

LIST OF REFERENCES

- Al Khajeh, E. H. (2018). Impact of Leadership Styles on Organizational Performance. *Journal of Human Resource Management Research*, 10.
- Amico, S. (2018, 2 1). *smallbusiness.chron.com*. Retrieved from <http://smallbusiness.chron.com/workplace-ethics-behavior-5239.html>
- Anderson, C. (2018, 4 13). *smallbusiness.chron.com*. Retrieved from <http://smallbusiness.chron.com/advantages-employee-involvement-decision-making-18264.html>
- Baker, A. (2015). *The problem of writerity in radical movement group*.
- Bass. (2014). *Bass & Slogdilrs handbook of leadership*. New York.
- Cherry, K. (2017, 10 16). Retrieved from www.verywell.com: <https://www.verywell.com/what-is-democratic-leadership-2795315>
- Dahl, R. A. (2013). *Democracy and Its Critics*.
- Donna, C. (2013). *Leadership and performance of group function*. New York.
- Dyer, A. (2015). High Performance Organization. 4.
- Futrell. (2015). Fundamental of Selling: Customer for Life Through Services. *The Relationship between Sales Skills and the Impact of Organizational Commitment as a Moderator*.
- Husskins, M. (2013, 8). *mckinsey.com*. Retrieved from <https://www.mckinsey.com/business-functions/digital-mckinsey/our-insights/enhancing-the-efficiency-and-effectiveness-of-application-development>
- Jones, T. (2015). Key Leadership Behaviour that Improve Sales Performance.
- LaMarco, N. (2018, 4 13). *smallbusiness.chron.com*. Retrieved from <http://smallbusiness.chron.com/importance-leadership-business-3117.html>

- Leonard, K. (2018, 5 14). *smallbusiness.chron.com*. Retrieved from <http://smallbusiness.chron.com/importance-employee-performance-business-organizations-1967.html>
- Maladzhi, R. W. (2016). Impact of Risk-Taking Leadership on Organisational Performance and Sustainability in SMEs.
- Martin, S. (2015). Attributes of the Most Effective Sales Leaders. *Harvard Business Review*, 5.
- Mathews. (2014). *The promise of Democracy*.
- Neilsen, L. (2018, 4 10). *smallbusiness.chron.com*. Retrieved from <http://smallbusiness.chron.com/importance-communication-business-world-2877.html>
- Pahti, N. (2017). *what is sales performance*. India.
- Sallows, M. (2017). *ways to improve sales performance*. England.
- Singh, S., & Gupta, S. (2016). *Entrepreneurship: E-Book*.
- Sugiyono. (2014). *Metode penelitian Kuantitatif, Kualitatif, dan R&D*. bandung: Alfabeta.
- Tanner, H. (2013). *Leadership and Followership*.
- Tead, O. (2015). *The Art of Leadership*. New York.
- White, K. (2013). *Autocracy and Democracy*. New York.