

Effectiveness of Communication Interpersonal Relations with Achievement Motivation and Mental Toughness

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Abstract: The purpose of this research is (1) to assess the effectiveness of interpersonal communication related to the achievement motivation of athletes; (2) to assess the effectiveness of interpersonal communication related to mental toughness athletes, (3) to assess the effectiveness of interpersonal communication related to achievement motivation and mental toughness athlete athletes. Samples of this study were as many as 44 people of West Java PPLP team athletes, of the total population of 44 athletes, method used in this study was a survey method. Survey methods were used to obtain data from a particular place is natural (not artificial), but researchers do treatment in the collection of data, such as circulating questionnaires, tests, structured interviews and so on. Results of this study was obtained coefficients a (0.35) and the coefficients b (0.51) is significant, which means that the effectiveness of interpersonal communication discount affecting relations achievement motivation and achievement motivation relationships affect mental toughness athlete means of communication will provide a higher impact if through achievement motivation. This shows that the model of mediation (intervening variables). The value of the coefficient c '(direct effect = 0.32) were statistically significant, meaning that there is the effectiveness of interpersonal communication that affects the mental toughness when controlled athlete achievement motivation.

1 INTRODUCTION

When used in the world of sports coaching unifying communication is the bridge between the coach and the athlete or athletes with athletes. Because the exercise and the game will not run without the communication components such as language, voice, body movement, the facial expressions, symbols and words. Communication basically has many forms including intrapersonal and interpersonal communication. One form of interpersonal communication is included in personal communication. Interpersonal communication is the "communication between two people takes place face to face" communication dyadic" (Trenholm and Jesen 1995).

This communication includes the most effective communication, because the information providers can interact with the interlocutors. This communication is certainly very suitable if used in situations of exercise and play as well as at the time of evaluation afterwards. Because interpersonal communication such as personal fulfillment or satisfaction of the media, to be cognitive (e.g.

learning), affective (e.g., satisfaction), or behavior (e.g., Achieving one's goals through other people's actions / influence) (Rebecca B. Rubin and Alan M. Rubin 2009).

Exercising or playing is the thing to do with seriousness. Communication has an important role during the process, because of the good communication a coach can understand what is needed by the athletes, athletes can understand what is needed and expected by fellow athletes as well. Therefore, to achieve the goal of an exercise and competition, athletes must have the interpersonal communication skills and also build a good relationship. Because indirect interpersonal communication conducted between the coach and athletes or athletes with athletes can strengthen motivation and increase athletes' mental toughness themselves. Mental toughness so that it is well maintained motivation to exercise and compete to be optimized, it is important to know the factors that may affect motivation and compete exercise itself.

It is related to the theory of motivation term Need for achievement first popularized by Mc Clelland as n-ach as an abbreviation of need for achievement. Mc

Clelland assumes n-ach as a mental virus. Virus is complete mental minds that relate to how to do things better, faster, more efficiently than with what has been done before (Weiner, 1985). The sense of achievement motivation is defined as an attempt to succeed or to succeed in the competition with a measure of excellence may be the achievements of others and someone's own achievements (Mc Clelland 1987).

Or motivation of achievement as an encouragement that there is someone in connection with the achievement, that is controlled, manipulated and set the social environment as well as physically, to overcome all obstacles and maintain the high quality work, competing with efforts to exceed the work of the past, as well as surpass the results additional work (Lindgren 1986). Because of achievement motivation as an encouragement to excellence than the standard itself as well as others (Rabideau 2005). Based on this opinion, it can be the formula that achievement motivation is the impulse that arises from within the individual in relation to the expectation that the action taken is a tool to achieve good results, compete and surpass others,

In line with the above opinion, achievement motivation is the desire to get things done to achieve a standard of success and to make an effort in order to achieve success. So the achievement is the way a person's motivation to strive well to his achievements (Gagné, 2005). Because of achievement motivation can be regarded as a predictor of important psychological success or failure in the future (Sabina Kołodziej 2010).

So the person who is high is a person who has a high motivation and ultimately led to high achievement anyway. Since the motivation pushes the mental toughness to be a better athlete because of mental toughness is a set of values, attitudes, behaviors and emotions that make the athlete is able to survive and through a variety of obstacles, hardship or distress experienced (mental toughness). One of the factors that affect mental toughness is self-efficacy. Self-efficacy is the ability of self-confidence that can be obtained (Diseth, 2011), modified, upgraded or downgraded, one of them with verbal persuasion from others. Verbal persuasion of coach is an effective technique to increase the confidence of athletes in its capacity (Morris 2004). Interpersonal communication includes a persuasion.

Interpersonal communication plays for each change and develop through interaction in communicating, the parties involved in the communication can be mutually inspire, passion and drive to change the thoughts, feelings and attitudes

according to the topics discussed together. Various studies on mental toughness mentality of using the term to describe a set of psychological attributes superior athlete (Jones et al, 2007; Gucciardi, et al., 2008).

This happens because the mental toughness is the construct of psychological integral to performance excellence an athlete. Performance excellence achieved by athletes in a variety of special level elite category, is the result of the development process toughness long mental athletes involves a variety of factors, one of them is the coach (Hanton, and Connaughton, 2002) because the coach-athlete relationship in the process, training a positive contribution to the successful development of psychological and physical potential of athletes (Jowett and Cockerill Lyle in 2002). The term mental toughness is a term used by athletes, coaches and the media to describe the psychological characteristics superior athlete who consistently displayed during training or competition.

In the literature research, mental toughness often associated with top-level performance. Because the development of the Mental Toughness (MT) is an important consideration when trying to improve and maintain a high level of performance or maintain the achievements in the world of sports, mental toughness is very important in achieving that goal. . Mental toughness is important to study because it can influence the performance of athletes because the higher the athlete's mental toughness will affect the athlete's performance level (Golby and Sheard 2003).

Likewise, the higher the level the match lived impact on increasing the athlete's mental toughness. After seeing the above explanation when seen in the world of coaching the sport that mental toughness and achievement motivation of athletes is closely associated with interpersonal communication because that affects 2 it is how effective interpersonal communication is used, especially in the martial arts, because in the implementation of training and matches in martial arts because it is filled with pressure, martial arts sport is a sport which is actually included in a sport that has a high prestige that make claims victory in every competition is mandatory. So not only from the pressure of the audience or the opponent, but the pressure will be fears within themselves was fairly large enough in facing the game. Therefore the role of coaches and fellow athletes here in interpersonal communication is important to convey the spirit, motivation or support in pushing force to keep the athlete's own mental toughness.

2 METHODS

2.1 Participants, Instruments, Data Analysis

Techniques samples used in this study is sampling saturated with the number of 44 athletes on the team PPLP West Java with the method used is a method of surveying which consists of three variables, namely the independent variable, the dependent variable and variable intervening or mediating. The independent variable in this study is the interpersonal communication, variable intervening is the drive to achieve, and the dependent variable is mental toughness. The instrument used in this study using mental toughness scale, the scale of interpersonal communication effectiveness and scale of achievement motivation that have been tested for reliability and validity. To determine whether the presence or absence of a relationship that affects directly between the independent variables on the intervening variables and intervening variables on the dependent variable, and the indirect influence of the independent variables on the dependent variable through the intervening variables, test path analysis (path analysis) using SPSS 20.0 with strategy step causal and product of coefficient. Strategy Step causal to determine relationships directly affect the value of the F-test and t-test. To determine the significance of the indirect effect, strategy used product of the coefficient to see the value of z.

3 RESULTS

3.1 Effectiveness Analysis of Relationship between Motivations Interpersonal Communication with Achievement

Table 1: Contributions effectiveness interpersonal communication affect achievement motivation.

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.355 ^a	.126	.105	5127
a. Predictors: (Constant), Interpersonal Communication				

KD value obtained was 12.6%, which can be interpreted to mean that interpersonal communication has contributed as much as 12.6% against 87.4% achievement motivation and more influenced by other factors beyond the interpersonal communication. While the value of R indicates the correlation value obtained was 0.355, meaning that the relationship between interpersonal communication and achievement motivation included in the low category.

Table 2: FTest results on achievement motivation interpersonal communication.

Model	Sun of squares	df	Mean square	f	Sig.
1	Regression	158,781,018		6,040	158,781 ^b
	Residual	1104,196	26 290		
	total	1262.977			

a. Dependent Variable: Achievement Motivation

3.2 Analysis of Relationship between Interpersonal Communication Effectiveness with Motivation

Value can be interpreted that the relationship effectiveness of interpersonal communication on mental toughness through achievement motivation of athletes in the strong category. R Square or the coefficient of determination (KD) is 47.7%, which can be interpreted to mean that the effectiveness of communication interpersonal have contributed 47.7% to the mental toughness through achievement motivation of athletes and 52.3% by other factors.

Table 3: Test results F interpersonal communication, achievement motivation on mental toughness.

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	1519,787 18,682 .000	2			3039,575 ^b
	Residual	3335.425	41	81 352		
	Total	6375.000	43			

a. Dependent Variable: Mental Toughness

b. Predictors: (Constant), Achievement Motivation, Interpersonal Communication.

Based on Table 5 known value of F-test (18.682), with df (N1) = 1 and (N2) (44-1-1) = 42 F-table values obtained are 4.07. Thus the F-count value (18.682) > F-table (4.07), which means that H0 is rejected, it can be concluded that there is a relationship of interpersonal communication effectiveness and achievement motivation and mental toughness athletes simultaneously.

Table 4: Results path analysis interpersonal communication effectiveness, motivation achievement against mental toughness.

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	-8.794	2.3549		-.373	.711
	Communication Interpersonal	.191 .316.012			2.618	.049

Based on table 5 partially known relationship of interpersonal communication effectiveness by looking at the value t count (2618) > t table (2,012) and sig.

Results of this study was obtained coefficients a (0.35) and the coefficients b (0.51) is significant, which means that the effectiveness of interpersonal communication discount affecting relations achievement motivation and achievement motivation relationships affect mental toughness athlete means of communication will provide a higher impact if through achievement motivation. This shows that the model of mediation (intervening variables). The value of the coefficient c' (direct effect = 0.32) were statistically significant, meaning that there is the effectiveness of interpersonal communication that affects the mental toughness when controlled athlete achievement motivation. This suggests that mediation happens is partial mediation (partial mediation). Based on the results of direct and indirect relationships, the value of the coefficient c' and ab is positive (having the same sign), it can be said that the mediation model in this study is consistent and positive effect. In addition to strategy, step causal the to further determine the significance of the indirect influence the effectiveness of interpersonal communication on mental toughness.

4 DISCUSSION

4.1 The Relationship between the Effectiveness of Interpersonal Communication and Achievement Motivation

Results showed that there is a relationship between the effectiveness of interpersonal communication and achievement motivation of athletes. With the results obtained that the effectiveness of interpersonal

communication have contributed 12.6% to the achievement motivation of athletes and 87.4% are influenced by other factors beyond the interpersonal communication. While the R value obtained was 0.355, this shows that the relationship between the effectiveness of interpersonal communication in the low category, meaning that when the effectiveness of interpersonal communication that is worth being done, then the value of any motivation underachievement in the medium category. That is because there are other factors which contribute to the attainment of motivation to perform well.

Thus it can be interpreted that the motivation of achievement an athlete can change if the stimulus in the form of interpersonal communication between coaches with athletes and athletes with athletes associated formation of character and mental athletes to be ready to compete. Because the level of achievement motive caused influence on whether or achievements. Achievement motivation every athlete is different, however, when there is a stimulus that is positive from the coach, it would assumptions are positive even change behaviors that indicate an increase in achievement motivation for achievement motivation can be regarded as a predictor of important psychological success or failure in the future (Sabina Kołodziej 2010).

4.2 The Relationship between Interpersonal Communication Effectiveness with Mental Toughness

Based on the results obtained by the correlation between the effectiveness of interpersonal communication with the mental toughness is $R = 0.316$, meaning that there is a relationship between the effectiveness of interpersonal communication that affects mental toughness. This correlation value is interpreted in the low category. Therefore, there is a direct relationship between interpersonal communications on mental toughness with low value category. You could say the need for mediation that interconnects both as said influential factor in mental fortitude.

The mediation is the encouragement of achievement motivation is transmitted through a communication, mediation was necessary because as a benchmark or as a companion of the objectives that have been planned, in this research achievement motivation serve as a mediating variable to measure how strong the relationship between interpersonal communication with mental toughness, because obviously described above if the athlete has a good

mental toughness they would have doubled achievement motivation.

The relationship between the effectiveness of interpersonal communication and achievement motivation and mental toughness results showed that there is a relationship between the effectiveness indirectly interpersonal communications on mental toughness, through the mediation of achievement motivation athletes. As for the correlation is 0.512, meaning indirect relationship between interpersonal communication on motivation excel in the strong category.

Based on the results of path analysis (path analysis) using strategy causal step obtained coefficient c' (direct effect = 0.316) were statistically significant, while the coefficients a and b significant, meaning that there is a model of mediation between these variables. This suggests that mediation happens is partial mediation (partial mediation). In addition the results of direct and indirect relationships, the value of the coefficient c' and ab is positive (having the same sign), it can be said that the mediation model in this study is consistent and positive effect. The results of the study with strategy the product of the coefficient obtained value of z (1.65) $< z$ absolute (1.96) so that there is no significant indirect influence on the effectiveness of interpersonal communication on mental toughness athletes. In other words, the effectiveness of interpersonal communication affects the mental toughness of athletes, but athletes need their achievement motivation. This research shows that when the athlete achievement motivation as a mediator partially regressed to the effectiveness of interpersonal communication on mental toughness athlete, was able to answer their indirect influence consistently and positively.

When an athlete has a mental toughness athletes obtained from the exercise, the tendency of attitudes and behaviors will change as good or in bad what is learned. But not forever these trends prevail, because there are other factors beyond the athlete's level of mental toughness that may be the cause. There are times when a person who has a certain mental toughness, and good interpersonal communication is established, it does not mean they do not know what to do, but rather to form a belief about what they do as a choice or their expectations.

The effectiveness of interpersonal communication does not just affect the mental toughness of athletes in a positive way, it could be the opposite, because individuals tend to give value on his ability alone. Here can happen no direct influence on the effectiveness of interpersonal communication on mental toughness athletes. Therefore, achievement

motivation acts as a mediator between the two, when the effectiveness of interpersonal communication are good, will support the athlete's level of achievement motivation, then the mental toughness will be higher.

Because the things that must be considered in mental toughness suggested four issues of mental toughness needs to be realized by the coach and the athlete are: 1) To improve mental toughness, one must increase awareness of themselves, 2) Improve mental toughness, one must combine psychological skills along with physical and tactical skills, 3) To improve mental toughness, one should remain positive, 4) increase mental acuity. (MS Omar-Fauzee, Wipoj Chansem, Raweewat Rattanakoses Mohamad Nizam Nazaruiddin, Vincent Parnabas, Mohd Hafiz Rosli, 2013) why the four problem might be addressed because it allows you to solve problems that are generally better than the opponent a lot like (the demands of competition, training, and lifestyle) that sport where the players, and in particular, more consistent and better than his opponent, focus, confidence, and control when under pressure. (Hanton, 2002).

5 CONCLUSIONS

Based on the analysis and findings in this study be concluded as follows:

- Interpersonal communication significantly affects achievement motivation athletes. But the results of these relationships are included in the low category.
- There is a relationship between the effectiveness of interpersonal communication with athlete's mental toughness. This relationship is included in the low category, meaning that the effectiveness of interpersonal communication significantly affect the athlete's mental toughness
- There is a relationship between interpersonal communication effectiveness with mental toughness and achievement motivation of athletes. The relationship between mental toughness and achievement motivation of athletes are included in the medium category. Athlete achievement motivation acts as an intervening variable. Mediation happening is a partial mediation (partial mediation) and a mediation model in this study is consistent and positive. In other words, the effectiveness of interpersonal communication affects the mental toughness of athletes, but athletes need their achievement motivation in advance, which

means that communication will provide a higher impact of achievement motivation. This shows the model of mediation (intervening variables).

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