

DAFTAR PUSTAKA

- Arikunto, S. (2013). *Prosedur penelitian suatu pendekatan praktik*.
- Astuti, W. S., Sjahruddin, H., Purnomo, S., & others. (2018). *Pengaruh reward dan punishment terhadap kinerja karyawan*.
- Dessler, G., & others. (2015). Manajemen sumber daya manusia. *Jakarta: Salemba Empat*.
- Fahmi, I. (2016). Manajemen sumber daya manusia teori dan aplikasi. *Bandung: Alfabeta, 82.*
- Frimayasa, A., Windayanti, W., Fathiani, F., Rahmat, R., & Febrian, W. D. (2021). Effect Of Reward And Punishment On Employee Performance. *International Journal of Social and Management Studies, 2(3)*, 179–186.
- Ghozali, I. (2018). *Aplikasi Analisis Multivariate dengan program IBM SPSS 25* (U. Diponegoro).
- Hasibuan, M. S. P. (2012). Manajemen Sumber Daya Manusia.. Pp: 141-150. *Jakarta: Pt. Bumi Aksara, 1*, 141–150.
- Hidayat, F. (2018). Pengaruh Reward dan Punishment Terhadap Kinerja Karyawan BPR X. *Jurnal Ilmiah Smart, 2(1)*, 48–52.
- MacKenzie, S. B., Podsakoff, P. M., & Rich, G. A. (2001). Transformational and transactional leadership and salesperson performance. *Journal of the Academy of Marketing Science, 29*, 115–134.
- Mangkunegara, A. P., & Anawar, P. (2015). Manajemen Sumber Daya Perusahaan, Bandung: PT. Remaja Rosdakarya.
- Miao, C. F., & Evans, K. R. (2013). The interactive effects of sales control systems on salesperson performance: a job demands--resources perspective. *Journal of the Academy of Marketing Science, 41*, 73–90.
- Panekenan, R. M., Tumbuan, W. J. F. A., & Rumokoy, F. S. (2019). The influence

- of reward and punishment toward employee's performance at Bank Indonesia Branch Manado. *Jurnal EMBA: Jurnal Riset Ekonomi, Manajemen, Bisnis Dan Akuntansi*, 7(1).
- Samijatun, S., & Siswani, S. (2021). Pengaruh Reward Dan Punishment Terhadap Kinerja Karyawan PT Unilever Indonesia TBK Jakarta Divisi Field Execution Management. *Jurnal Administrasi Dan Manajemen*, 11(1), 35–44.
- Sari, T. P., & Ekowati, S. (2022). PENGARUH REWARD DAN PUNISHMENT TERHADAP KINERJA KARYAWAN. (*JEMS*) *Jurnal Entrepreneur Dan Manajemen Sains*, 3(1), 1–10.
- Sugiyono, D. (2013). *Metode penelitian pendidikan pendekatan kuantitatif, kualitatif dan R\&D*.
- Sugiyono, P. (2019). Metode Penelitian Kuantitatif Kualitatif dan R\&D (D. Sutopo. S. Pd, MT, Ir. *Bandung: Alfabeta*.
- Sugiyono, P. D. (2017). Metode penelitian bisnis: pendekatan kuantitatif, kualitatif, kombinasi, dan R\&D. *Penerbit CV. Alfabeta: Bandung*, 225, 87.
- Zhiyong Yang, Fernando Jaramillo, Yonghong Liu, R. H. (2020). Abusive supervision in retailing: the mediating role of customer orientation and the moderating roles of contingent reward and contingent punishment. *Emeraldinsight*.