

## **ABSTRACT**

*This research is motivated by empirical facts in the form of employee performance data at the Regional Financial Revenue and Asset Management Agency of Brebes Regency, that in 2018 and 2019 there are symptoms that hinder employee performance. Among them, there are factors that affect employee performance, work motivation, which is one of the important factors in improving employee performance in order to achieve organizational goals. In taking this factor, it is based on the results of observations and the support of the data that has been collected. The purpose of this study was to determine and analyze how the motivation and performance of employees at the Regional Financial Revenue and Asset Management Agency of Brebes Regency, and with the aim of knowing the amount of influence of work motivation on employee performance.*

*This type of research used in this research is a quantitative method with the type of causal descriptive analysis. The sampling used is non-probability sampling, incidental sampling type. Samples were taken as many as 100 respondents to the employees of the Regional Financial Revenue and Asset Management Agency of Brebes Regency. Data collection techniques in this study used observation, interviews, and questionnaires.*

*Based on the results of the study, it can be concluded that from the responses of respondents regarding the work motivation of the employees of the Regional Financial Revenue and Asset Management Agency of Brebes Regency, it is in the quite good category, while from the respondents' responses regarding the performance of the employees of the Regional Financial Revenue and Asset Management Agency, Brebes Regency is in the good category. Work motivation variables affect employee performance positively and significantly. Work motivation has an effect of 47.8% on employee performance, while the remaining 52.2% is influenced by other variables not examined in this study. With an increase in motivation, it can improve employee performance.*

*Keywords: Human Resource Management, Work Motivation, Employee Performance.*