***ABSTRACT***

*Helena Julivia / 21150058 / 2019 / The Influence of Workload and Job Stress of Turnover Intention Salesman Power at PT. Yamaha Indonesia Motor Manufacturing (YIMM) / Advisor Ponco Priyantono, S.E., M.M.*

*Automotive industry is one of all those sectors that has contributes significantly to Indonesia’s economy. The high contribution of automotive industry is related with human resource factors. PT. Yamaha Indonesia Motor Manufacturing (YIMM) is engaged in promotion and community development, research and development, customer community satisfaction, and in the service and motorsport divisions. When an employee stop voluntarily from where he work or moving from one workplace to another workplace is often called turnover. Turnover occurs starting with turnover intention, turnover intention can be effected by many factors, including Workload and Job Stress.*

*Workload is a set or number of activities that must be completed by an organizational unit or incumbent with a certain period of time. Job stress is a condition of tension that influences emotions, people’s thoughts, and condition. Turnover intention is employees’ desire to move from one place to another. This research was conducted to know the condition and influence of workload, job stress and turnover intention.*

*Data collection techniques by distributing questionnaires to 50 respondents with 568 populations, the research method that used was purposive sampling. Measuring instruments that used in this research are validity test, reliability test, percentage, average, likert scale, normality test, multicollinearity test, heteroscedasticity test, autocorrelation test and multiple regression analysis. The software tool that used is IBM SPSS 25.*

*The result of the research, show that (1) Workload doesn’t have partially effect on turnover intention. (2) Job stress has a partially effect on turnover intention.*

*Keywords: Workload, Job Stress, Turnover Intention*