

## DAFTAR PUSTAKA

- Hurlock, Elizabeth B.** 1981. *Developmental Psychology Life Span Approach. Fifth Edition.* New Delhi : Tata Mc. Graw Hill.
- Jenty.** 2001. *Hubungan antara Emotional Quotient, Gaya Menjual dan Hasil Kerja Pada Salesman Asuransi di PT "X" Bandung.* Skripsi. Bandung : Program Sarjana Fakultas Psikologi Universitas Kristen Maranatha Bandung.
- Kiyosaki, Robert T.** 2003. *The Business School.* Jakarta : PT. Gramedia Pustaka Utama.
- Kotler, Philip.** 1997. *Marketing Management, 9<sup>th</sup> Edition.* New Delhi : Prentice Hall of India Privated United.
- Sitepu, Nirwana SK.** 1995. *Statistika.* Unit Pelayanan Statistika Jurusan Statistik, FMIPA Universitas Padjajaran Bandung.
- Stoltz, Paul G.** 1997. *Adversity Quotient : Turning Obstacles Into Opportunities.* Jakarta : PT. Gramedia Widiasarana Indonesia.
- Stoltz, Paul G.** 2000. *Adversity Quotient : Turning Obstacles Into Opportunities.* Jakarta : PT. Gramedia Widiasarana Indonesia.
- Stoltz, Paul G.** 2002. *Adversity Quotient @ Work.* Batam Center : Interaksara.