

# Pengaruh Entrepreneurial Leadership terhadap Organizational performance: peran mediasi Entrepreneurial Orientation, Dynamic capability dan Innovation capability studi kasus pada Klinik Pratama dan Klinik Utama di Indonesia = The Influence of Entrepreneurial Leadership on the Performance through Entrepreneurial Orientation, Dynamic capability and Innovation capability of Clinics in Indonesia

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## Abstrak

Pertumbuhan jumlah klinik di Indonesia semakin meningkatkan kompetisi antar klinik. Klinik yang mampu beradaptasi dari tantangan dan memiliki performance yang baik akan dapat mengatasi ancaman dan dapat bertahan hidup serta terus berkembang. sehingga setiap klinik perlu memperhatikan hal yang mempengaruhi organizational performance. Entrepreneurial leadership, entrepreneurial orientation, dynamic capability dan innovation capability yang memberikan pengaruh juga pada organizational performance Klinik. Penulisan ini dilakukan dengan melakukan survey dengan jumlah 541 responden pemilik/ pimpinan klinik yang beroperasi di Indonesia. Setelah dilakukan cleansing data digunakan 385 responden Klinik. Penelitian dengan melakukan uji empiris melalui metode kuantitatif dan structural equation model-partial least square (SEM-PLS). Hasil analisis menunjukkan bahwa entrepreneurial leadership mempengaruhi organizational performance melalui mediasi entrepreneurial orientation, dynamic capability dan innovation capability secara positif dan signifikan. Penelitian ini menegaskan pentingnya klinik meningkatkan kapasitasnya yang mencakup setiap variabel dalam penelitian, dimana setiap variabel memiliki peran signifikan dalam menciptakan performance yang tinggi untuk klinik dapat memenangkan kompetisi.

.....The growth in the number of clinics in Indonesia is further increasing competition between clinics. Clinics that are able to adapt to challenges and have good performance will be able to overcome threats and can survive and continue to grow. So every clinic needs to pay attention to things that affect organizational performance. Entrepreneurial leadership, entrepreneurial orientation, dynamic capability and innovation capability which also have an influence on the Clinic's organizational performance. This writing was carried out by conducting a survey with a total of 541 respondents who are owners/leaders of clinics operating in Indonesia. After the cleansing was carried out, 385 Clinic respondents were used. The research was conducted by conducting empirical tests through quantitative methods and structural equation model-partial least square (SEM-PLS). The results of the analysis show that entrepreneurial leadership affects organizational performance through the mediation of entrepreneurial orientation, dynamic capability and innovation capability positively and significantly. This study emphasizes the importance of clinics increasing their capacity which includes every variable in the research, where each variable has a significant role in creating high performance for the clinic to win the competition.