

ABSTRACT

THE EFFECT OF PARTICIPATION IN BUDGETING AND *REINFORCEMENT CONTINGENCY* THROUGH ORGANIZATION COMMITMENT

By

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The purpose of this study is to examine the effect of participation in budgeting on organizational commitment through reinforcement contingency as the mediation and moderation variable in the service sector companies listed in the Indonesian Stock Exchange and have the branch offices in Bandar Lampung. According to 42 respondents, the data are analyzed using SmartPLS. It found that reinforcement contingency as the mediation variable provides more significant effect than moderation effect in the relation between participation in budgeting and organization commitment. Additionally, this study develops the new construct. It is reinforcement contingency because previous study used the experiment study to find the effect. This study suggests no reward and no punishment system as the part of reinforcement contingency appropriates to be applied to employees to enhance their commitment organization.

Keywords : Participation in Budgeting, Reinforcement Contingency, Organization Commitment, Service Sector