

## DAFTAR ACUAN

- [1] Alhumami, A. (2008, Februari 15). *Pendidikan Tinggi dan Globalisasi*. [http://www.unisosdem.org/kliping\\_detail.php?aid=9503&coid=1&caid=52](http://www.unisosdem.org/kliping_detail.php?aid=9503&coid=1&caid=52)
- [2] Boediono. (2009). *Ekonomi Indonesia Mau Kemana? : Kumpulan Esai Ekonomi*. Jakarta: Kepustakaan Populer Gramedia.
- [3] Setyawan, J. (2001). *Daya Saing Aparat Pemerintah: Studi Korelasional antara Komunikasi Interpersonal, Partisipasi dalam Pengambilan Keputusan dan Penalaran dengan Daya Bersaing*. Jakarta: Universitas Negeri Jakarta.
- [4] IMD World Competitiveness Yearbook. (2008). *IMD World Competitiveness Yearbook*. <http://www.imd.com>
- [5] IMD World Competitiveness Yearbook. (2008). *IMD World Competitiveness Yearbook*. <http://www.imd.com>
- [6] Porter, M & Schwab, K. (2008), *The Global Competitiveness Report 2008 – 2009*. Geneva: World Economic Forum
- [7] Zainun, B. (1995). *Administrasi dan Manajemen Kepegawaian Pemerintah Negeri Indonesia*. Cetakan ke 8. Jakarta: PT. Toko Gunung Agung.
- [8] Kartasasmita, G. (2007). *Peningkatan Daya Saing dalam Era Global*. <http://www.ginandjar.com>
- [9] Departemen Pekerjaan Umum. (2005). *60 Tahun Departemen PU: Perjalanan Membangun Bangsa Menuju Masyarakat yang Adil dan Sejahtera*. Jakarta: PT. Mediatama Saptakarya
- [10] Osborne, D. (2007). *Reinventing Government: What A Difference a Strategy Makes*. *Global Forum on Reinventing Government, Building Trust in Government*. Vienna.
- [11] Departemen Pekerjaan Umum. (2005). *60 Tahun Departemen PU: Perjalanan Membangun Bangsa Menuju Masyarakat yang Adil dan Sejahtera*. Jakarta: PT. Mediatama Saptakarya
- [12] Departemen Pekerjaan Umum. (2005). *60 Tahun Departemen PU: Perjalanan Membangun Bangsa Menuju Masyarakat yang Adil dan Sejahtera*. Jakarta: PT. Mediatama Saptakarya
- [13] Jasin, M., Zulaiha, A.R., Rahman, E.J. & Ariati, N. (2007). *Mencegah Korupsi melalui e-Procurement : meninjau Keberhasilan Pelaksanaan e-Procurement di Pemerintah Kota Surabaya*. Jakarta: KPK
- [14] European Commission (n.d). [ec.europa.eu/internal\\_market/public\\_procurement/e-procurement\\_en.htm](http://ec.europa.eu/internal_market/public_procurement/e-procurement_en.htm)

- [15] Bani, Y.(2009). LKPP Targetkan 100 Instansi Pakai e-Proc Hingga akhir 2009. [www.wartaegov.com](http://www.wartaegov.com)
- [16] Penguasaan Teknologi Jadi Alasan Lambatnya e-Procurement. (22 Februari 2008) Republika
- [17] Zainun, B. (1995). *Administrasi dan Manajemen Kepegawaian Pemerintah Negeri Indonesia*. Cetakan ke 8. Jakarta: PT. Toko Gunung Agung.
- [18] Boediono. (2009). *Ekonomi Indonesia Mau Kemana? : Kumpulan Esai Ekonomi*. Jakarta: Kepustakaan Populer Gramedia.
- [19] Pusat Pengolahan Data (PUSDATA) (2007). Tanggapan Djoko Kirmanto. Pewawancara: Warta Ekonomi. <http://www.pu.go.id>
- [20] Setyawan, J. (2001). *Daya Saing Aparat Pemerintah: Studi Korelasional antara Komunikasi Interpersonal, Partisipasi dalam Pengambilan Keputusan dan Penalaran dengan Daya Bersaing*. Jakarta: Universitas Negeri Jakarta.
- [21] Rajasa, M. H. (2007, Juni 19). *Sekretariat Negara Republik Indonesia*. <http://www.setneg.go.id>
- [22] Brynjolfsson, E., & Hitt, L. M. (2000). Beyond Computation: Information Technology, Organizational Transformation and Business Performance. *Journal of Economic Perspectives*, 14 (4), 23 - 48.
- [23] Indrajit, R.E, Djokopranoto, R (2002). *Dasar, Prinsip, Teknik dan Potensi Pengembangan e - Procurement*. Jakarta.
- [24] Agustian, A. G. (2007). *Membangun Sumber Daya Manusia dengan Kesinergian antara Kecerdasan Spiritual, Emosional dan Intelektual*. *Rapat Terbuka Senat Universitas Negeri Yogyakarta*. Yogyakarta: Universitas Negeri Yogyakarta.
- [25] Agustian, A. G. (2007). *Membangun Sumber Daya Manusia dengan Kesinergian antara Kecerdasan Spiritual, Emosional dan Intelektual*. *Rapat Terbuka Senat Universitas Negeri Yogyakarta*. Yogyakarta: Universitas Negeri Yogyakarta.
- [26] *Cambridge Dictionaries Online*. (n.d). Cambridge University Press <http://dictionary.cambridge.org/>
- [27] *Cambridge Dictionaries Online*. (n.d). Cambridge University Press <http://dictionary.cambridge.org/>
- [28] Forsyth,D.R. (1983). *An Introduction to Group Dynamics*. Monterey, California: Brooks/Core Publishing Company.
- [29] Porter, M. E. (1985). *Competitive Advantage: Creating and Sustaining Superior Performance: With a New Introduction*. New York, United States of America: The Free Press.

- [30] Israel, G. E. (2000). *Gianna E. Israel Gender Library: Competitiveness*. <http://www.firelily.com/gender/gianna/competitiveness.html>
- [31] Garelli, S. (2008) Menjadi No. 1 di Abad Ke – 21 Kiat Negara, Perusahaan, dan Individu Memenangkan Persaingan di Era Baru. Alih Bahasa: Said Bazry, Jakarta: PT. Gramedia Pustaka Utama.
- [32] Garelli, S. (2008) Menjadi No. 1 di Abad Ke – 21 Kiat Negara, Perusahaan, dan Individu Memenangkan Persaingan di Era Baru. Alih Bahasa: Said Bazry, Jakarta: PT. Gramedia Pustaka Utama.
- [33] Osborne, D., & Gaebler, T. (1996). *Mewirauahakan Birokrasi*. Alih Bahasa: A. Rosyid. Jakarta: Pustaka Binawan Pressindo.
- [34] Stoner, J. A., Foreman, R. E., & Gilbert Jr., D. R. (1996). *Manajemen*. Alih Bahasa: A. Sindoro. Jakarta: PT. Prenhallindo.
- [35] Barton, A. (1972). *The Hungry Executive*. London: The Camelot Press.
- [36] Pfeffer, J. (2005). Producing Sustainable Competitive Advantage through the Effective Management of People. *Academy of Management Executive*.
- [37] Carr, C. (1994). *The Competitive Power of Constant Creativity*. New York: American Management Association.
- [38] Pfeffer, J. (2005). Producing Sustainable Competitive Advantage through the Effective Management of People. *Academy of Management Executive*.
- [39] Kahamer, L. (1996). *Competitive Intelligence*. Newyork: Simon & Schuster.
- [40] Porter, M. E., & Millar, V. E. (1985, July - August). How Information Gives You Competitive Advantage. *Harvard Business Review*.
- [41] Surendro, K.(2009). Implementasi Tata Kelola Teknologi Informasi. Jakarta: Informatika
- [42] Cole, A. (2007). *Procurement Definition*. Ezinearticles.com /?expert = Alison\_Cole
- [43] EPIQ (n.d). *Advance Supply Management*. [www.epiqtech.com/](http://www.epiqtech.com/)
- [44] Cannon, D (2005). *Scottish Enterprise shortlisted for prestigious European Award*. [www.scottish-enterprise.com](http://www.scottish-enterprise.com)
- [45] Vaidya, K., Riquelme, H., Gao, J., Soar, J.(2004). *Implementing e-Procurement Initiatives: Impact of Organisational Learning across the Public Sector*. Queensland: InCite
- [46] Muffatto, M. & Payaro, A. (2002). *Implementation of e-Procurement and e-Fulfilment Processes: A Comparison of cases in the motorcycle industry*. Italy: University of Padua.

- [47] Presutti Jr., W.D. (2003). *Supply Management and e-Procurement: Creating Value Added in the Supply Chain*. USA: Duquesne University.
- [48] Davila, A., Gupta, M. & Palmer, R.J.(2002). *Moving e-Procurement Systems to the Internet: the Adoption and Use of e-Procurement Technology Models*. USA: Boeing Centre
- [49] Resolute Information Technology (n.d). *Local Government e-Marketplace: e-Procurement Benefits*. www.resolute.com.au
- [50] Humas LKPP (2009). *LKPP: e-Procurement Minimalikan KKN di Sektor Pengadaan*. Jakarta: LKPP. www.lkpp.go.id
- [51] UNESCAP (n.d). *What Is Good Governance?*. www.unescap.org
- [52] Okot-Uma, R.W (n.d). *Electronic Governance: Re-Inventing Good Governance*. England: Commonwealth Secretariat London
- [53] Keban, Y.T. (2000). "Good Governance" dan "Capacity Building" sebagai Indikator Utama dan Fokus Penilaian Kinerja Pemerintahan. Jakarta: Bappenas
- [54] *Business Dictionary* (n.d). *Online Business Dictionary*. BusinessDictionary.com <http://www.businessdictionary.com/>
- [55] Chapman, A., *Bloom's Taxonomy Learning of Domain*, n.d, <http://www.businessball.com/>
- [56]Hjelle, L., A & Ziegler, D.,J. (1992). *Personalities : Basic Assumptions Research and Applications (3rd Edition)*. Singapore: McGraw-Hill.Inc.
- [57] Robbins, S. P. (2001). *Organizational Behaviour*. New Jersey: Prentice Hall.
- [58]Coates, D. E. (2006). *People Skill Training: Are You Getting a Return On Your Investment ? Performance Support System Inc.*
- [59]Langford, D. P., & Clearly, B. A. (1996). *Orchestrating Learning with Quality*. Kuala Lumpur: Synergy Books International
- [60]Atherton, J. (2005). *Learning and Teaching: Learning Curves*. <http://www.learningandteaching.info/learning/learning-curve.htm>
- [61]Burch, J & Grudnitski, G. (1989). *Information System: Theory and Practice (5th Edition)*. Singapore: John Wiley & Sons.
- [62]Turban, Efraim, Rainer.Jr., R. Kelly., & Potter, Ricard. E. (Pengantar Teknologi Informasi. Edisi ke 3. 2006. Jakarta: Salemba Infotek.
- [63]Laudon, Kenneth. C., & Laudon, Jane. P. (2008). *Sistem Informasi Manajemen*. Edisi ke 10 Jakarta: Salemba Empat.
- [64]Brynjolfsson, E., & Hitt, L. M. (2000). Beyond Computation: Information Technology, Organizational Transformation and Business Performance. *Journal of Economic Perspectives* , 14 (4), 23 - 48.

- [65] Indrayani, E., & Humdiana. (2009). *Sistem Informasi Manajemen : Mempersiapkan Pekerjaan Berbasis Pengetahuan dalam Mengelola Sistem Informasi*. Jakarta: Mitra Wacana Media.
- [66] Powell, T. C., & Dent-Micallef, A. Information Technology as Competitive Advantage: The Role of Human, Business and Technology Resources. *Strategic Management Journal* , 18 (5), 375 - 405.
- [67] Bloom, B.S. (1956). *Taxonomy of Educational Objectives, the classification of educational goals – Handbook I: Cognitive Domain*. New York: Mckay
- [68] Ahmadi, A. (1998). *Psikologi Umum (Cetakan ke-2)*. Jakarta: PT. Rineka Cipta.
- [69] Martin, D.A, (2003). *Emotional Quality Management: Refleksi, Revisi dan Revitalisasi Hidup melalui Kekuatan Emosi*. Jakarta: HR Excellency
- [70] Boeree, C. G. (2008). *General Psychology : Psikologi Kepribadian, Persepsi, Kognisi, Emosi & Perilaku*. Alih Bahasa: Helmi J. Fauzi. Jogjakarta: Prismsophie.
- [71] Sukmadinata, N. S. *Landasan Psikologi Proses Pendidikan* Cetakan ke 4. Bandung: PT. Remaja Rosdakarya .
- [72] Martin, D.A, (2003). *Emotional Quality Management: Refleksi, Revisi dan Revitalisasi Hidup melalui Kekuatan Emosi*. Jakarta: HR Excellency
- [73] Goelman, D., Boyatzis, R., & Mckee, A. (2007). *Primal Leadership: Kepemimpinan Berdasarkan Kecerdasan Emosi* (Cetakan ke 5 ed.). (S. Purwoko, Trans.) Jakarta: Gramedia Pustaka Utama.
- [74] Kaluzniacky, E. (2004). *Managing Psychological Factors in Information Systems Work: an Orientation to Emotional Intelligence*. USA: Information Science Publishing
- [75] Friedman, H. S., & Schustack, M. W. (2008). *Kepribadian: Teori Klasik dan Riset Modern*. Alih Bahasa: Fransiska D. Ikiarini, Maria Hany, & Andreas P. Prima. Jakarta: Erlangga.
- [76] Weisinger, H. (2006). *Emotional Intelligence at work*. Jakarta: PT. Bhuana Ilmu Komputer.
- [77] Mayer, J. D., Salovey, P., & Caruso, D. R. (2004). Emotional Intelligence: Theory, Findings and Implications. *Psychological Inquiry* , 15 (3), 197 - 215.
- [78] Hein, S. (1996). *EQ for Everybody*. Clearwater, Florida: Aristotle Press.
- [79] Sternberg, R. (2000). *Handbook of Intelligence*. Cambridge: Cambridge University Press.

- [80] Cherniss, C. (2000). Emotional Intelligence: What It Is and Why It Matters. *Annual Meeting of Society for Industrial and Organizational Psychology*. New Orleans: Consortium for Research on Emotional Intelligence in Organization.
- [81] Chapman, A., *Bloom's Taxonomy Learning of Domain*, n.d, <http://www.businessball.com>
- [82] Meyer, H.R. (2007). *Manajemen dengan Kecerdasan Emosional*. Bandung: Nuansa Books
- [83] Goelman, D. (2007). *Emotional Intelligence*. Cetakan ke 17; Alih Bahasa: T. Hermaya. Jakarta: PT. Gramedia Pustaka Utama.
- [84] Druskat, V.U., & Wolf, S.B. (2001). *Building The Emotional Intelligence of Groups*. Boston: Harvard Business Review.
- [85] Kaluzniacky, E. (2004). *Managing Psychological Factors in Information Systems Work: an Orientation to Emotional Intelligence*. USA: Information Science Publishing
- [86] Goelman, D. (2007). *Emotional Intelligence*. Cetakan ke 17; Alih Bahasa: T. Hermaya. Jakarta: PT. Gramedia Pustaka Utama.
- [87] Goelman, D. (2007). *Emotional Intelligence*. Cetakan ke 17; Alih Bahasa: T. Hermaya. Jakarta: PT. Gramedia Pustaka Utama.
- [88] Jennings, S., & Palmer, B. R. (2007). Enhancing Sales Performance Through Emotional Intelligence Development. *Organisations & People* , 14 (2).
- [89] Singh, S. (Februari, 2009). *Emotional Intelligence at Workplace*. Business Manager.
- [90] Goelman, D. (2007). *Emotional Intelligence*. Cetakan ke 17; Alih Bahasa: T. Hermaya. Jakarta: PT. Gramedia Pustaka Utama
- [91] Goelman, D. (2007). *Emotional Intelligence*. Cetakan ke 17; Alih Bahasa: T. Hermaya. Jakarta: PT. Gramedia Pustaka Utama
- [92] Martin, D.A, (2003). *Emotional Quality Management: Refleksi, Revisi dan Revitalisasi Hidup melalui Kekuatan Emosi*. Jakarta: HR Excellency
- [93] Martin, D.A, (2003). *Emotional Quality Management: Refleksi, Revisi dan Revitalisasi Hidup melalui Kekuatan Emosi*. Jakarta: HR Excellency
- [94] Ministry of Planning and International Corporation. (2004). *Jordan's Competitiveness Book: Confronting the Competitiveness Challenge*. Jordan.
- [95] Ministry of Planning and International Corporation. (2004). *Jordan's Competitiveness Book: Confronting the Competitiveness Challenge*. Jordan.
- [96] Barney, J. (1991). Firm Resources and Sustained Competitive Advantage. *Journal of Management* , 17 (1), 99-120.

- [97] Lettink, A. (2009). *7 Key Trends influencing HR in 2009 and Beyond*. Netherlands: NorthgateArinso.
- [98] Kozma, R. B. (2008). *21st Century Skills, Education and Competitiveness. Partnership for 21st Century Skills*.
- [99] Kozma, R. B. (2008). *21st Century Skills, Education and Competitiveness. Partnership for 21st Century Skills*.
- [100] Baloh, P., & Trkman, P. (2003). Influence of Internet and Information Technology on Work and Human Resource Management. *Informing Science*.
- [101] Keat, O. Y. (2002). Kepentingan Kecerdasan Emosi (EQ) dalam Organisasi Masa Kini. 3 (1), 45-53. Jelapang
- [102] Hayward, B. A. (2005). *Relationship Between Employee Performance, Leadership and Emotional Intelligence in a South African Parastatal Organization*. Grahamstown, South Africa: Rhodes University.
- [103] Keat, O. Y. (2002). Kepentingan Kecerdasan Emosi (EQ) dalam Organisasi Masa Kini. 3 (1), 45-53. Jelapang
- [104] Martin, D.A, (2003). *Emotional Quality Management: Refleksi, Revisi dan Revitalisasi Hidup melalui Kekuatan Emosi*. Jakarta: HR Excellency
- [105] Sugiyono (2008). *Metodologi Penelitian Kuantitatif Kualitatif dan R & D*. Cetakan ke 5. Bandung: Alfabeta.
- [106] Nazir, M. (2005). *Metode Penelitian*. Cetakan ke 6. Bogor: Ghalia Indonesia.
- [107] Sekaran, U. (2003). *Research Methods for Business, 4<sup>th</sup> Ed.* USA: John Wiley and Sons Inc.
- [108] Riduwan (2002), *Skala Pengukuran Variabel – variabel Penelitian*. Bandung: Alfabeta.
- [109] Sunyoto, D.(2009). *Analisis Regresi dan Uji Hipotesis*. Jakarta: PT. Buku Kita.
- [110] Maholtra, N. K. (2004). *Marketing Research : An Applied Orientation*, USA : Prentice Hall International
- [111] Sunyoto, D.(2009). *Analisis Regresi dan Uji Hipotesis*. Jakarta: PT. Buku Kita.
- [112] Maholtra, N. K. (2004). *Marketing Research : An Applied Orientation*, USA : Prentice Hall International
- [113] Sunyoto, D.(2009). *Analisis Regresi dan Uji Hipotesis*. Jakarta: PT. Buku Kita.

- [114] Maholtra, N. K. (2004). *Marketing Research : An Applied Orientation*, USA : Prentice Hall International
- [115] Sugiyono (2008). *Metodologi Penelitian Kuantitatif Kualitatif dan R & D*. Cetakan ke 5. Bandung: Alfabeta.
- [116] Sugiyono (2008). *Metodologi Penelitian Kuantitatif Kualitatif dan R & D*. Cetakan ke 5. Bandung: Alfabeta.
- [117] Mcnaught, A.D. & Wilkinson, A. (1997) IUPAC: Compendium of Chemical Terminology, 2<sup>nd</sup> Ed. Oxford: Blackwell Scientific Publications
- [118] Departemen Pekerjaan Umum. (2005). *60 Tahun Departemen PU: Perjalanan Membangun Bangsa Menuju Masyarakat yang Adil dan Sejahtera*. Jakarta: PT. Mediatama Saptakarya.
- [119] Departemen Pekerjaan Umum. (2005). *60 Tahun Departemen PU: Perjalanan Membangun Bangsa Menuju Masyarakat yang Adil dan Sejahtera*. Jakarta: PT. Mediatama Saptakarya
- [120] Sunyoto, D.(2009). *Analisis Regresi dan Uji Hipotesis*. Jakarta: PT. Buku Kita.
- [121] Maholtra, N. K. (2004). *Marketing Research : An Applied Orientation*, USA : Prentice Hall International
- [122] Sunyoto, D.(2009). *Analisis Regresi dan Uji Hipotesis*. Jakarta: PT. Buku Kita.
- [123] Maholtra, N. K. (2004). *Marketing Research : An Applied Orientation*, USA : Prentice Hall International
- [124] Sunyoto, D.(2009). *Analisis Regresi dan Uji Hipotesis*. Jakarta: PT. Buku Kita.
- [125] Maholtra, N. K. (2004). *Marketing Research : An Applied Orientation*, USA : Prentice Hall International
- [126] Williams, R. (2009). *Multicollinearity*, 2009, University of Notre Dame, Sociology Department. <http://www.nd.edu/rwilliams~/>
- [127] Draper, N.R. & Smith, H. (1992). *Analisis Regresi Terapan*, Edisi Kedua, (Bambang Sumantri, Penerjemah). Jakarta: Gramedia Pustaka Utama
- [128] Setyawan, J. (2001). *Daya Saing Aparat Pemerintah: Studi Korelasional antara Komunikasi Interpersonal, Partisipasi dalam Pengambilan Keputusan dan Penalaran dengan Daya Bersaing*. Jakarta: Universitas Negeri Jakarta.
- [129] Aral, S. Brynjolfsson, E. & Van Alstyne, M.W. (2006). *Information Techology and Information Worker Productivity: Task Level Evidence*. USA: MIT.
- [130] Widodo, Erna S. (2002). *Keinovatifan Wanita Karir*. Jakarta: Universitas Negeri Jakarta.



## DAFTAR PUSTAKA

- Agustian, A. G. (2007). Membangun Sumber Daya Manusia dengan Kesinergian antara Kecerdasan Spiritual, Emosional dan Intelektual. *Rapat Terbuka Senat Universitas Negeri Yogyakarta*. Yogyakarta: Universitas Negeri Yogyakarta.
- Ahmadi, A. (1998). *Psikologi Umum (Cetakan ke-2)*. Jakarta: PT. Rineka Cipta.
- Alhumami, A. (2008, Februari 15). *Pendidikan Tinggi dan Globalisasi*. [http://www.unisosdem.org/kliping\\_detail.php?aid=9503&coid=1&caid=52](http://www.unisosdem.org/kliping_detail.php?aid=9503&coid=1&caid=52)
- Aral, S. Brynjolfsson, E. & Van Alstyne, M.W. (2006). *Information Technology and Information Worker Productivity: Task Level Evidence*. USA: MIT.
- Atherton, J. (2005). *Learning and Teaching: Learning Curves*. <http://www.learningandteaching.info/learning/learning-curve.htm>
- Baloh, P., & Trkman, P. (2003). Influence of Internet and Information Technology on Work and Human Resource Management. *Informing Science*.
- Bani, Y.(2009). LKPP Targetkan 100 Instansi Pakai e-Proc Hingga akhir 2009. [www.wartaegov.com](http://www.wartaegov.com)
- Barney, J. (1991). Firm Resources and Sustained Competitive Advantage. *Journal of Management* , 17 (1), 99-120.
- Barton, A. (1972). *The Hungry Executive*. London: The Camelot Press.
- Bloom, B.S. (1956). *Taxonomy of Educational Objectives, the classification of educational goals – Handbook I: Cognitive Domain*. New York: Mckay
- Boediono. (2009). *Ekonomi Indonesia Mau Kemana? : Kumpulan Esai Ekonomi*. Jakarta: Kepustakaan Populer Gramedia.
- Boeree, C. G. (2008). *General Psychology : Psikologi Kepribadian, Persepsi, Kognisi, Emosi & Perilaku*. Alih Bahasa: Helmi J. Fauzi. Jogjakarta: Prismsophie.
- Brynjolfsson, E., & Hitt, L. M. (2000). Beyond Computation: Information Technology, Organizational Transformation and Business Performance. *Journal of Economic Perspectives* , 14 (4), 23 - 48.
- Burch, J & Grudnitski, G. (1989). *Information System: Theory and Practice (5th Edition)*. Singapore: John Wiley & Sons.
- Business Dictionary* (n.d). *Online Business Dictionary*. [BusinessDictionary.com](http://www.businessdictionary.com/)

- Cambridge Dictionaries Online*. (n.d). Cambridge University Press  
<http://dictionary.cambridge.org/>
- Cannon, D (2005). *Scottish Enterprise shortlisted for prestigious European Award*. www.scottish-enterprise.com
- Carr, C. (1994). *The Competitive Power of Constant Creativity*. New York: American Management Association.
- Chapman, A., *Bloom's Taxonomy Learning of Domain*, n.d,  
<http://www.businessball.com/>
- Cherniss, C. (2000). Emotional Intelligence: What It Is and Why It Matters. *Annual Meeting of Society for Industrial and Organizational Psychology*. New Orleans: Consortium for Research on Emotional Intelligence in Organization.
- Coates, D. E. (2006). People Skill Training: Are You Getting a Return On Your Investment ? *Performance Support System Inc*.
- Cole, A. (2007). *Procurement Definition*. Ezinearticles.com/?expert=Alison\_Cole
- Davila, A., Gupta, M. & Palmer, R.J.(2002). *Moving e-Procurement Systems to the Internet: the Adoption and Use of e-Procurement Technology Models*. USA: Boeing Centre
- Departemen Pekerjaan Umum. (2005). *60 Tahun Departemen PU: Perjalanan Membangun Bangsa Menuju Masyarakat yang Adil dan Sejahtera*. Jakarta: PT. Mediatama Saptakarya.
- Draper, N.R. & Smith, H. (1992). Analisis Regresi Terapan, Edisi Kedua, (Bambang Sumantri, Penerjemah). Jakarta: Gramedia Pustaka Utama
- Druskat, V.U., & Wolf, S.B. (2001). *Building The Emotional Intelligence of Groups*. Boston: Harvard Business Review.
- EPIQ (n.d). *Advance Supply Management*. www.epiqtech.com/
- European Commission (n.d). [ec.europa.eu/internal\\_market/publicprocurement/e-procurement\\_en.htm](http://ec.europa.eu/internal_market/publicprocurement/e-procurement_en.htm)
- Forsyth.D.R. (1983). *An Introduction to Group Dynamics*. Monterey, California: Brooks/Core Publishing Company.
- Friedman, H. S., & Schustack, M. W. (2008). *Kepribadian: Teori Klasik dan Riset Modern*. Alih Bahasa: Fransiska D. Ikiarini, Maria Hany, & Andreas P. Prima. Jakarta: Erlangga.
- Garelli, S. (2008) Menjadi No. 1 di Abad Ke – 21 Kiat Negara, Perusahaan, dan Individu Memenangkan Persaingan di Era Baru. Alih Bahasa: Said Bazry, Jakarta: PT. Gramedia Pustaka Utama.

- Goelman, D. (2007). *Emotional Intelligence*. Cetakan ke 17; Alih Bahasa: T. Hermaya. Jakarta: PT. Gramedia Pustaka Utama.
- Goelman, D., Boyatzis, R., & Mckee, A. (2007). *Primal Leadership: Kepemimpinan Berdasarkan Kecerdasan Emosi* (Cetakan ke 5 ed.). (S. Purwoko, Trans.) Jakarta: Gramedia Pustaka Utama.
- Hayward, B. A. (2005). *Relationship Between Employee Performance, Leadership and Emotional Intelligence in a South African Parastatal Organization*. Grahamstown, South Africa: Rhodes University.
- Hein, S. (1996). *EQ for Everybody*. Clearwater, Florida: Aristotle Press.
- Hjelle, L., A & Ziegler, D.,J. (1992). *Personalities : Basic Assumptions Research and Applications (3rd Edition)*. Singapore: McGraw-Hill.Inc.
- Humas LKPP (2009). LKPP: e-Procurement Minimalkan KKN di Sektor Pengadaan. Jakarta: LKPP. [www.lkpp.go.id](http://www.lkpp.go.id)
- IMD World Competitiveness Yearbook. (2008). *IMD World Competitiveness Yearbook*. <http://www.imd.com>
- Indrajit, R.E, Djokopranoto, R (2002). Dasar, Prinsip, Teknik dan Potensi Pengembangan e - Procurement. Jakarta.
- Indrayani, E., & Humdiana. (2009). *Sistem Informasi Manajemen : Mempersiapkan Pekerjaan Berbasis Pengetahuan dalam Mengelola Sistem Informasi*. Jakarta: Mitra Wacana Media.
- Israel, G. E. (2000). *Gianna E. Israel Gender Library: Competitiveness*. <http://www.firelily.com/gender/gianna/competitiveness.html>
- Jasin, M., Zulaiha, A.R., Rahman, E.J. & Ariati, N. (2007). Mencegah Korupsi melalui e-Procurement : meninjau Keberhasilan Pelaksanaan e=Procurement di Pemerintah Kota Surabaya. Jakarta: KPK
- Jennings, S., & Palmer, B. R. (2007). Enhancing Sales Performance Through Emotional Intelligence Development. *Organisations & People* , 14 (2).
- Kahamer, L. (1996). *Competitive Intelligence*. Newyork: Simon & Schuster.
- Kaluzniacky, E. (2004). *Managing Psychological Factors in Information Systems Work: an Orientation to Emotional Intelligence*. USA: Information Science Publishing
- Kartasmita, G. (2007). *Peningkatan Daya Saing dalam Era Global*. <http://www.ginandjar.com>
- Keat, O. Y. (2002). Kepentingan Kecerdasan Emosi (EQ) dalam Organisasi Masa Kini. 3 (1), 45-53. Jelapang

- Keban, Y.T. (2000). "Good Governance" dan "Capacity Building" sebagai Indikator Utama dan Fokus Penilaian Kinerja Pemerintahan. Jakarta: Bappenas
- Kozma, R. B. (2008). 21st Century Skills, Education and Competitiveness. Partnership for 21st Century Skills.
- Langford, D. P., & Clearly, B. A. (1996). *Orchestrating Learning with Quality*. Kuala Lumpur: Synergy Books International
- Laudon, Kenneth. C., & Laudon, Jane. P. (2008). *Sistem Informasi Manajemen*. Edisi ke 10 Jakarta: Salemba Empat.
- Lettink, A. (2009). 7 Key Trends influencing HR in 2009 and Beyond. Netherlands: NorthgateArinso.
- Maholtra, N. K. (2004). *Marketing Research : An Applied Orientation*, USA : Prentice Hall International
- Martin, D.A, (2003). *Emotional Quality Management: Refleksi, Revisi dan Revitalisasi Hidup melalui Kekuatan Emosi*. Jakarta: HR Excellency
- Mayer, J. D., Salovey, P., & Caruso, D. R. (2004). Emotional Intelligence: Theory, Findings and Implications. *Psychological Inquiry* , 15 (3), 197 - 215.
- Mcnaught, A.D. & Wilkinson, A. (1997) IUPAC: Compendium of Chemical Terminology, 2<sup>nd</sup> Ed. Oxford: Blackwell Scientific Publications
- Meyer, H.R. (2007). *Manajemen dengan Kecerdasan Emosional*. Bandung: Nuansa Books
- Ministry of Planning and International Corporation. (2004). *Jordan's Competitiveness Book: Confronting the Competitiveness Challenge*. Jordan.
- Muffatto, M. & Payaro, A. (2002). *Implementation of e-Procurement and e-Fulfilment Processes: A Comparison of cases in the motorcycle industry*. Italy: University of Padua.
- Nazir, M. (2005). *Metode Penelitian*. Cetakan ke 6. Bogor: Ghalia Indonesia.
- Okot-Uma, R.W (n.d). *Electronic Governance: Re-Inventing Good Governance*. England: Commonwealth Secretariat London
- Osborne, D. (2007). Reinventing Government: What A Difference a Strategy Makes. *Global Forum on Reinventing Government, Building Trust in Government*. Vienna.
- Osborne, D., & Gaebler, T. (1996). *Mewirauahakan Birokrasi*. Alih Bahasa: A. Rosyid. Jakarta: Pustaka Binawan Pressindo.
- Penguasaan Teknologi Jadi Alasan Lambatnya e-Procurement. (22 Februari 2008) Republika

- Pfeffer, J. (2005). Producing Sustainable Competitive Advantage through the Effective Management of People. *Academy of Management Executive*
- Porter, M & Schwab, K. (2008), *The Global Competitiveness Report 2008 – 2009*. Geneva: World Economic Forum
- Porter, M. E. (1985). *Competitive Advantage: Creating and Sustaining Superior Performance: With a New Introduction*. New York, United States of America: The Free Press.
- Porter, M. E., & Millar, V. E. (1985, July - August). How Information Gives You Competitive Advantage. *Harvard Business Review*.
- Powell, T. C., & Dent-Micallef, A. Information Technology as Competitive Advantage: The Role of Human, Business and Technology Resources. *Strategic Management Journal*, 18 (5), 375 - 405.
- Presutti Jr., W.D. (2003). *Supply Management and e-Procurement: Creating Value Added in the Supply Chain*. USA: Duquese University.
- Pusat Pengolahan Data (PUSDATA) (2007). Tanggapan Djoko Kirmanto. Pewawancara: Warta Ekonomi. <http://www.pu.go.id>
- Rajasa, M. H. (2007, Juni 19). *Sekretariat Negara Republik Indonesia*. <http://www.setneg.go.id>
- Resolute Information Technology (n.d). *Local Government e-Marketplace: e-Procurement Benefits*. [www.resolute.com.au](http://www.resolute.com.au)
- Riduwan (2002), *Skala Pengukuran Variabel – variabel Penelitian*. Bandung: Alfabeta.
- Robbins, S. P. (2001). *Organizational Behaviour*. New Jersey: Prentice Hall.
- Sekaran, U. (2003). *Research Methods for Business, 4<sup>th</sup> Ed.* USA: John Wiley and Sons Inc.
- Setyawan, J. (2001). *Daya Saing Aparat Pemerintah: Studi Korelasional antara Komunikasi Interpersonal, Partisipasi dalam Pengambilan Keputusan dan Penalaran dengan Daya Bersaing*. Jakarta: Universitas Negeri Jakarta.
- Singh, S. (Februari, 2009). *Emotional Intelligence at Workplace*. Business Manager.
- Sternberg, R. (2000). *Handbook of Intelligence*. Cambridge: Cambridge University Press.
- Stoner, J. A., Foreman, R. E., & Gilbert Jr., D. R. (1996). *Manajemen*. Alih Bahasa: A. Sindoro. Jakarta: PT. Prenhallindo.
- Sugiyono (2008). *Metodologi Penelitian Kuantitatif Kualitatif dan R & D*. Cetakan ke 5. Bandung: Alfabeta.

- Sukmadinata, N. S. *Landasan Psikologi Proses Pendidikan* Cetakan ke 4. Bandung: PT. Remaja Rosdakarya .
- Sunyoto, D.(2009). *Analisis Regresi dan Uji Hipotesis*. Jakarta: PT. Buku Kita.
- Surendro, K.(2009). *Implementasi Tata Kelola Teknologi Informasi*. Jakarta: Informatika
- Turban, Efraim, Rainer.Jr., R. Kelly., & Potter, Ricard. E. (Pengantar Teknologi Informasi. Edisi ke 3. 2006. Jakarta: Salemba Infotek.
- UNESCAP (n.d). *What Is Good Governance?*. [www.unescap.org](http://www.unescap.org)
- Vaidya, K., Riquelme, H., Gao, J., Soar, J.(2004). *Implementing e-Procurement Initiatives: Impact of Organisational Learning across the Public Sector*. Queensland: InCite
- Weisinger, H. (2006). *Emotional Intelligence at work*. Jakarta: PT. Bhuana Ilmu Komputer.
- Widodo, Erna S. (2002). *Keinovatifan Wanita Karir*. Jakarta: Universitas Negeri Jakarta.
- Williams, R. (2009). *Multicollinearity*, 2009, University of Notre Dame, Sociology Department. <http://www.nd.edu/rwilliams~/>
- Zainun, B. (1995). *Administrasi dan Manajemen Kepegawaian Pemerintah Negeri Indonesia*. Cetakan ke 8. Jakarta: PT. Toko Gunung Agung.