

## **ABSTRACT**

*This research was conducted on the lecturers teaching in campuses of AMIK STIEKOM of North Sumatra aiming at 1) discovering to what extent the influence of leadership on lecturers' performance; 2) discovering to what extent the influence of emotional intelligence on lecturers' performance; and 3) discovering to what extent the influence of leadership and emotional intelligence simultaneously on lecturers' performance in AMIK STIEKOM of North Sumatera.*

*The current study used explanatory research design, i.e. a research attempting to explain the influence of variables through hypotheses testing. Its independent variables were Leadership (X1), and Emotional Intelligence (X2), and the dependent one was Lecturers' Performance (Y). The data was collected using questionnaire and observation. Afterwards, the data was analyzed to make the taken data eligible for its validity and reliability. The next analysis used multiple regression analysis to discover the influence of independent variables under investigation both partially and simultaneously on the dependent variable.*

*Based on t-test result, it was found that the independent variables, in partial, had positive and significant influence on the dependent one, hence, the first and the second hypotheses in this research were confirmed. And from the F-test analysis result it was found that the independent variables in the forms of leadership (X1) and emotional intelligence (X2), had positive and significant influence on the dependent variable, namely performance (Y), thus the third hypothesis was confirmed as well.*

*Based on the description above, it could be concluded that the leadership of a leader and the emotional intelligence a lecturer had were highly influential upon their performance in AMIK STIEKOM of North Sumatra. Therefore, the leader in AMIK STIEKOM of North Sumatra, in addition to have to concern his leadership, he had to develop the emotional intelligence of the lecturers since it had an effect of improving or, conversely, discouraging or degrading the lecturers' performance.*