

ABSTRACT

This study aims to determine (1) to understand the influence of corporate behavior's elements which include: slack , and attainment discrepancy, who moderated the relationship between internationalization and performance , (2) to understand the effects of different types of slack towards relationship between internationalization and performance . This study uses a quantitative approach with a model of ordinary least square. This study used a sample of companies in the manufacturing industry which has been listed on the Indonesia Stock Exchange during the period of 2013-2014. The number of observations used in this study was 184 observations.

The results showed that low-discretion slack and attainment discrepancy significant positively moderate the relationship between internationalization and performance. The manufacturing industry in Indonesia is in the early phase of internationalization. High-discretion slack variable does not significantly moderate the relationship between internationalization and performance.

Key words: Internationalization, Firm's Behavior, Organizational Slack, Attainment Discrepancy

INTISARI

Penelitian ini bertujuan untuk mengetahui (1) memahami pengaruh elemen perilaku perusahaan yang meliputi: *slack*, dan *attainment discrepancy*, yang menjadi moderator hubungan antara internasionalisasi dan performa, (2) memahami pengaruh jenis *slack* yang berbeda terhadap hubungan antara internasionalisasi dan performa. Penelitian ini menggunakan pendekatan kuantitatif dengan model *ordinary least square*. Penelitian ini menggunakan sampel perusahaan dalam industri manufaktur yang telah terdaftar di Bursa efek Indonesia periode 2013-2014. Jumlah observasi yang digunakan dalam penelitian ini adalah 184 observasi.

Hasil penelitian menunjukkan bahwa *low-discretion slack* dan *attainment discrepancy* memoderasi secara positif signifikan hubungan antara internasionalisasi dan performa. Industri manufaktur di Indonesia berada dalam fase *early internationalization*. Variabel *high-discretion slack* tidak memoderasi secara signifikan hubungan antara internasionalisasi dan performa.

Kata kunci: *Internationalization, Firm's Behavior, Organizational Slack, Attainment Discrepancy*