

# Analysis of Learning Experience Entrepreneurship to Entrepreneurial Enterprises

A. Abriani Nur

*Postgraduate State University of Surabaya, East Java, Indonesia*

**Keywords:** Experience of Entrepreneurship Learning, Interest in Entrepreneurship.

**Abstract:** The process of change that occurs in a learning person is characterized by the presence of visible behaviour change symptoms, so the learning experience becomes an important need in learning. This type of research is quantitative. Looking at the existing problems, then this research into the explanatory research category that will explain the influence of independent variables on the dependent variable. Data collected from questionnaires distributed to students with a total of 120 respondents. Based on the results of data analysis with simple linear regression showed that testing of entrepreneurship learning experience variable (X) to entrepreneurship interest (Y) obtained t-count = -2.913 while t-table = -1,657 or t-count > t-table with sig value. 0.004 is smaller than 0.05. The results of this study concluded that there is a significant effect (significant) variable (X) on the variable (Y) in SMK PGRI 3 Sidoarjo.

## 1 INTRODUCTION

Learning is not just a gathering of knowledge, but learning is a mental process that occurs within a person causing the appearance of behavioural changes. In the learning process, self-knowledge or self-identity is very important in self-empowering efforts. Introduction to self also means we recognize the strengths or strengths we have to achieve the learning outcomes we expect. On the other hand it also means we recognize our own weaknesses so that we can seek to constructive ways to overcome those weaknesses. If the personal weaknesses of the self we do not understand well, then potentially leads to unsuccessfulness. Through the process of learning, teachers are required to be able to guide and facilitate students so that they can understand the strengths and abilities they have, to further motivate students to be encouraged to work or learn as well as possible to realize success based on their abilities.

Entrepreneurship is one way of economic development of the State of Indonesia to be better and advanced. Now we face the fact that the number of Indonesian entrepreneurs is still small and the quality cannot be said to be great, so the issue of Indonesian entrepreneurship development is an urgent issue for the success of development. Entrepreneur is a decision maker who helps the establishment of a free

enterprise economic system. The entrepreneurial career can support the welfare of society, generate real financial rewards. Entrepreneurs in various industries help the economy by providing jobs and producing goods and services for consumers domestically and abroad. Although giant companies attract the attention of many public but small business and its entrepreneurship activities at least give a real contribution to the social life and the world economy, so to build an atmosphere entrepreneurship, then an organization must implement supporting procedures.

Economic development will be more successful if supported by entrepreneurs who can open jobs because the ability of the government is very limited. The government will not be able to work on all aspects of development because it requires a lot of budget, personnel, and supervision. This is in line with Sunter's statement by manuere (2013) in Novi trisnawati (2014: 1) in his research that entrepreneurship is an important element in the dynamics of the national economy and is seen as the engine driving economic growth and job creation. Therefore, entrepreneurship is a development potential, both in quantity and in quality of entrepreneurship itself.

Developing entrepreneurship interests should start with teenagers. Because basically adolescent is a figure of intelligent and creative. Unfortunately, their creativity is not maximally developed, because

creative teenagers are teenagers full of imagination and able to create something new and beneficial for themselves and for everyone. Just as teenagers now often spend their time developing their creativity by making any craft by having many ideas, discovering new discoveries and mastering new technology. Obviously will have a better chance, income than those who do not have it. Therefore, creative attitudes and behaviours and talents need to be developed early on. It makes the human resources of Indonesia that will come more qualified, not victim of technology can actually control the technology so as to improve their standard of living. Therefore, the role of Vocational High School (SMK) PGRI existing in Sidoarjo have the opportunity to develop entrepreneurship and build the economy by utilizing the stage of adolescent development, educating students to entrepreneurial interests. Efforts to develop interest in entrepreneurship in SMK PGRI 3 Sidoarjo one of them with the learning of Entrepreneurship.

So it can be said that by having knowledge or experience of entrepreneurship enough then the student is likely to have a strong entrepreneurial interest, which in the future will encourage to entrepreneurship. So the authors are interested to examine the "Analysis of Entrepreneurship Learning Experience of Interest in Entrepreneurship in SMK PGRI 3 Sidoarjo Program" with the aim of analyzing the influence of knowledge or entrepreneurial experience of student entrepreneurship interests.

## 2 LITERATURE REVIEW

### 2.1 Entrepreneurs

According to Joseph Schumpeter Entrepreneurs or entrepreneurs are people who break the existing economic system by introducing new goods and services, by creating new organizational forms or processing new raw materials. In this definition it is stressed that an entrepreneur is a person who sees opportunity and creates an organization to take advantage of the opportunity.

According to Savary, an entrepreneur is a person who buys goods for a fixed price, even if the person does not know yet what the price of the goods or the economy will be sold later.

Cantillon defines an entrepreneur as a risk taker, exemplified to farmers, traders, craftsmen and other business owners who dare to buy raw materials at an undetermined price, therefore these people work in risky situations.

Thus entrepreneurs are people who have the values and entrepreneurial spirit that is in him, as able to read opportunities that exist, Create business activities, and have the courage to take risks with the capabilities it has.

### 2.2 Can entrepreneur's entry?

A few decades ago there was an opinion saying that entrepreneurship cannot be taught. But now Entrepreneurship is a subject that can be taught in schools and has grown very rapidly.

In developed countries the growth of entrepreneurs brings a remarkable economic increase. These new entrepreneurs have enriched the market with innovative new products. The transformation of entrepreneurial knowledge has developed in recent years. Similarly in our State entrepreneurial knowledge is taught in elementary schools, high schools, colleges, and in various business courses. So the entrepreneurial conclusion can be taught.

### 2.3 Entrepreneurship and training education

Entrepreneurship education and training are growing rapidly in Europe and the United States either in the courses or at the University. Entrepreneurship courses are given in the form of study program concentration. Some of the courses that are given aims include:

- Understand what the role of the company in the economic system
- The advantages and disadvantages of different forms of the company
- Know the characteristics and processes of entrepreneurship
- Understand product planning and product development processes
- Be able to identify business opportunities and create creativity and establish cooperative organizations
- Be able to identify and locate sources
- Understand the basics: marketing, finance, production, able to lead the business, face the challenges of the future.

In another aspect of courage to form entrepreneurship driven by teachers in schools, schools that provide practical and interesting entrepreneurial subjects can arouse students' interest in entrepreneurship, as happened at MIT alumni, Harvard University and several other universities. Encouragement to form entrepreneur also comes from friends of the neighborhood, environment Family, friends where they can discuss about the entrepreneurial idea of the

problem at hand and how to solve the problem. Formal education and small business experience owned by a person can be a major potential to become a successful entrepreneur. Therefore it is said that entrepreneurs are not born they develop. (Hisrich Peters, 1995)

## 2.4 Interest

The interests of students in entrepreneurship differ from each other because interest is a tendency to do things with feelings of pleasure, desire, and attention that comes from within yourself as well as other factors that affect it such as environment and knowledge. While entrepreneurship is an activity that is done because it sees the opportunity then created a new thing to take advantage of these opportunities.

In the interest of entrepreneurship there are factors that influence entrepreneurship interest that is according to Alma (in Novi trisnawati, 2014: 23) states there are 3 factors that influence interest in entrepreneurship are:

- a. Personal, which concerns aspects of a person's personality
- b. Sociological, which concerns the relationship with family and other social relationships.
- c. Environmental, which concerns the relationship with the environment.

Therefore, with the factors that influence entrepreneurship interests need an indicator to measure entrepreneur interest. According to Super and Crites disclosed by Sukardi (in Novi trisnawati, 2014: 25) that someone who has an interest in a particular object can be known from the expression / speech, action / action, and by answering a number of questions.

- a. Disclosure / expression (expressed interest)  
A person with an interest in entrepreneurship will express (expressed interest) with speech or disclosure. A person may express his interest or choice with certain words. For example someone who is interested in entrepreneurship in the textile then said that he wanted to open a boutique business.
- b. Action / action (manifest interest)  
A person who expresses his interest with actions / deeds related to matters relating to his interests. A person with an interest in entrepreneurship will take actions that support his efforts.
- c. Answering a number of questions (inventoried interest)  
A person's interest can be measured by answering a certain number of questions or a

sequence of choices for a particular group of activities.

Development will be more successful if supported by entrepreneurs who can open employment. Therefore, entrepreneurship is a potential development, both in quantity and in the quality of entrepreneurship itself. Nowadays we face the fact that the number of Indonesian entrepreneurs is still small and the quality cannot be said to be great, so the issue of Indonesian entrepreneurship development is an urgent issue for the success of development. Today, many young people are becoming interested and glancing at the business profession that promises a brighter future. Beginning by the officials' children, graduates and diploma graduates from college, have already started to work in the business field. Today's teenagers, with diverse backgrounds of the parent profession start to direct their eyes to the field of business. This is driven by competitive conditions among the tough job seekers.

## 3 METHODS

This research uses quantitative approach by using explanatory research type which describes simple linear regression, between two variables that is free variable and dependent variable. In this study the dependent variable of entrepreneurship interest (Y) and the independent variable is the entrepreneurial learning experience (X). The population in this study were students of SMK class XI amounted to 215 people while the sample taken as many as 120 people. The sampling technique used in this study using proportional random sampling.

Data collection methods used in this study are questionnaires, and documentation. The questionnaire provided reveals the varied learning experiences of entrepreneurship and entrepreneurial interest. Data analysis method used in this research is simple linear regression with the help of SPSS version 22.0 for windows. Where simple linear regression analysis is used to know the direction of relationship between independent variable (X) with dependent variable (Y)

Whether positive or negative and to predict the value of the dependent variable if the value of the independent variable increases or decreases.

## 4 RESULTS AND DISCUSSION

As previously discussed, the data is collected from questionnaires distributed to students with a total of 120 respondents. Based on the results of data analysis with simple linear regression, shows that testing Output summary model explains that the value of correlation / relationship R is equal to 0.259 and explain the percentage of the influence of free variables to the dependent variable called coefficient of determination which is the result of squaring R. from The output obtained coefficient of determination R<sup>2</sup> of 0.067, which implies that the influence of independent variables (Trust) on the dependent variable (Participation) is equal to 6.7%

The Annova output section explains whether there is a significant (significant) effect of the Trust (X) variable on the Participation (Y) variable. Of the output shows that F calculated = 8.497 with the level of significance / Probability 0.004 <0.05, then the regression model can be used to predict the variable participation

The output of the coefficients section in column B in constant (a) is 29.369, while the value of Trust (b) -0.234 so that the regression equation can be written:

$$Y = a + bX \text{ or } 29.369 + -0.234X$$

The coefficient b is called the regression coefficient of direction and states the average change of variable Y for each variable X change for one unit. This change is an increase if b is positive and decreases when b is negative. So from the equation can be translated:

- 1) The constant of 29,369 states that if there is no Trust value then the value of Participation is 29.369
- 2) The regression coefficient X of -0.234 states that each addition of 1 Trust value, then the value of Participation increases by -0.234

### Meaning of Simple Regression Test Result

In addition to describing the regression equation, this output also shows the significance test with t test that is to know whether there is a significant influence (significant) Trust (X) variable itself (partial) to the variable Participation (Y).

### HYPOTHESES:

Ho: There is no significant (significant) effect of trust (X) variable to the variable Participation (Y)

H1: There is a significant (significant) influence of trust (X) variable to the variable Participation (Y)

From the obtained output, it is known that the value of t arithmetic -2.913 with the significance value of 0.004 <0.05 then Ho is rejected and H1

accepted, which means there is a significant influence (variable) Trust (X) variable to the Participation (Y) variable.

The results of this study concluded that the entrepreneurial learning experience has a positive and significant effect on the interest of entrepreneurship (Y) in SMK 3 PGRI Sidoarjo. Therefore, the better the students' understanding of entrepreneurship learning experience, the higher the students entrepreneurship interest.

In making a work, not only the theory is needed. Because deep theory without any practice in realizing such knowledge still does not produce a product that can be used directly. A person who has the ability to combine theory and practice to produce something means that person can already be said to have an entrepreneurial spirit. That is what is currently being sought to be embedded in students to be able to achieve a better life in the future with the skills it has.

The results of this study is supported by research from Andhika Wahyudiono (2016) which states that entrepreneurship education, entrepreneurship experience and gender can be a positive and significant influence on entrepreneurship attitude in faculty of economics students of Muhammadiyah University of Surabaya. Research Budi Wahyono, et al (2015) also stated that entrepreneurship education has a positive impact on the intention of entrepreneurship SMK Negeri 1 Pedan Year 2013. In addition, strengthened research also from Lukman Fadhiliya, et al (2014) which states that 1) the characteristics of entrepreneurial spirit proved to have a high impact on entrepreneurial success, 2) dominant factors that influence success. Entrepreneurship in having clear vision and goals, confidence (self-confidence), and having a leader's spirit, 3) positive and significant vision and goals impact on entrepreneurial success, confidence and significant negative effects on the success of entrepreneurship, soul leader, and A significant positive effect on entrepreneurship success.

## 5 CONCLUSIONS

Based on the results of research that has been done then it can be concluded that the entrepreneurial learning experience has a significant effect on student entrepreneurship interest SMK PGRI 3 Sidoarjo.

## REFERENCES

- Aunurrahman, 2010. *Learning and Learning*. Pub-lisher CV Alfabeta, Bandung.
- Alma, B., 2011. *Entrepreneurship for stu-dents and the public*. Publisher CV Alfabeta, Bandung.
- Sumarsono, S., 2013. *Entrepreneurship*. Pub-lisher Graha Ilmu, Yogyakarta.
- Trisnawati, N., 2014. *Effect of Entrepreneurship Knowledge and Family Social Support on Stu-dents Entrepreneurship Interest SMK Negeri 1 Pamekasan*. Comprehensive Paper: Universitas Negeri Surabaya.
- Lukman, F. et el., 2014. *Analysis of Factors Affecting Entrepreneurship Success In SMK Alumni In Purworejo District*.
- Saiman, L., 2015. *Entrepreneurship Theo-ry, Practice, and Cases*. Publisher Salemba Four. Jakarta.
- Riduwan., 2015. *Measurement Scale of Research Variables*. Publisher CV Alfabeta, Bandung.
- Wahyudi, A., 2016. *The Influence of Entre-preneurship Education, Entrepreneurship Experience, and Sex on Entrepreneurial Attitude In Student Faculty of Economics, University of Muhammadiyah Surabaya*. Vol. 4. No. 1. April 2016
- Widarjono, A., 2007. *Econometrics Theory and Applications for Economics and Business, Second Edition, First Matter, Ecclesiastical Publisher Faculty of Economics UII, Yogyakarta*

SCITEPRESS  
SCIENCE AND TECHNOLOGY PUBLICATIONS