different motivation and performance in each branch. Therefore researchers are very interested in taking up this discussion. Based on the above background, the author is interested in conducting research entitled "The Influence of Organizational Culture on Employee Performance with Work Motivation as an Intervening Variable at "BPJS Employment Padang Sidimpuan and Lhokseumawe Branch Offices" The results of this research are as follows: Organizational Culture has a positive and significant effect on Employee Performance with an original sample value of 0.442 and ap value of 0.000 has a positive and significant effect on employee performance with an original sample value of 0.529 and ap value of 0.000. Organizational culture has a positive and significant indirect effect on employee performance through employee performance with an original sample value of 0.476 and ap value of 0.000.

Keywords: Organizational Culture, Work Motivation, Employee Performance.

INTRODUCTION

When an organization is founded, it must have goals to be achieved, and each member is responsible for achieving them. The behavior and attitudes of organizational members have an impact on these goals. The results that an organization will achieve are influenced by the performance of its employees. It is vital to the survival of an organization, and its culture greatly influences its structure and function. Therefore, if organizational culture is not properly considered, it will have an impact on employee performance. Every organization has a different organizational culture. Each has its own philosophy, business principles, ways of solving problems and making decisions, as well as beliefs, behaviors and patterns that exist in an organization's culture, which can come from an influential person, work group, department or division.

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DOI: https://doi.org/10.54443/sinomika.v3i1.2246

Organizational culture is a collection of basic assumptions discovered, developed, or developed by a group for the purpose of teaching them how to overcome or overcome problems that arise as a result of external adaptation and integration of new members as the correct way to understand, think about, and feel about those problems. Human Resources are very important for the success of activities in an organization.

The performance of an organization is largely determined by the human resources within it. Human resources who are highly motivated, creative, and able to develop innovation will make the performance of these human resources better. Therefore, efforts are needed to improve human resource capabilities. One thing in the world of management is that every organization has unique characteristics or identity. This means that each organization has its own "personality" that differentiates it from other organizations. So it takes time as an organizational process to grow and develop and find its unique identity (Agusty, 2014)

A good organizational culture can have a positive impact on employee performance and productivity. A good culture will encourage maintaining, sustaining and developing that culture, becoming a strong driving force for organizational progress. Ultimately, increased job satisfaction results in better performance. However, if company employees do not have a good working environment, they become dissatisfied and tend to behave in unpleasant ways such as demonstrations, strikes, and absenteeism.

Good work motivation can help a company achieve its goals. Because these two factors will produce a high level of work productivity, which will support the company's success. Conversely, if the level of work productivity decreases, the company will have difficulty achieving its goals. Every business always wants its employees' productivity to increase. To achieve this, companies must provide strong motivation to all their employees so that they can increase productivity and achieve better work performance. Strong relationships will emerge to achieve high levels of productivity when combined with the work experience possessed by employees.

In observations conducted by researchers at BPJS Employment Padang Sidimpuan and Lhokseumawe Branch Offices, there is an organizational culture phenomenon within it that has an influence on employee motivation and performance. There are differences in organizational culture within the BPJS Employment Padang Sidimpuan Branch Office and Lhokseumawe Branch with other company offices. This can be seen from differences in employee behavior to the regulations within them. As happened at the Padang Sidempuan branch of BPJS, where the employees' behavior was more communicative with each other than with the Lhoksumawe branch. Another difference is the more flexible working hours at the BPJS Lhoksumawe Branch compared to those at the Padang

Sidempuan Branch. This different organizational culture will of course result in different motivation and performance in each branch. Therefore researchers are very interested in taking up this discussion. Based on the above background, the author is interested in conducting research entitled "The Influence of Organizational Culture on Employee Performance with Work Motivation as an Intervening Variable at "BPJS Employment Padang Sidimpuan Branch Office and Lhokseumawe Branch"

LITERATURE REVIEW

Organizational culture

Organizational culture is a habit that can be accepted as truth. The ability of employees to understand the company's cultural characteristics will shape employee behavior and performance into an identity that differentiates them from other organizations. Organizational culture is concerned with how employees perceive the characteristics of an organization's culture, rather than with whether they like the culture or not. Organizational culture is formed by an organizational group to move to overcome future challenges.

According to Umi, et al (2015), organizational culture is a norm and value that is prepared and applied by an organization to influence the characteristics or behavior to lead its employees so that they can complete tasks on time and provide guidance for employees to achieve their goals. organization. Meanwhile, according to Luthans in Muis et al., (2018), Organizational Culture is the norms and values that direct the behavior of organizational members. Each member will behave in accordance with the prevailing culture in order to be accepted by their environment.

Organizational Culture Indicators

According to experts, there are several dimensions and indicators of Organizational Culture, namely as follows:

Organizational culture indicators according to Umi, et al (2015) can be measured through:

1. Norm

Norms are unwritten rules accepted by all members of a group. To encourage and improve the performance of high performers, norms tell them what they should and should not do under certain conditions.

2. Dominant Value

Dominant Values are the main principles adhered to by an organization and members of the organization are expected to share them. These values are considered important by the organization and will guide employees to behave consistently in various situations. These values are also effective desires for

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awareness or desires that guide the behavior of how an employee is able to choose

3. Rule

Rules are written rules, procedures and policies that are agreed upon and must be obeyed by all workers in an organization. Have rules for employee interactions. Examples include speaking, behaving, and adhering to time limits for attendance and completing assignments. Everything is to achieve good results for the company.

4. Organizational Climate

Organizational climate is the expression of an employee's feelings or openness in their work environment, which is useful for evaluating all problems that exist in the work environment to achieve organizational goals. Organizational climate also shapes the behavior or nature of employees so that they dare to voice their opinions for the sake of mutual comfort.

Employee performance

A company can be said to be successful if the performance of human resources tries to improve employee performance to achieve the company's stated goals. Meanwhile Sutrisno (2016) said that performance, also known as work achievement, is the work result that has been achieved by an employee in carrying out the tasks that have been given to them. Meanwhile, Sandy (2015) said that performance, also known as work achievement, is the work results that have been achieved by an employee based on their behavior in carrying out activities related to their work.

Employee performance is closely related to the success or failure of an organization in carrying out its duties. Employee performance achievement is a factor that must be considered to help the company achieve its stated goals. Mangkunegara (2016) states that employee performance is the result of work achieved by employees in terms of quality and quantity while carrying out the tasks assigned to them. In contrast, Robbins (2016) said that performance is the results achieved by employees in the workplace in accordance with certain standards that apply to their position.

Based on the understanding above, it can be concluded that employee performance is the achievement of results achieved by employees while carrying out the tasks assigned to them. Improving employee performance will have a positive impact on the company, so that employees have an optimal level of performance and can help achieve company goals.

Employee Performance Indicators

According to Robbins (2016) performance indicators are a tool for measuring the extent of employee performance achievements. The following are several indicators for measuring employee performance:

- 1. Work quality;
- 2. Quantity;
- 3. Punctuality;
- 4. Effectiveness;
- 5. Independence.

Employee perceptions of the quality of work produced and the perfection of tasks regarding their abilities and skills are two factors that can be used to measure the quality of employee work (Robbins, 2016). Work quality can be measured by looking at how good or bad the employee's work results are in completing the tasks given, as well as how good or bad the employee's abilities and skills are in completing the task.

Quantity can be described as the number of units or cycles of activity completed. Quantity is a measure of the number of units and activity cycles carried out by employees, so that employee performance can be measured using the number of units or cycles. For example, employees have the ability to complete their tasks faster than the deadline set by the company.

Work motivation

Work motivation is related to human behavior and is a very important management component. In addition, motivation can be defined as a driver, supporter, or need that can increase someone's enthusiasm. Work motivation encourages employees to strive hard to achieve organizational goals effectively. According to Mangkunegara (2016), motivation is a condition or force that encourages employees to achieve the company's organizational goals. According to Serdamayanti (2014), motivation is defined as the desire to exert a high level of effort to achieve organizational goals which is conditioned by the ability to make efforts to meet individual needs. Motivation is "something that creates an urge to work", Sutrisno (2016).

Therefore, it can be concluded that work motivation is encouragement that arises from within or outside a person which can make employees want and be willing to do everything they can to complete the tasks given to them. Workers who show a high level of effort are considered to have the motivation to work so that employee and agency goals can be achieved optimally and well.

Work Motivation Indicators

Indicators of work motivation, according to Mangkunegara (2017), are:

1. Hard work, which means carrying out tasks with all your abilities to the fullest.

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- 2. Future orientation, which means understanding what will happen in the future and plans for the future.
- 3. A high level of aspiration, which means having a greater will.
- 4. Task or goal orientation, which means always focusing on quality work results.
- 5. Efforts to progress, which means carrying out activities to achieve a goal.
- 6. Diligence, which means carrying out all tasks diligently and seriously;
- 7. Time utilization, which means making good use of time; And
- 8. Selected colleagues, which means choosing colleagues who can work together with you to achieve common goals.

Types of research

Because this research data is in the form of numbers and analyzed using statistics, this research uses a quantitative approach. This approach tests theories, establishes facts, shows relationships between variables, provides statistical descriptions, estimates, and applies the results. One other reason to use quantitative research is that to solve problems, we must use samples. Quantitative methods, apart from the sample side, sometimes provide a more accurate explanation of the situation.

The type of research carried out is causal associative research with quantitative techniques. Causal research focuses on the cause-and-effect relationship between the independent variable and the dependent variable (Sugiyono, 2018). According to Sugiyono (2018) quantitative research is a research method based on positive philosophy, used to research certain populations or samples, collecting data using research instruments, quantitative/statistical data analysis, with the aim of testing predetermined hypotheses.

Research Population

According to Sugiyono (2018) population is a generalized area consisting of subjects or objects that have certain qualities and characteristics that are chosen by researchers to study and then draw conclusions. The population in this study was all employees at the BPJS Employment Padang Sidimpuan Branch Office, 38 employees and the Lhokseumawe Branch 25, totaling 63 employees.

Sample

In determining the sample in this research at the BPJS Employment Padang Sidimpuan Branch Office and Lhokseumawe Branch, researchers took guidelines according to Sugiyono (2018), namely the saturated sample determination method or total sampling is a sample determination technique if all members of the population are used as samples. If the number of subjects is less than 100, it is better to take them all, so the survey is a population survey." So the samples in

this research were all employees at the BPJS Employment Padang Sidimpuan Branch Office and Lhokseumawe Branch, totaling 63 employees.

METHOD

Research place and research time

This research was conducted at BPJS Employment Padang Sidempuan Branch Office: Jl. Raja Inal Siregar No.20b, Batunadua Jae, Kec. Padangsidimpuan Batunadua, Padang Sidempuan City, North Sumatra 22733. And Lhoksumawe Branch Office: Jl. Teuku Hamzah Bendahara, Simpang Empat, Kec. Banda Sakti, Lhokseumawe City, Aceh. The research period was carried out for three months from April until completion.

Method of collecting data

The measurement of the variables contained in this research analysis model comes from the answers to the questions contained in the questionnaire. Because all the answers are descriptive, they are given a value so that they become quantitative data. Determining the answer value for each question uses the Likert Scale method with weighting for each statement as follows:

1 4 2 1 2 1 1 2 1 1 2 2 3 3 3 3				
Answer	Code	Score		
Strongly agree	SS	5		
Agree	S	4		
Simply Agree	CS	3		
Don't agree	T.S	2		
Strongly Disagree	STS	1		

Table 1. Likert Scale

Data Analysis Techniques

In this research, researchers used a quantitative analysis method using Partial Least Square (PLS). PLS is an effective analysis method because it is not based on many assumptions. According to Abdullah (2015), the advantages of the PLS technique are that the data does not need to have a multivariate normal distribution, the sample size does not need to be large, and PLS can not only be used to confirm theory but can also explain whether or not there is a relationship between latent variables. In accordance with the hypothesis that has been made, this research analyzes inferential statistical data. Inferential statistics, also known as inductive statistics or probability statistics, is used to analyze sample data and apply the results to populations. Then measured using SmartPLS (Partial Least Square) software.

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Testing Research Instruments

Structural model testing in PLS is carried out with the help of SmartPLS software. The steps that must be taken in Partial Least Square (PLS) include:

a. Measurement Model (Outer Model)

The outer model is often also called (outer relation model or measurement model) which defines how each indicator block is related to its latent variable. The measurement model (outer model) is used to assess the validity and reliability of the model. Validity tests are carried out to determine the ability of research instruments to measure what they should measure. Meanwhile, reliability tests are used to measure the consistency of measuring instruments in measuring a concept or can also be used to measure respondents' consistency in answering question items in questionnaires or research instruments. Outer model analysis can be seen from several indicators as follows:

1. Convergent Validity

Is a measure used to calculate how big the correlation is between the construct and the latent variable. Standardized loading factor shows the magnitude of the correlation between each measurement item (indicator) and the construct. This is part of the convergent validity evaluation of individual item reliability checks. According to Imam Ghozali, an outer loading value between 0.5 and 0.6 is sufficient to meet the requirements for convergent validity.

2. Discriminative Validity

This means looking at and comparing the discriminant validity and square root of average extracted (AVE) values. If the square root value of the AVE for each construct is greater than the correlation value between the constructs in the model, the construct is considered to have good discriminant validity values, and the expected AVE value is greater than 0.5.

3. Composite Reliability

Is an index that shows how reliable and trustworthy a measuring instrument is. If a tool is used twice to measure the same symptom and the results are relatively consistent, then the tool can be considered reliable. The composite reliability value (pc) of a latent variable is a value that indicates the consistency and stability of the composite reliability metric. Data that has a composite reliability > 0.7 is very reliable.

b. Structural Model (Inner Model)

In assessing the Inner model, the R-Square value for each endogenous latent variable is used to assess the PLS structural model to show the predictive power of the structural model. The influence of certain exogenous latent variables on endogenous variables, including substantive influences, is explained by changes in the R-Square value. In the structural model, the endogenous latent variable shows

strong, moderate, and weak, with an R-Square value of 0.67; 0.33, and 0.19, respectively (Ghozali, 2015). The results of the PLS R-Square represent the amount of variance of the construct explained by the model. Apart from looking at the size of the R-Square, evaluation of the PLS structural model can also be carried out using Q predictive relevance or often called predictive sample reuse which was developed by Stone (1974) and Geisser (1975) in Ghozali (2015). The value of q predictive relevance is 0.02; 0.15 and 0.35 indicate that the model is weak, moderate and strong.

Next, the bootstrapping method is used to evaluate the model by looking at significant values to determine the influence between variables. For precision PLS estimation, the bootstrap approach uses all original samples for resampling. The number of bootstraps suggested by Hair et al. (2011) and Henseler et al. (2009) is 5,000, with the note that this number must be larger than the initial sample. However, some literature (such as Chin 2003; 2010) suggests that a bootstrap sample size of 200 is sufficient to correct the PLS standard error estimate. The significant value used is 1.65 (10% significant level); 1.96 (5% significant level); and 2.58 (10% significant level). The table below displays a summary of the rule of thumb for structural model evaluation:

Rule of Thumb Criteria 0.67, 0.33 and 0.19 indicate a strong model, moderate and weak (chin 1998) 0.75, 0.50 and R-Square 0.25 indicates a strong, moderate and weak model (hair et al. 2011) 0.02,0.15 and 0.35 (small, medium and large) Effect Size Q2 >0 indicates that the model has predictive **Q2**Predictive Relevance relevance and if Q2 < 0 indicates that the model lacks it predictive relevance 0.02, 0.15 and 0.35 (weak, moderate and strong) q2 predictive relevance Significant (two-tailed) t-value 1.65 (significant level = 5%), and 2.58 (significance level = 1%)

Table 2. Inner Model

Hypothesis Testing

A hypothesis is a temporary answer to the influence of two independent variables on one dependent variable that will be proven empirically through research. Hypothesis testing can be seen from the t-statistic value and probability value. To test the hypothesis using statistical values, for alpha 5% the t-statistic value used is 1.96%. So the acceptance criteria for rejecting the hypothesis are Ha accepted and H0 rejected when the t-statistic > 1.96. To refuse to accept the hypothesis using probability, Ha is accepted if the p value <0.05.

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RESULTS AND DISCUSSION

Contents of Results and Discussion

Outer Model Analysis

Measurement model testing (outer model) is used to determine the specifications of the relationship between latent variables and manifest variables. This test includes convergent validity, discriminant validity and reliability.

1. Convergent Validity

This test is seen from the loading factor, the limit value is 0.7, and the value limit Average Variance Extracted (AVE) is 0.5, if above this value it is said to be valid. This means that the value for the indicator is said to be valid, if the indicator explains the construct variable with a value > 0.7. The structural model in this research is shown in the following figure:

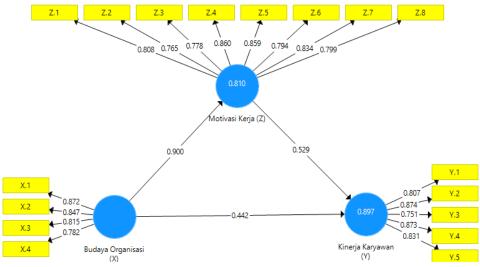


Figure 1. Outer Model Source: Smart PLS 3.3.3

The Smart PLS output for loading factors gives the results in the following table: Outer Loadings In this study there is an equation and the equation consists of two substructures, Substructure 1:

Z = b1X + e1

Z = 0.900 X1 + e1

Substructure 2:

Y = b2X1 + b3Z + e2

Y = 0.442 X1 + 0.529Z + e2



Table 3. Outer Loadings/Cross Loading

	Organizational	Employee	Work
	Culture (X)	Performance (Y)	Motivation (Z)
X.1	0.872		
X.2	0.847		
X.3	0.815		
X.4	0.782		
Y.1		0.807	
Y.2		0.874	
Y.3		0.751	
Y.4		0.873	
Y.5		0.831	
Z.1			0.808
Z.2			0.765
Z.3			0.778
Z.4			0.860
Z.5			0.859
Z.6			0.794
Z.7			0.834
Z.8			0.799

Source: Smart PLS 3.3.3

In table 3 above, the value of each variable is stated that the indicator for each variable is higher than 0.7, which means that each indicator item has a value higher than 0.7 so that the data is declared valid and can continue with further research.

Discriminate Validity

Further research will determine valid data using Discriminate Validity, aiming to find out whether the cross loading value is greater than other latent variables so as to determine the results of indicators that are highly correlated with the construct. The following table shows the cross-loading results from validity testing as follows:

Table 4. Discriminant Validity

	Organizational	Employee	Work
	Culture (X)	Performance (Y)	Motivation (Z)
X.1	0.872	0.783	0.809
X.2	0.847	0.782	0.747
X.3	0.815	0.773	0.737
X.4	0.782	0.709	0.691

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Y.1	0.750	0.807	0.831
Y.2	0.833	0.874	0.829
Y.3	0.666	0.751	0.657
Y.4	0.831	0.873	0.783
Y.5	0.709	0.831	0.723
Z.1	0.736	0.756	0.808
Z.2	0.747	0.737	0.765
Z.3	0.615	0.690	0.778
Z.4	0.767	0.806	0.860
Z.5	0.796	0.804	0.859
Z.6	0.801	0.803	0.794
Z.7	0.734	0.731	0.834
Z.8	0.621	0.680	0.799

Source: Smart PLS 3.3.3

Based on the data results in table 4 above, there is a cross loading value for the Organizational Commitment variable, there is a cross loading value that is greater than the cross loading value of other latent variables. For the cross loading value of the Work Conflict variable, there is a cross loading value that is greater than the cross loading value of other latent variables for the cross loading value of the variable OCB has a cross loading value that is greater than the cross loading value of other latent variables, for the cross loading value of the Job Stress variable there is a cross loading value that is greater than that of other latent variables. This means that this cross loading data is considered discriminantly valid.

Composite reliability

In composite reliability research to look at each variable with its reliability value and if the variable value is greater than 0.60 then the research is considered reliable and if it is below 0.60 and 0.7 then it is not reliable. There are several blocks to determine whether the research is reliable or not and valid or not, including the Coranbach alpha value, composite reliability and AVE value can be seen in the table below:

Table 5. Construct Reliability and Validity

	Cronbach's Alpha	Composite Reliability	Average Variance Extracted (AVE)
Organizational Culture (X)	0.849	0.898	0.689

Employee Performance (Y)	0.885	0.916	0.686
Work Motivation (Z)	0.926	0.940	0.661

Source: Smart PLS 3.3.3

In table 5 above, it can be seen in the Cronbach alpha column that the value for each variable is greater than 0.7, which means that the reliability data is reliable for the variable. The composite reliability column has a value greater than 0.6 so it can be explained that each variable is considered reliable because the data is greater than 0.6. You can see from the AVE column that each variable has a value greater than 0.7, which means the data is valid in AVE terms. All variables from the Cronbach alpha column, reliability column and AVE column have values greater than 0.7 and 0.6 so they are considered reliable and valid.

Inner Model Analysis

Evaluation of the structural model (inner model) is carried out to ensure that the basic model created is strong and correct. The inspection stages carried out in the primary model assessment can be seen from several markers, namely:

Coefficient of Determination (R2)

Based on data processing that has been carried out using the SmartPLS 3.0 program, the R Square value is obtained as follows:

Table 6. R Square Results

	R Square	Adjusted R Square
Employee Performance (Y)	0.897	0.893
Work Motivation (Z)	0.810	0.807

Source: Smart PLS 3.3.3

The R square value of the Employee Performance variable is 0.897 with a percentage of 89.7%, meaning that the influence of Organizational Culture and Work Motivation on Employee Performance is 89.7% and the rest is in other variables. For the R square value of the Work Motivation variable, it is 0.810, the percentage is 81.0%, meaning that the influence of Organizational Culture on Work Motivation is 81.0 and the rest is in other variables.

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Hypothesis test

After assessing the inner model, the next thing is to assess the connection between the idle builds as suspected in this review. Speculation testing in this review was carried out by looking at T-Statistics and P-Values. Speculation was announced admitting whether the T-Insights value was > 1.96 and the P-Values < 0.05. Next are the consequences of the direct impact Path Coefficient:

Table 7. Path Coefficients (Direct Influence)

	Original Sample (O)	T Statistics (O/STDEV)	P Values	Results
Organizational Culture (X) -> Employee Performance (Y)	0.442	4,474	0,000	Accept ed
Organizational Culture (X) -> Work Motivation (Z)	0.900	45,770	0,000	Accept ed
Work Motivation (Z) -> Employee Performance (Y)	0.529	5,348	0,000	Accept ed

Source: Smart PLS 3.3.3

- 1. Organizational culture has a positive and significant effect on employee performance with an original sample value of 0.442 and a p value of 0.000. This means that if organizational culture increases, employee performance will increase, if it decreases, employee performance will also decrease.
- 2. Organizational culture has a positive and significant effect on work motivation with an original sample value of 0.900 and a p value of 0.000. This means that if organizational culture increases, work motivation will also increase, but if it decreases, work motivation will also decrease.
- 3. Work Motivation has a positive and significant effect on employee performance with an original sample value of 0.529 and a p value of 0.000. This means that if work motivation increases, employee performance will also increase and conversely, if it decreases, employee performance will also decrease.

Table 8. Path Coefficients (Indirect Influence)

	Original Sample (O)	T Statistics (O/STDEV)	P Values	Results
Organizational Culture (X) -> Work Motivation (Z) -> Employee Performance (Y)	0.476	5,294	0,000	Accept ed

Source: Smart PLS 3.3.3

Organizational culture has a positive and significant indirect effect on employee performance through employee performance with an original sample value of 0.476 and a p value of 0.000. This means that work motivation is an intervening variable because it is able to influence organizational culture variables on employee performance through work motivation.

CLOSING

Conclusion

- 1. Organizational culture has a positive and significant effect on employee performance with an original sample value of 0.442 and a p value of 0.000.
- 2. Organizational culture has a positive and significant effect on work motivation with an original sample value of 0.900 and a p value of 0.000.
- 3. Work Motivation has a positive and significant effect on employee performance with an original sample value of 0.529 and a p value of 0.000.
- **4.** Organizational culture has a positive and significant indirect effect on employee performance through employee performance with an original sample value of 0.476 and a p value of 0.000.

Suggestion

- 1. Organizations are expected to be able to maintain good organizational culture and get rid of bad organizational culture.
- 2. Organizations are required to provide motivation to improve employee performance.
- 3. 3. It is hoped that this research can be used as suggestions and input to improve problems in the organization.
- 4. For further research, it can be used as reference material for conducting new research with new models.

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