Journal of Economics, Finance and Management Studies

ISSN (print): 2644-0490, ISSN (online): 2644-0504 Volume 07 Issue 10 October 2024 Article DOI: 10.47191/jefms/v7-i10-11, Impact Factor: 8.044 Page No: 6189-6198

The Influence of Innovative Leadership and Competence on Employee Performance

Rony Mujiraharjo¹, Mohammad Thamrin², Ni Nyoman Putu Martini³, Nurul Qomariah⁴ ^{1,2,3,4}Universitas Muhammadiyah Jember



ABSTRACT: Employee performance issues are classic issues that always arise in every organization. Facing increasing competition in all lines of business, every organization must prepare its human resources to be able to compete. Human resources who are able to compete are those who always provide increased performance to their organization. The purpose of this study was to determine and analyze the influence of innovative leadership and competence on employee performance at the Jember Regency Human Resources Development and Personnel Agency. This study used a quantitative research method with 117 respondents. In this study, the data analysis techniques used were descriptive analysis, validity and reliability tests, and direct hypothesis testing. The results showed that innovative leadership had a significant effect on employee performance, that competence did not have a significant effect on employee performance.

KEYWORDS: innovative leadership, competence, employee performance.

INTRODUCTION

The sustainability of the dynamics of government and development in Indonesia in general cannot be separated from the important role of human resources of the apparatus in relation to state administration. The bureaucratic machine is the term in our country for the apparatus that plays a role as a state administrator (Rodiyah et al., 2021). The increasing attention and demands of the community in order to realize "good governance" require the apparatus to improve its performance in a structured and massive manner. The quality of Human Resources (HR) or also called Human Resource Empowerment is one of the important and strategic tools to improve, renew, and enhance good performance. Human Resources (HR) are used to drive and carry out the activities of an organization or company. The first definition is that human resources are potential or assets that act as assets in managing a business or organization (Azhad et al., 2015). The second definition is that human resources are seen as human potential that acts as a leader or driver in the progress of the organization towards achieving goals and realizing its existence (Sedarmayanti, 2018). Finally, the third definition is that human resources are seen as people who work in an organization or environment, often called employees, workers, or staff. Human resources for an organization are very important compared to other resources. The success of an organization depends on the existing human resources. Human resource performance will be a measure of the success of an organization (Qomariah, 2020). The definition of performance is the quality and quantity of work results achieved by an employee in carrying out their duties according to their responsibilities (Mangkunegara, 2018). According to (M. S. Hasibuan, 2019), the definition of performance can be interpreted as a work result achieved by a person in carrying out the tasks assigned to him based on skills, experience and sincerity and time. According to (Wibowo, 2016), employee performance is a measure of the extent to which employees are successful in carrying out their work duties. Employee performance can increase due to several factors such as leadership in the organization and also the competence possessed by employees. Performance is the result of work that can be achieved by a person or group of people in an organization according to their respective authorities and responsibilities in an effort to achieve organizational goals (Mu'ah, 2002). Performance as the results of the function of work/activities of a person or group in an organization that is influenced by various factors to achieve organizational goals in a certain period of time.

In today's era, leadership in innovation must undergo changes in accordance with environmental developments. According to (Hafifi et al., 2018) explains that innovative leadership is essentially an activity of a leader in numbers to carry out renewal, improvement and development in order to produce changes that are better than the previous state in an organization he leads to achieve the desired common goals. A good leader is a leader who is able to bring an institution/organization to its

target within a specified time period (Mohammad et al., 2022). There are three forms of leadership roles, namely interpersonal roles, informational roles and roles in decision making. According to (Nawawi, 2011), leadership can be interpreted as the ability and skills to direct, an important factor (activity) in the effectiveness of a leader. According to (Rivai & Mulyadi, 2012), leadership is a process of social influence, namely a life that influences other lives, a force that influences the behavior of others towards achieving certain goals. Good leadership is leadership that can provide significant changes to the behavior of its subordinates to be better than before.

Research findings stating that leadership can have a positive impact on performance were carried out by (Abbas et al., 2020; Bakker et al., 2022; Fikri & Setiawati, 2021; Hadiana & Sari, 2019; Hafifi et al., 2018; Listiani et al., 2020; Majali et al., 2022; Mohammad et al., 2022; Noora et al., 2020; Riyadi, 2020; Udin et al., 2022; Yohana et al., 2020), (Arijanto et al., 2022; Ayuningtyas & Utami, 2019; Ishak et al., 2019; Khan et al., 2021; Kurniawati & Tobing, 2019; Lapatta & Temaluru, 2023; Muizu et al., 2019; Priyono et al., 2018; Purba et al., 2023), (Atikah & Qomariah, 2020), (Chandra et al., 2020), (Qomariah, Hermawan, et al., 2020), (Harahap, 2016; N. \Maliarosa Hasibuan, 2019; Wijayanti & Meftahudin, 2016), (Prasetya et al., 2017; Siregar, 2022). Research (Fikri & Setiawati, 2021) on 317 respondents from private university lecturers from Jambi and Riau Provinces stated that leadership had no impact on performance. Another study that also found that leadership had no impact on performance was conducted by (Prijono et al., 2019).

In efforts to improve human resource performance, competence plays a role in integrating practices as a way to achieve organizational goals. According to (Hutapea, 2008), competence can be interpreted as a characteristic that underlies a person related to the effectiveness of individual performance in their work or the basic characteristics of individuals who have a causal relationship or as a cause and effect with the criteria used as a reference, effective or performing excellently or superiorly in the workplace or in certain situations. According to (Mulyani, 2016), competence can be interpreted as an ability possessed by an individual who has a selling point and it is applied from the results of creativity and innovation produced. It is certain that if in an organization there are employees who have competence according to the expertise in the organization, the performance of the employee will provide results that are in accordance with expectations. Thus it can be concluded that competence can have a positive impact. This is in accordance with the findings of many studies that have been conducted. Research by (Arifin, 2015) on 346 teachers in Jayapura City, Papua, Indonesia with the result that competence and job satisfaction affect positively and significantly teacher performance. Other studies that also discuss the problem of the relationship between competence and performance were conducted by: (Abusama et al., 2017), (Marhayani et al., 2019), (Kotamena et al., 2020), (Basriani, 2016), (Renyut et al., 2017), (E. A. Hasibuan & Afrizal, 2019), (Friolina et al., 2017; Indiyaningsih et al., 2020; Manik & Syafrina, 2018; Mukhtar, 2018; Mustikawati & Qomariah, 2020; Pinca, 2015; Rande, 2016; Setiawati, 2017; Wasiman, 2020; Widyanto & Mersa, 2018; Wongso et al., 2020; Yamin & Ishak, 2018), (Adam & Kamase, 2019; Amdani et al., 2019; Bahri et al., 2018; Basalamah, 2017; Nyoto et al., 2020), while research conducted by (Utomo et al., 2019), (Chandra et al., 2020) provided different results, namely that competence has no impact on performance.

The implementation of programs and activities that can increase public satisfaction continues to be pursued, balanced with improving the quality of ASN through education and training. With this hard work, it is hoped that it can reduce or even eliminate the stigma of poor ASN performance. Based on Jember Regent Regulation Number 7 of 2023 concerning the Position, Organizational Structure, Duties and Functions and Work Procedures at the Jember Regency Human Resources Development and Personnel Agency (BKPSDM) as a human resource management institution is responsible for formulating and implementing policies in the fields of personnel, education and training. Thus, BKPSDM also has duties and responsibilities towards improving the professionalism of civil servants in the Jember Regency government bureaucracy.

The author found employee performance problems that occurred in the leadership cycle at the Jember Regency Civil Service and Human Resources Development Agency related to the assessment given by the State Civil Service Agency (BKN) for the professionalism of the Jember Regency State Civil Apparatus in 2021 was 42.49 in the very low category and then in 2022 it increased by 63.46 to the low category, this has an impact on the image of ASN performance at the Jember Regency Civil Service and Human Resources Development Agency becoming less good. The performance in this study is the result of the performance assessment of BKPSDM Jember Regency employees. The retrieval of employee performance assessment data based on data sources from the Civil Service Performance Assessment and Awards Division of the Jember Regency Civil Service and Human Resources Development Agency, it was stated that performance assessments were carried out periodically every quarter through the J-SILAKON SKP ASN application at the link https://layanan-bkd.jember.go.id/, the period from Quarter I to Quarter IV was still not optimal (not all employees had carried out performance assessments). Based on the description of the background accompanied by a research gap related to employee performance at the Jember Regency Human Resources Development and Personnel Agency and supported by similar studies with results that have a significant effect or no significant effect, the author

wants to conduct further research with the aim of determining the impact of innovative leadership and competence on employee performance.

RESEARCH METHOD

This research method is basically a scientific way to obtain data with certain goals and uses. To achieve the required goals, a relevant method is needed to achieve the desired goals. According to (Sugiyono, 2018), the research method is a research method is a scientific way to obtain data with certain goals and uses. The study "The Influence of Innovative Leadership and Competence on Employee Performance at the Jember Regency Human Resources Development and Personnel Agency" uses a quantitative research method. In this study, the data analysis techniques used are descriptive analysis, validity testing and reliability testing, and hypothesis testing.

RESULTS AND DISCUSSION

Descriptive Results of Respondent Characteristics

Based on the gender of the respondents as many as 117 respondents, it shows that the number of male respondents is 76 people (64.95%) and female respondents is 41 people (35.05%). Based on the age of the respondents in this study, it can be seen that the number of respondents aged 21-30 years is 30 people (25.64%), aged 31-40 years is 26 people (22.22%), aged 41-50 years is 34 people (29.05%), and aged> 50 years is 27 people (23.07%). Based on the respondents' education data, it shows that the number of respondents whose last education was high school graduates was 34 people (29.05%), Diploma was 3 people (2.56%), S1 was 60 people (51.28%), S2 was 20 people (17.09%).

Validity Test Results

Discriminant validity test can be seen from the loading and cross loading values of each indicator as well as from the AVE root value with the correlation coefficient of the relevant variable with other variables. The following will describe the results of the validity analysis presented in Table 1.

Indicator	Loading Value	Results	
KI.1	0.648	Valid	
KI.2	0.378	Valid	
KI.3	0.793	Valid	
KI.4	0.563	Valid	
KI.5	0.826	Valid	
KI.6	0.692	Valid	
KI.7	0.852	Valid	
KO.1	0.526	Valid	
KO.2	0.811	Valid	
KO.3	0.420	Valid	
KO.4	0.788	Valid	
KO.5	0.566	Valid	
KO.6	0.526	Valid	
KP.1	0.996	Valid	
KP.2	0.989	Valid	
КР.З	0.996	Valid	
KP.4	0.996	Valid	
KP.5	0.976	Valid	

Table 1. Factor Loading Values

Based on the data in Table 1, it can be seen that all variable indicators used in this study, namely the variables of Innovative Leadership (X1), Competence (X2), and Employee Performance (Y) have factor loading values above 0.30. Thus, these indicators can be used to measure all variables and are declared valid.

Reliability Test Results

In this section, reliability tests and internal consistency reliability tests will be carried out as seen from the Cronbach's

alpha value. The following are the results of the reliability tests that have been carried out and presented in Table 2.

Table 2. Reliability Test Results

	Cronbach's	Results
Variable	Alpha Coefficients	
Inovative Leadership (X1)	0.810	Reliabel
	0.709	Reliabel
Employee Performance (Y)	0.995	Reliabel

Results of Direct Influence Test

Based on research data from 117 respondents, the results of the direct influence test are presented in Table 3, below. Table 3. Results of Direct Effect Hypothesis Testing

	Relationship Between			
No		Path Coefficient	p-value	Results
1.	Inovative Leadership (X1)→ Employee Performance (Y)	0.188	0.017	Significant
2.	Competence(X2)→ Employee Performance (Y)	0.035	0.351	Not Significant

DISCUSION

The Influence of Innovative Leadership on Employee Performance

The results of the study on the influence of Innovative Leadership (X1) on employee performance are significant with a positive path coefficient (0.188) and a p-value smaller than 0.05, which is 0.017. The positive path coefficient indicates that the better the innovative leadership (X1), the more Employee Performance will increase. So that the hypothesis stating that Innovative Leadership has a significant effect on employee performance at the Jember Regency Human Resources Development and Personnel Agency is proven true or H1 is accepted. This shows that innovative leadership can be used as a factor that determines employee performance. The findings in this study are in accordance and in line with research conducted by (Maesaroh et al., 2020), (Yuniarti & Suprianto, 2020), (P. R. Hendrawan & Budiartha, 2018), (Bentar et al., 2017), (Wardani et al., 2017), (Effendy et al., 2017), (Sya'roni et al., 2018), (Qomariah, et al., 2020), (Priyono et al., 2018), (Burhanudin & Saputri, 2023), (Qomariah, Janah, et al., 2023), (Triasmawan et al., 2023), (Qomariah, Lusiyati, et al., 2022), (Senjaya & Anindita, 2020), (Mulyadi et al., 2023), (Thamrin et al., 2024), (Qomariah, et al., 2020), (A. Setiawan et al., 2022), (Prasetyo et al., 2024), (Qomariah, et al., 2022), (Diah et al., 2024), (Arifianto et al., 2024), (Anggraini et al., 2024), (Wiguna et al., 2022), (Qomariah, et al., 2023), (Qomariah, et al., 2020), (Qomariah, et al., 2020), (Chandra et al., 2020), (Atikah & Qomariah, 2020), (Anggraini et al., 2024), (Arifianto et al., 2024), (Diah et al., 2024), (Yasin et al., 2020), (Rahman et al., 2024), (Alamanda et al., 2022), (Senjaya & Anindita, 2020), which concluded that the leadership variable has a positive and significant effect on employee performance. However, the results of this study do not match and are in line with the results of research conducted by (Y. Setiawan et al., 2022), (Qomariah, 2012) which explain that leadership does not have a significant effect on employee performance.

The Influence of Competence on Employee Performance

The results of the study on the influence of Competence (X2) on Employee Performance are not significant with a positive path coefficient (0.035) and a p-value greater than 0.05, namely 0.351. So the hypothesis stating that competence does not have a significant effect on employee performance at the Jember Regency Human Resources Development and Personnel Agency is not proven true or H2 is rejected. This shows that competence cannot be used as a factor that determines employee performance. The findings in this study are not in accordance with and in line with the research conducted by (Prahastyo et al., 2024), (Wahyudi et al., 2022), (Galih et al., 2023), (Qomariah & Utamy, 2023), (Irawan et al., 2024), (B. Hendrawan & Sanosra, 2023), (A. Setiawan et al., 2023), (Rahmadani et al., 2020), (Askany et al., 2024), (Rusmayanti et al., 2022), (Hapsari et al., 2022), (Mustikawati & Qomariah, 2020), (Qomariah, et al., 2023), (Untari et al., 2024), (Puspitasari et al., 2024), which shows that competence has significant influence on employee performance. However, the results of this study are in accordance with and in line with research conducted by (Kurniawan et al., 2021), (Qomariah et al., 2021) which shows that competence does not have a significant effect on employee performance.

CONCLUSION

1. The results of the study of innovative leadership have a significant effect on employee performance at the Jember Regency Human Resources Development and Personnel Agency are proven to be true or H1 is accepted. This shows that innovative leadership can be used as a factor that determines employee performance.

2. The results of the study of competence do not have a significant effect on employee performance at the Jember Regency Human Resources Development and Personnel Agency are not proven to be true or H2 is rejected. This shows that competence cannot be used as a factor that determines employee performance.

REFERENCES

- 1) Abbas, A., Saud, M., Usman, I., & Ekowati, D. (2020). Servant leadership and religiosity: An indicator of employee performance in the education sector. *International Journal of Innovation, Creativity and Change*, *13*(4), 391–409. https://www.ijicc.net/images/vol_13/Iss_4/13438_Abbas_2020_E_R.pdf
- 2) Abusama, M., Haming, M., Hamzah, M. N., & Ramlawati. (2017). Effect of motivation, competence and Islamic leadership on job satisfaction and Teacher performance in vocational high school Muhammad. *IOSR Journal of Business and Management (IOSR-JBM)*, 19(10), 01–12. https://doi.org/10.9790/487X-1910050112
- 3) Adam, F., & Kamase, J. (2019). The effect competence and motivation to satisfaction and performance. *International Journal of Scientific and Technology Research*, 8(3), 132–140.
- 4) Alamanda, S., Setiawan, M., & Irawanto, D. W. (2022). Leadership Styles on Employee Performance With Work Satisfaction and Organizational Commitment As Intervening Variables. *Jurnal Aplikasi Manajemen*, 20(1), 34–42. https://doi.org/10.21776/ub.jam.2022.020.01.04
- 5) Amdani, D., Sinulingga, S., Absah, Y., & Muda, I. (2019). The effect of competence and organizational culture on employee performance of ganesha medan polytechnic. *International Journal of Scientific and Technology Research*, 8(4), 155–159.
- 6) Anggraini, D. D., Thamrin, M., Martini, N. N. P., & Qomariah, N. (2024). The Influence of Leadership and Work Stress on Employee Performance. *Journal of Economics, Finance and Management Studies*, 7(7), 3867–3875. https://doi.org/10.56442/pef.v1i2.309
- 7) Arifianto, M., Nursaid, N., Sanosra, A., & Qomariah, N. (2024). The Influence of Transformational Leadership Behavior, Human Resource Practices, Employee Involvement on Organizational Performance. *American Journal of Humanities and Social Sciences Research (AJHSSR)*, 8(06), 283–291. https://10.0.220.122/pef.v1i2.309
- 8) Arifin, H. M. (2015). The influence of competence, motivation, and organisational culture to high school teacher job satisfaction and performance. *International Education Studies*, *8*(1), 38–45. https://doi.org/10.5539/ies.v8n1p38
- 9) Arijanto, A., Widayati, C. C., & Pramudito, O. (2022). The Effect Of Organizational Climate and Servant Leadership on Job Satisfaction and Their Impacts on Employees Performance. *Dinasti International Journal of Digital Business Management*, 3(6). http://jurnal.uinsu.ac.id/index.php/jombi/article/view/9865
- 10) Askany, I. A. I., Satoto, E. B., Sanosra, A., & Qomariah, N. (2024). The Influence of Work Facilities and Competence on the Performance of Dapodik Operators at Public Middle Schools in. *International Journal of Management Science and Information Technology IJMSIT*, 4(December), 420–427. https://doi.org/10.35870/ijmsit.v4i2.3166
- 11) Atikah, K., & Qomariah, N. (2020). The effect of leadership style, organizational culture and motivation on employee performance. *Jurnal Manajemen Dan Bisnis Indonesia*, *6*(2), 216–227. https://doi.org/10.5267/j.msl.2020.2.008
- 12) Ayuningtyas, H. F., & Utami, C. W. (2019). The influence of leadership style of first generation, compensation and job satisfaction against the employee performance in foundation of perkumpulan pengelola pendidikan Sejahtera Surabaya. *International Journal of Scientific and Technology Research*, *8*(7), 565–569.
- 13) Azhad, M. N., Anwar, & Qomariah, N. (2015). Manajemen Sumber Daya Manusia. Cahaya Ilmu.
- 14) Bahri, S., Basalamah, S., Kamse, J., & Bijang, J. (2018). The effect of islamic leadership, competence and compensation on work dicipline and teacher performance of madrasah aliyah in makassar city. *International Journal of Scientific and Technology Research*, *7*(12), 137–143.
- 15) Bakker, A. B., Kjellevold, O., & Espevik, R. (2022). Daily transformational leadership : A source of inspiration for follower performance ? *European Management Journal, April*. https://doi.org/10.1016/j.emj.2022.04.004
- 16) Basalamah, M. S. (2017). The Influence Of Motivation, Competence And Individual Characteristics On Performance Clerk (The Study) In The City Of Makassar. *International Journal of Scientific & Technology Research*, *6*(12), 148–153.
- 17) Basriani, A. (2016). Pengaruh kompetensi dan komitmen organisasi terhadap kepuasan kerja dan kinerja dosen (studi pada yayasan pendidikan persada bunda pekanbaru). *Tepak Manajemen Bisnis, VIII*(1), 21–34.
- 18) Bentar, A., Purbangkoro, M., & Prihartini, D. (2017). ANALISIS PENGARUH KEPEMIMPINAN, MOTIVASI, DISIPLIN KERJA

DAN LINGKUNGAN KERJA TERHADAP KINERJA KARYAWAN TAMAN BOTANI SUKORAMBI (TBS) JEMBER. Jurnal Manajemen Dan Bisnis Indonesia, 3(1), 1–17.

- 19) Burhanudin, & Saputri, N. A. (2023). The Influence Of Transformational Leadership Style And Compensation On Employee Performance. *Jurnal Pemikiran Dan Penelitian Administrasi Bisnis Dan Kewirausahaan, 8*(1), 101–114. https://doi.org/10.24198/adbispreneur.v8i1.39546,
- 20) Chandra, J. A., Martini, N. N. P., & Qomariah, N. (2020). Impact of Organizational Citizenship Behavior, Leadership, Individual Characteristics and Competence on Teacher Performance. *Jurnal Manajemen Dan Bisnis Indonesia*, *6*(2), 244–256.
- 21) Diah, Z. M., Qomariah, N., & Herlambang, T. (2024). The Influence of Leadership Style and Organizational Culture on Employee Performance. Budapest INternational Research and Critics Intitute Journal (BIRCI), 7(1), 158–168. https://doi.org/10.58344/jws.v2i11.489
- 22) Effendy, A., Qomariah, N., & Rozzaid, Y. (2017). Dampak kompensasi dan kepemimpinan terhadap kepuasan kerja karyawan. *JSMBI (Jurnal Sains Manajemen Dan Bisnis Indonesia), 7*(1), 44–57.
- 23) Fikri, K., & Setiawati, R. (2021). Mediation And Moderation Models on The Effect of Empowering Leadership and Professionalism Toward Lecturer Performance. *Quality Access to Success, 22*(184), 192–202. https://doi.org/10.47750/qas/22.184.25
- 24) Friolina, D. G., Sudarsih, S., Endhiarto, T., & Musmedi, D. P. (2017). Do Competence , Communication , And Commitment Affect The Civil Servants Performance ? *International Journal of Scientific & Technology Research*, *6*(09), 211–215.
- 25) Galih, G., Setiawan, A. R., Maruf, R. F., Qomariah, N., & Nursaid, N. (2023). Impact of Competency , Training , Employee Commitment on Performance at the Regional Secretariat of Jember Regency. *Budapest INternational Research and Critics Intitute Journal (BIRCI)*, 6(4), 2120–2131. https://doi.org/https://doi.org/10.33258/birci.v6i4.7795
- 26) Hadiana, R. N., & Sari, N. Z. M. (2019). The influence of transformational leadhership and commitment organization implications for performance employee State Civil Apparatus (Asn Bandung Indonesian). *International Journal of Scientific and Technology Research*, 8(1), 8–13.
- 27) Hafifi, M. A., Qomariah, N., & Arifin, A. (2018). PENINGKATAN KINERJA BERBASIS LINGKUNGAN KERJA, GAYA KEPEMIMPINAN, DAN PELATIHAN KERJA PADA KARYAWAN BAGIAN PRODUKSI PT. MITRATANI DUA TUJUH JEMBER. *Jurnal Manajemen Dan Bisnis Indonesia*, 2(1), 212–214.
- 28) Hapsari, I. D., Qomariah, N., Putu Martini, N. N., & Nursaid, N. (2022). Recruitment and Competence: It's Influence on Employee Performance through Employee Placement. *Journal of Economics, Finance and Management Studies*, 05(11), 3197–3208. https://doi.org/10.47191/jefms/v5-i11-09
- 29) Harahap, S. (2016). Pengaruh Kepemimpinan Islami dan Motivasi Kerja Terhadap Kinerja Karyawan Pada PT. Bank Syariah Mandiri, Tbk. *Human Falah*, *3*(2). https://ojs.unsiq.ac.id/index.php/ppkm/article/view/360/190
- 30) Hasibuan, E. A., & Afrizal. (2019). ANALISIS PENGARUH KOMPETENSI, LINGKUNGAN KERJA, DAN KOMPENSASI TERHADAP KEPUASAN KERJA DAN IMPLIKASINYA TERHADAP KINERJA APARATUR SIPIL NEGARA Erni. *JEM: Jurnal Ekonomi Dan Manajemen STIE Pertiba Pangkalpinang*, 5(1), 22–41.
- 31) Hasibuan, M. S. (2019). Manajemen Sumberdaya Manusia. PT. Bumi Aksara.
- 32) Hasibuan, N. \Maliarosa. (2019). Pengaruh Kepemimpinan Islam, Kompensasi, Dan Pengembangan Produk Terhadap Kinerja Karyawan Bank Pembiayaan Rakyat Syari'Ah Bandar Lampung. *PSYCHE: Jurnal Psikologi*, 1(2), 85–95. https://doi.org/10.36269/psyche.v1i2.102
- 33) Hendrawan, B., & Sanosra, A. (2023). Pengaruh Kompetensi Dan Pelatihan Terhadap Kinerja Melalui Komitmen Pegawai Sebagai Variabel Intervening Di Satuan Polisi Pamong Praja Kabupaten Jember. 09(01), 57–72.
- 34) Hendrawan, P. R., & Budiartha, I. K. (2018). Pengaruh Integritas, Independensi, dan Gaya Kepemimpinan Transformasional pada Kinerja Auditor Inspektorat Kota Denpasar. *E-Jurnal Akuntansi*, 24, 1359. https://doi.org/10.24843/eja.2018.v24.i02.p20
- 35) Hutapea, T. (2008). Kompetensi Pluss. Gramedia Pustaka Utama.
- 36) Indiyaningsih, K. M. H., Murdyastuti, A., & Puspitaningtyas, Z. (2020). Efeect of human resource competency, work culture and utilization of information technology to performance of employees. *International Journal of Scientific and Technology Research*, *9*(4), 3636–3641.
- 37) Irawan, B., Herlambang, T., Sanosra, A., & Qomariah, N. (2024). The Influence Apparatus Competence and Use Financial System Applications on Financial Management Transparency. *Budapest International Research and Critics Institute (BIRCI-Journal) : Humanities and Social Sciences*, 7(3), 604–613. https://doi.org/10.33258/birci.v7i3.7930 604
- 38) Ishak, M. N., Mei, T. S., & Majid, A. H. A. (2019). An effect of authentic leadership as moderator in teachers' performance

appraisal satisfaction. International Journal of Scientific and Technology Research, 8(12), 1993–1996.

- 39) Khan, S., Durrani, S. K., Hamid, B., & Ishtiaq, M. (2021). Relationship between Transformational Leadership Dimensions and Employee Engagement : A Mediating Mechanism of Emotional Intelligence. *Review of Applied Management and Social Sciences (RAMSS)*, 4(3), 693–701. https://doi.org/10.47067/ramss.v4i3.176
- 40) Kotamena, F., Senjaya, P., Putri, R. S., & Andika, C. B. (2020). Competence or Communication: From Hr Professionals To Employee Performance Via Employee Satisfaction. *Jurnal Manajemen Dan Kewirausahaan*, 22(1), 33–44. https://doi.org/10.9744/jmk.22.1.33-44
- 41) Kurniawan, M. A., Qomariah, N., & Cahyono, D. (2021). The Role of Leadership and Competence in Improving Work Motivation and Performance of Cooperative Employees. *Journal of Economics, Finance and Management Studies, 4*(10), 1880–1892. https://ijefm.co.in/current.php
- 42) Kurniawati, D., & Tobing, D. L. S. (2019). The effect of motivation, working environment, and self leadership on lecturer performance at politeknik negeri jember. *International Journal of Scientific and Technology Research*, *8*(7), 820–825.
- 43) Lapatta, N., & Temaluru, Y. (2023). The Influence of Leadership Style and Organizational Culture on Employee Performance (A Case Study at Otanaha General Hospital, Gorontalo City). *Budapest International Research and Critics Intitute Journal (BIRCI)*, 6(2), 1033–1047. https://doi.org/https://doi.org/10.33258/birci.v6i2.7593
- 44) Listiani, Ribhan, & Mardiana, N. (2020). The influence of transformational leadership and work discipline on automotive employee performance in Bandar Lampung. *International Journal of Scientific and Technology Research*, 9(1), 3980–3982. www.ijstr.org/.../-The-Influence-Of-Transformational-Leadership-And-Work
 -Discipline-On-Automotive-Employee-Performance-In-Bandar-Lampung.p...
- 45) Maesaroh, S., Asbari, M., Hutagalung, D., Agistiawati, E., Basuki, S., Radita, F. R., Nurasiah, Yulia, Y., Singgih, E., & Chidir, G. (2020). Pengaruh Religiusitas dan Kepemimpinan Transformasional terhadap Kinerja Guru melalui Mediasi Organizational Citizenship Behavior. EduPsyCouns: Journal of Education, Psychology and Counseling, 2(1), 276–290. https://ummaspul.e-journal.id/Edupsycouns/artic. *EduPsyCous*, 2(1), 276–290. https://ummaspul.e-journal.id/edupsycouns/article/view/473
- 46) Majali, T., Alkaraki, M., Asad, M., Aladwan, N., & Aledeinat, M. (2022). Green Transformational Leadership, Green Entrepreneurial Orientation and Performance of SMEs : The Mediating Role of Green Product Innovation. *Journal of Open Innovation Technology, Market, and Cmoplexity*, 8(191), 1–14.
- 47) Mangkunegara, A. A. A. P. (2018). *Manajemen Sumber Daya Manusia Perusahaan* (14th ed.). Remaja Rosdakarya.
- 48) Manik, S., & Syafrina, N. (2018). Pengaruh Kompetensi Terhadap Kinerja Dosen Sekolah Tinggi Ilmu Ekonomi Riau. *Jurnal Ilmiah Ekonomi Dan Bisnis*, 15(1), 1–6. https://doi.org/10.31849/jieb.v15i1.72
- 49) Marhayani, M., Musnadi, S., & Ibrahim, M. (2019). Effect of Competence and Employee Commitment To Employee Performance: Job Satisfaction As a Mediator (Study on Watering Office of Aceh Province). International Journal of Business Management and Economic Review, 2(1), 15–27. http://ijbmer.org/uploads2019/BMER_2_75.pdf
- 50) Mohammad, A. M., Menhat, M., Zaideen, I. M. M., Saadon, M. S. I., & Hussein, A. A. (2022). Leadership Styles on Employee Performance Among Supervisors of Petroleum Retailing Sector in Jordan: Employee Engagement as a Mediator. *International Journal of Sustainable Development and Planning*, 17(4), 1329–1339. https://doi.org/10.18280/ijsdp.170430
- 51) Mu'ah, M. (2002). Manajemen Sumber Daya Manusia. Grasindo.
- 52) Muizu, W. O. Z., Umi, K., & Sule, E. T. (2019). Pengaruh Gaya Kepemimpinan Terhadap Kinerja Karyawan. *PERWIRA (Jurnal Pendidikan Kewirausahaan Indonesia)*, 2(21), 61–78. https://doi.org/10.31328/bmb.v1i2.100
- 53) Mukhtar, A. (2018). The effect of competence and organization culture to work satisfaction and employee performance of Sharia banks in Makassar city. *International Journal of Scientific and Technology Research*, 7(10), 1–6.
- 54) Mulyadi, R. R., Qomariah, N., & Martini, N. N. P. (2023). The Role of Leadership and Motivation in Improving Employee Performance. *Journal of Economics, Finance and Management Studies, 6*(10), 4980–4988. https://doi.org/10.47191/jefms/v6-i10-30
- 55) Mulyani, S. (2016). PENGARUH KEPEMIMPINAN KEPALA SEKOLAH DAN ETOS KERJA GURU SERTA PEGAWAI TERHADAP IKLIM ORGANISASI PADA SMP NEGERI 225 JAKARTA. *Journal of Economics and Business Aseanomics (JEBA), 1*(1). https://academicjournal.yarsi.ac.id/index.php/jeba/article/view/398/265
- 56) Mustikawati, E., & Qomariah, N. (2020). The Effect of Education , Training and Competency on Teacher Performance. International Journal of Business and Management Invention (IJBMI), 9(10), 14–20. https://doi.org/10.35629/8028-0910031420
- 57) Nawawi, H. (2011). Manajemen Sumber Daya Manusia: Untuk Bisnis Yang Kompetitif. Gajah Mada University Press.

- 58) Noora, S., Nursalamb, N., & Sukartini, T. (2020). Determinants Commitment Performance of Organisational on Nurse's. International Journal of Innovation, Creativity and Change, 13(6), 235–248.
- 59) Nyoto, Purwati, A. A., & Suyono. (2020). A study on the influence of organizational culture, leadership, transformational leadership, and compentency on the commitment of DPRD members and the implication to the performance of the regency/municipal DPRD members in Riau Province. *International Journal of Scientific and Technology Research*, *9*(4), 596–605.
- 60) Pinca, E. C. (2015). The Mobile Teachers Profile Competencies Performance And Problems In The Department Of Education Division Of Northern Samar Philippines. *International Journal of Scientific & Technology Research*, 4(8), 45–50.
- 61) Prahastyo, P., Herlambang, T., Nyoman, N., Martini, P., & Qomariah, N. (2024). Improving Employee Performance Based on Competency and Work Environment for Employees in Subdistricts throughout Jember Regency. *Journal of Economics, Finance and Management Studies, 07*(07), 4264–4272. https://doi.org/10.47191/jefms/v7-i7-43
- 62) Prasetya, D. W., Wasiati, I., & Azhari, A. K. (2017). Pengaruh Kepemimpinan Delegatif Terhadap Kinerja Pencatatan Sipil Kabupaten Jember. *International Journal of Social Science and Business*, *1*, 197–208. https://doi.org/https://doi.org/10.23887/ijssb.v1i3.11835
- 63) Prasetyo, I. D., Herlambang, T., Martini, N. N. P., & Qomariah, N. (2024). The Influence of Core Values and Leadership Style on Employee Performance in Hospital Business Imam. *Journal of Economics, Finance and Management Studies, 7*(6), 3087–3094. https://doi.org/10.55942/jebl.v2i2.158
- 64) Prijono, W. P., Cahyono, D., & Qomariah, N. (2019). Usaha Meningkatkan Kinerja Pegawai SKPD (Satuan Kerja Pemerintah Daerah) Di Lingkungan Inspektorat Kabupaten Jember. *JSMBI*, *9*(1), 20–33.
- 65) Priyono, B. H., Qomariah, N., & Winahyu, P. (2018). PENGARUH GAYA KEPEMIMPINAN, MOTIVASI GURU DAN LINGKUNGAN KERJA FISIK TERHADAP KINERJA GURU SMAN 1 TANGGUL JEMBER. *JURNAL MANAJEMEN DAN BISNIS INDONESIA*, *4*(2), 144. https://doi.org/10.32528/jmbi.v4i2.1758
- 66) Purba, S. M., Sidabariba, L. T., Manalu, H., & Simatupang, E. H. W. (2023). The Influence of Independence, Leadership Style, Organizational Commitment, Audit Experience, Due Professional Care and Job Satisfaction on Auditor Performancei Public Accounting Office for Medan Region. *Budapest INternational Research and Critics Intitute Journal* (*BIRCI*), 6(1), 387–400. https://doi.org/https://doi.org/10.33258/birci.v6i1.7466 387
- 67) Puspitasari, N. D., Qomariah, N., & Martini, N. N. P. (2024). The Influence of Teamwork and Competence on Performance in Hospital Services. *Budapest INternational Research and Critics Intitute Journal (BIRCI)*, 7(1), 142–150. https://doi.org/10.52970/grdis.v2i2.273
- 68) Qomariah, N. (2012). Pengaruh Budaya Organisasi, Kepemimpinan Dan Komitmen Organisasi Terhadap Kinerja Dosen Pada Perguruan Tinggi Swasta Di Kabupaten Jember. *Conference In Business, Accounting, And Management (CBAM)*, 1(3), 787–801. http://jurnal.unissula.ac.id/index.php/cbam/article/view/172
- 69) Qomariah, N. (2020). *Manajemen Sumber Daya Manusia: Teori, Aplikasi dan Studi Empiris* (1st ed.). Pustaka Abadi. https://www.researchgate.net/publication/356291163_MANAJEMEN_SUMBER_DAYA_MANUSIA_Teori_Aplikasi_dan_Studi_Empiris
- 70) Qomariah, N., Estiningsih, E., & Martini, N. N. P. (2022). The Influence of Leadership Style , Work Incentives and Work Motivation on the Employees Performance of Regional Revenue Agency. *Journal of Economics, Finance and Management Studies*, 5(07), 1942–1954. https://doi.org/10.47191/jefms/v5-i7-12
- 71) Qomariah, N., Friyanti, D., Satoto, E. B., Masram, M., & Mu'ah, M. (2020). The Impact of Leadership Style, Work Environment and Job Satisfaction on Employee Performance. In *International Journal of Engineering Research and Technology* (Vol. 13, Issue 8). http://www.irphouse.com
- 72) Qomariah, N., Hermawan, H., Isnaini, N. H., & Azhad, M. N. (2020). How to Improve Employee Performance at Level 1 Health Facilities During the Covid 19 Pandemic ? *International Journal of Engineering Research and Technology*, *13*(9), 2511–2518.
- 73) Qomariah, N., Janah, Z., & Cahyono, D. (2023). How does Islamic Work Culture and Leadership, as well as Organizational Citizenship Behavior Improve Teacher Performance in Vocational High Schools (SMK)? *Budapest International Research and Critics Intitute Journal (BIRCI)*, *6*(2), 1202–1212. https://doi.org/https://doi.org/10.33258/birci.v6i2.7610 1202
- 74) Qomariah, N., Lusiyati, L., Nursaid, N., & Martini, N. N. P. (2022). THE ROLE OF LEADERSHIP AND WORK MOTIVATION IN IMPROVING EMPLOYEE PERFORMANCE : WITH JOB SATISFACTION. *Jurnal Aplikasi Manajemen, 20*(3), 608–628. https://doi.org/10.21776/ub.jam.2022.020.03.12
- 75) Qomariah, N., Nursaid, Mardana, D. E., & Winahyu, P. (2021). Impact of Leadership Style, Motivation and Work Environment on Employee Performance. *CELSciTech-2021*, *5*, 15–23. https://ejurnal.umri.ac.id/index.php/PCST/article/view/3260

- 76) Qomariah, N., Rochmadoni, M., Rush, A. ilbal, Navalina, A. E., & Nursaid, N. (2023). The Impact of Leadership, Employee Competence and Organizational Work Culture on Employee Performance at. *Budapest INternational Research and Critics Intitute Journal (BIRCI)*, 6(2), 1143–1157.
- 77) Qomariah, N., & Utamy, N. P. (2023). The Role of Competence, Work Discipline and Work Environment Improving Employee Performance in Cooperatives in Jember Regency. *Ekspektra*, 7(2), 152–167. https://doi.org/http://dx.doi.org/10.25139/ekt.v7i2.6861
- 78) Qomariah, N., Warsi, W., & Sanosra, A. (2020). How to Improve Vocational Teacher Performance ? *Indonesian R Summit*, 149–162.
- 79) Rahmadani, W. A., Qomariah, N., & Sanosra, A. (2020). The Role of Competence, Motivation and Training in Increasing Employee Commitment in Insurance Companies. *Budapest INternational Research and Critics Intitute Journal (BIRCI)*, 6(3), 1809–1816.
- 80) Rahman, D., Cahyono, D., Sanosra, A., Qomariah, N., & Jember, U. M. (2024). *Open Access The Influence of Innovative Leadership and Work Culture on Teacher Performance in Junior High Schools*. 09.
- 81) Rande, D. (2016). Pengaruh kompetensi terhadap kinerja pegawai pada dinas perhubungan, komunikasi dan informatika kabupaten mamuju utara. *E Jurnal Katalogis*, *4*, 101–109.
- 82) Renyut, B., Modding, H. B., Bima, J., & Sukmawati, S. (2017). The effect of organizational commitment, competence on Job satisfaction and employees performance in Maluku Governor's Office. *IOSR Journal of Business and Management*, 19(11), 18–29. https://doi.org/10.31227/osf.io/hnwdt
- 83) Rivai, V., & Mulyadi, D. (2012). Kepemimpinan dan Perilaku Organisasi. Raja Grafindo Persada.
- 84) Riyadi, S. (2020). The Influence of Leadership Style, Individual Characteristics and Organisational Climate on Work Motivation, Job Satisfaction and Performance. *International Journal of Innovation, Creativity and Change*, 13(7), 662– 677. https://www.ijicc.net/images/vol_13/Iss_7/13791_Riyadi_2020_E_R.pdf
- 85) Rodiyah, I., Sukmana, H., & Mursyidah, L. (2021). Pengantar Ilmu Administrasi Publik. Umsida Press.
- 86) Rusmayanti, P. A., Martini, N. N. P., & Qomariah, N. (2022). The Effect of Competence and Job Satisfaction on Organizational Citizenship Behavior and Employee Performance. *International Journal of Business and Management Invention (IJBMI)*, 11(1), 21–29. https://doi.org/10.2991/piceeba2-18.2019.69
- 87) Sedarmayanti. (2018). Perencanaan dan pengembangan sumber daya manusia untuk meningkatkan kompetensi, kinerja dan produktivitas kerja. Refika Aditama.
- 88) Senjaya, V., & Anindita, R. (2020). The Role of Transformational Leadership and Organizational Culture Towards Organizational Commitment Through Job Satisfaction Among Mining Industry Employees. Jurnal Aplikasi Manajemen, 18(4), 767–782. https://doi.org/10.21776//ub.jam.2020.018.04.15
- 89) Setiawan, A., Kurniawan, A., Sanosra, A., & Qomariah, N. (2023). PERAN KOMPETENSI DALAM MENINGKATKAN KINERJA MELALUI MOTIVASI KERJA SEBAGAI VARIABEL INTERVENING. *Prosiding Nasonal 2023, Universitas Abdurachman Saleh Situbondo*, 663–675.
- 90) Setiawan, A., Satoto, E. B., & Qomariah, N. (2022). Effect of Transformational Leadership Style, Work Motivation and Work Environment on Employee Performance With Employee Commitment as Intervening Variable (Study on Sub-District in Bondowoso Regency). International Journal of Management Science and Information Technology, 2(2), 11–20. https://doi.org/https://doi.org/10.35870/ijmsit.v2i2.473
- 91) Setiawan, Y., Nursaid, N., & Qomariah, N. (2022). The Role of Competence , Leadership , Work Environment and Motivation in Improving Employee Performance. *International Journal of Humanities and Social Science Invention (IJHSSI)*, 11(2), 47–58. https://doi.org/10.35629/7722-1102014758
- 92) Setiawati, T. (2017). Pengaruh Kompetensi Kerja Terhadap Kinerja Dosen. Media Pendidikan, Gizi, Dan Kuliner, 1(1), 1–5.
- 93) Siregar, S. (2022). PENGARUH GAYA KEPEMIMPINAN DEMOKRATIF, GAYA KEPEMIMPINAN DELEGATIF DAN GAYA KEPEMIMPINAN PARTISIPATIF TERHADAP KINERJA PEGAWAI DINAS KEPENDUDUKAN DAN PENCATATAN SIPIL (DISDUKCAPIL) KABUPATEN KARO. *Jurnal Ilmiah Methonomi, 8*(8.5.2017), 181–188. https://ejurnal.methodist.ac.id/index.php/methonomi/article/view/1729/1267
- 94) Sugiyono. (2018). Metode Penelitian Kuantitaif Edisi Cetakan ke 1. Alfabeta.
- 95) Sya'roni, Herlambang, T., & Cahyono, D. (2018). DAMPAK MOTIVASI, DISIPLIN KERJA DAN KEPEMIMPINAN KEPALA SEKOLAH TERHADAP KINERJA GURU. Jurnal Sains Manajemen & Bisnis Indonesia, 8(2), 131–147.
- 96) Thamrin, M., Nursaid, N., Janah, Z., & Qomariah, N. (2024). The Role of Leadership in Improving Organizational Citizenship Behavior and Performance of Vocational High School (SMK) Teachers. *International Journal of Management Science and Information Technology*, 4(1), 7–13. https://doi.org/https://doi.org/10.35870/ijmsit.v4i1.1631

- 97) Triasmawan, D. R., Qomariah, N., & Hermawan, H. (2023). The Role of Leadership Style and Motivation in Improving Employee Performance of Village Owned Enterprises. *Budapest International Research and Critics Intitute Journal (BIRCI)*, 3(1), 2023. https://doi.org/https://doi.org/10.33258/birci.v6i3.7686 1618
- 98) Udin, U., Dananjoyo, R., & Isalman, I. (2022). The Effect of Transactional Leadership on Innovative Work Behavior: Testing the Role of Knowledge Sharing and Work Engagement as Mediation Variables. *International Journal of Sustainable Development and Planning*, 17(3), 727–736. https://doi.org/10.18280/ijsdp.170303
- 99) Untari, U. D., Qomariah, N., & Martini, N. N. P. (2024). Efforts to Improve Hospital Employee Performance through Human Resource and Competency Development. *Journal of Economics, Finance and Management Studies, 07*(07), 4361–4368. https://doi.org/10.47191/jefms/v7-i7-54
- 100) Utomo, A. W., Qomariah, N., & Nursaid. (2019). The Impacts of Work Motivation, Work Environment, and Competence on Performance of Administration Staff of dr. Soebandi Hospital Jember East Java Indonesia. *International Journal of Business and Management Invention (IJBMI, 8*(09), 46–52. http://www.ijbmi.org/papers/Vol(8)9/Series-2/G0809024652.pdf
- 101) Wahyudi, A., Qomariah, N., & Sanosra, A. (2022). ANALYSIS OF THE EFFECT OF TEACHER COMPETENCY AND WORK ENVIRONMENT ON TEACHER PERFORMANCE WITH MOTIVATION AS INTERVENING VARIABLE AT PRIVATE VOCATIONAL SCHOOL IN BONDOWOSO DISTRICT. International Journal of Management Science and Information Technology (IJMSIT), 2(1), 19–27. https://doi.org/https://doi.org/10.35870/ijmsit.v2i1.462
- 102) Wardani, D. K., Cahyono, D., & Herlambang, Toni Qomariah, N. (2017). PENGARUH GAYA KEPEMIMPINAN TERHADAP KEPUASAN KERJA DAN KINERJA DENGAN KOMITMEN ORGANISASI SEBAGAI VARIABEL INTERVENING DI RUMAH SAKIT ISLAM LUMAJANG EFFECT. *Jurnal Sains Manajemen & Bisnis Indonesia, 7*(2), 208–231.
- 103) Wasiman. (2020). Effect of organizational culture, rewards, competence, and organizational citizenship behavior. *International Journal of Scientific and Technology Research*, *9*(2), 6329–6333.
- 104) Wibowo. (2016). *Manajemen Kinerja* (Kelima). PT.Rajagrafindo Persada.
- 105) Widyanto, E. A., & Mersa, N. A. (2018). The influence of lecturer competence and students quotient on understanding of accounting science (Empirical study on students in accounting department of state polytechnic samarinda). *International Journal of Scientific and Technology Research*, 7(12), 40–49.
- 106) Wiguna, P. K. S., Martini, N. N. P., Qomariah, N., Satoto, E. B., & Thamrin, M. (2022). The Role of Leadership , Employee Commitment and Organizational Citizenship Behavior on Employee Performance Improvement. American Journal of Humanities and Social Sciences Research (AJHSSR) American, 6(10), 122–131.
- 107) Wijayanti, R., & Meftahudin. (2016). Pengaruh kepemimpinan islami, motivasi dan kepuasan kerja terhadap kinerja karyawan dengan lama kerja sebagai variabel moderating. *Jurnal PPKM III, 3*(3), 185–192. https://ojs.unsiq.ac.id/index.php/ppkm/article/view/360/190
- 108) Wongso, S. H., Gana, F., & Kerihi, A. S. Y. (2020). "The Effect Of Enterpreneurship Motivation, Enterpreneurship Competency, And Financial Literation On Msmes In Kupang City." *International Journal of Scientific and Technology Research*, *9*(2), 5236–5241.
- 109) Yamin, M., & Ishak. (2018). The effect of employees competency, application of performance-based budgeting and functional supervision on the performance (LKD) SKPD. *International Journal of Scientific and Technology Research*, 7(8), 215–219.
- 110) Yasin, Y., Herlambang, T., Sanosra, A., & Qomariah, N. (2020). The Influence of Ethical Leadership and Organizational Commitment on Employee Performance. *Buda*, 7(3), 593–603. https://doi.org/10.33258/birci.v7i3.7927%0A593
- 111) Yohana, C., Rahmat, A., Alam, H. V, & State, G. (2020). The Effects of Locus of Control, Work Environment and Teacher Performance on Job Satisfaction for Teachers at a Private Vocational High School in Indonesia. International Journal of Innovation, Creativity and Change, 13(8), 351–367. https://www.ijicc.net/images/vol_13/Iss_8/13827_Yohana_2020_E_R.pdf
- 112) Yuniarti, D., & Suprianto, E. (2020). Pengaruh Gaya Kepemimpinan Dan Tingkat Pendidikan Terhadap Kinerja Karyawan Pada Direktoreat Operasi/Produksi Pt. X. *Jurnal Industri Elektro Dan Penerbangan*, *4*(1), 11–19. http://jurnal.unnur.ac.id/index.php/indept/article/view/138/109



There is an Open Access article, distributed under the term of the Creative Commons Attribution – Non Commercial 4.0 International (CC BY-NC 4.0)

(https://creativecommons.org/licenses/by-nc/4.0/), which permits remixing, adapting and building upon the work for non-commercial use, provided the original work is properly cited.