

ABSTRACT

ERWIN U. 2023. *The Effect of Transformational and Transactional Leadership Models on the Work Motivation of ASN Employees at the East Luwu Agriculture Service Office. Thesis. Department of Management, Faculty of Economics and Business, University of Muhammadiyah Makassar. Supervised by: Akhmad and Andi Risfan Rizaldi.*

The purpose of this research is a type of quantitative research with the aim of knowing the Effect of Transformational and Transactional Leadership Models on the Work Motivation of ASN Employees at the East Luwu Agriculture Service Office. This sample was taken from the East Luwu Agriculture Office. The type of data used in this research is quantitative data obtained from questionnaires distributed and related to the problem under study. In this study, the data sources used in data collection include primary data and secondary data. The research instrument used in this study used the Likert scale method. Based on the results of data research using statistical calculations through the Statistical Package For The Social Science (SPSS) application version 25 regarding the Effect of Transformational and Transactional Leadership Models on the Work Motivation of ASN Employees at the East Luwu Agriculture Service Office which has been discussed from the previous chapter, the authors draw conclusions important, namely the Transformational and Transactional Leadership Model have a positive and significant effect on ASN Employee Work Motivation.

Keywords: Transformational Leadership, Transactional leadership, work motivation