

ABSTRACT

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SUCCESSION PLANNING: SOLUTION FOR FAMILY BUSINESS SUSTAINABILITY AT CV. HARCO NANCY

(xiv+57 pages; 4 figures; 21 tables; 4 appendixes)

Family business has been the center of income for most countries, which accounts for more than half of the nation's economy. Indonesia is no exception for this fact and among the many major cities, Medan is considered as one of the biggest contributors to the country's economy. Printing industry is a growing business prospects and being a family business, CV. Harco Nancy is chosen as a topic of interest to be researched upon. There are several research problems to be concerned about in this research, such as finding out the impact of succession planning towards family business sustainability, and understanding the role of succession planning in choosing key successor at CV. Harco Nancy.

This research is dedicated towards finding the impact of Succession Planning towards Family Business Sustainability at CV. Harco Nancy. Descriptive statistics data analysis are made, along with hypothesis testing to process and discuss the data found to prove that the research findings can answer the research problems formulated in the beginning of the chapters. Data findings signify that the data are valid and reliable, as well as there is a positive moderate correlation relationship between the independent and dependent variable. The hypothesis testing used for this research is using z-score. The research results ended in the discovery of the impact between succession planning and family business sustainability at CV. Harco Nancy.

Keywords: Succession Planning, Family Business Sustainability, Family Business, CV. Harco Nancy

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