

2. Hasil penelitian ini tidak dapat digeneralisasi pada kasus lain diluar obyek penelitian ini yaitu: *BESS Finance*.

5.4. Agenda Penelitian Mendatang

Hasil-hasil penelitian ini dan keterbatasan-keterbatasan yang ditemukan dalam penelitian dapat dijadikan sumber ide bagi pengembangan penelitian ini dimasa yang akan datang, maka perluasan penelitian yang disarankan dari penelitian ini adalah menambah variabel independen yang mempengaruhi kinerja tenaga penjual. Variabel yang disarankan adalah: intensi pembelian dan kerja keras.

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Descriptives

Descriptive Statistics

	N	Minimum	Maximum	Mean	Std. Deviation
Kompetensi	124	5,20	9,40	7,2242	,91014
KerjaCerdas	124	4,60	9,80	7,3903	1,00109
Kinerja	124	4,60	9,80	7,5306	1,13740
Valid N (listwise)	124				

Reliability

Case Processing Summary

	N	%
Cases Valid	124	100,0
Excluded ^a	0	,0
Total	124	100,0

a. Listwise deletion based on all variables in the procedure.

Reliability Statistics

Cronbach's Alpha	N of Items
,662	5

Reliability