

## DAFTAR PUSTAKA

- Arikunto, Suharsimi. 1996. *Prosedur Penelitian: Suatu Pendekatan Praktek*. Edisi Revisi III. Jakarta: PT. Rineka Cipta.
- As'ad, Moh. 2002. *Psikologi Industri*. Yogyakarta: Liberty.
- Budi, Triton Prawira. 2005. *SPSS 13 Terapan Riset Statistik Parametrik*. Andi Offset: Yogyakarta.
- Collins. 2014. *Collins English Dictionary – Complete and Unabridged*. 12<sup>th</sup> Edition. HarperCollins Publisher.
- Gani, I., dan S. Amalia. 2015. *Analisis Data: Aplikasi Statistik untuk Penentuan Bidang Ekonomi dan Sosial*. Yogyakarta: Andi Offset.
- Gibson, James L., Ivancevich, John M., Donnelly Jr., James H., dan Konopaske, Robert. 2012. *Organizations Behavior, Structure, Processes*. 14<sup>th</sup> Edition (International Edition). New York: McGraw-Hill.
- Hamdi, A. S., dan Baharuddin E. 2014. *Metode Penelitian Kualitatif*. Yogyakarta: Deepublish.
- Helgeson, V. S. 2012. *The Psychology of Gender*. 4<sup>th</sup> Edition. New York: Pearson Education, Inc.
- Kotler, Philip dan Kevin Lane Keller. 2012. *Marketing Management*. 13<sup>th</sup> Edition. New Jersey: Pearson Prentice Hall, Inc.
- Kumar, Ranjit. 1999. *Research Methodology*. London: SAGE Publications.
- Maddi, Salvatore R. dan Deborah M. Khoshaba. 2005. *Resilience At Work: How to Succeed No Matter What Life Throws at You*. United States of America: American Management Association (AMACOM).
- Nazir, Moh. 2005. *Metode Penelitian*. Jakarta: Ghalia Indonesia.
- Pearn, Michael. 2002. *Individual Differences and Developmen in Organisations*. England: John Wiley & Sons, Ltd.
- Sitepu, Nirwana, S. K. 1995. *Analisis Korelasi & Regresi*. Bandung: Unit Pelayanan Statistika jurusan Statistika, FMIPA, Universitas Padjajaran.

## DAFTAR RUJUKAN

- Bureau of Labor Statistics, (2018). *Occupational Outlook Handbook, Insurance Sales Agents*. U.S. Department of Labor. Diunduh dari <https://www.bls.gov/ooh/sales/insurance-sales-agents.htm>
- Detik Finance. Muhammad Idris. 17 Oktober 2017. *Orang RI Belum Anggap Asuransi Jadi Kebutuhan Pokok*. (Online). (<https://finance.detik.com/moneter/d-3688355/orang-ri-belum-anggap-asuransi-jadi-kebutuhan-pokok>, diakses 25 Juni 2018).
- Kylie Davis. 2016. *Male and female agents - is there a difference?*. Australia: Core Logic. (Online). (<https://www.corelogic.com.au/news/male-and-female-agents-is-there-a-difference>, diakses 25 Juni 2018).
- Leadership Development Centre. (2018). *Are Women Less Resilient Than Men in The Workplace?*. New Zealand Government. Diunduh dari <https://www ldc.govt.nz/assets/Uploads/Women-resilience-Conversation-starter-230119.pdf>
- Money Matters, All Management Articles. (Tanpa Tahun). *Importance and Benefits of Insurance for Business and People*. Diunduh dari <https://accountlearning.com/importance-and-benefits-of-insurance-for-business-and-people/>
- Republika. Debbie Sutrisno. 7 Desember 2017. *DAI: Kesadaran Berasuransi di Indonesia Masih Minim*. (Online). (<https://www.republika.co.id/berita/ekonomi/keuangan/17/12/07/p011ac383-dai-kesadaran-berasuransi-di-indonesia-masih-minim>, diakses 25 Juni 2018).