

ABSTRACT

Lecturers play an important role in a university/institution. This is because it is the lecturers who interact directly with the students. Lecturers' performance in transforming their knowledge to the students really depend on their prestiges as the educators. Apart from that, research and social work quality that have been done by the lecturers represent the quality of their institutions or universities. However, how far can the leadership behaviour and motivation of prestige achievement influence the lecturers' prestiges? This question is in relation to the society demands and globalization that require the graduate students who have the competency as what the industries/ companies need both nationally and internationally.

This research is done at PNJ in which its object is the lecturers. The method used is the survey method. The reseach samples are taken by using simple random sampling. The samples are taken from 6 department in equal propotions and the total respondents are 123 persons. The data analysis uses descriptive analysis and the hypotesis test uses 'moment product correlation' (Person correlation) and multiple linear regration model. The research results show that the leadership behaviour, the motivation of prestige achievement and the lecturers' performance are categorized good (high). while based on the result of hypothesis test using the analysis of multiple linear regration, partially the leadership behaviour does not influence the lecturers' prestiges ($t_{th}:1.09 < t_{tt}:1.981$; $sig.0.278 > 0,05$); however, the motivation of prestige achievement gives the positive and significant infuence on the lecturers' performances ($t_{th}:7.033 > t_{table}:1.981$; $p:0.00 < sig.0.05$). and it is simultantly known that both of the free variables give the positive and signivicant influence on the lecturers' performance ($R:0.576$; $Fh:28.816 > Ft:19.487$; $R^2:0.332$ or 33.2% of the lecturers' performance variations are described by the variables the leadership behaviour and the motivation of prestige achievement). From the result of the research, it is partially got the data that the leadership behaviour does not influence the lecturers' prestiges; while simultantly the variables of leadership behavior and the motivation of prestige achievement give the positive and significant influence on the lecturers' performances. In this case, it is suggested that the leaders can create a suitable leadership pattern in order to increase the lecturers' performances becoming much better.