

# ***Efforts To Improve Entrepreneurship Competency Of Vocational High School Graduates***

## **Upaya Peningkatan Kompetensi Kewirausahaan Lulusan SMK**

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### **ABSTRACT**

*This article aims to describe efforts in increasing entrepreneurship competency in vocational graduates. This research is a descriptive type research with a qualitative approach. Data collection techniques are interview, observation and documentation. The data that have been collected will be processed and the data processing is conducted by triangulation, reduction, data presentation, and drawing conclusions.*

*The efforts to improve entrepreneurship competence of vocational high school graduates must be done by all parties, both from teachers and school principal. It is because of entrepreneurship competency of vocational high school graduates is still low. Therefore, there is a need for efforts to improve entrepreneurship competency of vocational high school graduates who greatly influence one another, namely the efforts conducted by teachers and the efforts conducted by the principal / educational institution concerned. This can be done through the application of team method. Through this article, it is hoped that it can develop and be useful in making consideration in an effort to improve the competency of vocational high school graduates.*

### **KEYWORDS**

*Entrepreneurship, competence, students*

### **1. INTRODUCTION**

*The aim of Vocational High Schools carry out the learning process is teaching both with theory and practice which take place in schools and in the work industries are expected to produce quality graduates who are ready to compete in the workforce. However, the number of job vacancies currently available are not balanced by the increasing number of Vocational High School graduates,*

*so that many Vocational High School graduates are unemployed and do not have jobs. In addition, in the era of the industrial revolution 4.0, innovative entrepreneurs are able to produce creative products and take advantage of opportunities in the free trade market. Schools are required to be able to educate their students so they don't only think about applying for jobs when they graduate. Every Vocational High School is also important to be able to develop an entrepreneurial spirit. This is so that when students graduate from a vocational high school they will have the competency to start a business or entrepreneurship.*

*Based on interviews with graduates, grade XII students, and MGMP vocational teachers in Bandar Lampung, entrepreneurship learning has not been carried out optimally. That is because there is a gap between productive teachers and entrepreneurship teachers in planning and implementing entrepreneurship subjects. It is necessary to apply appropriate learning method with the assistance of the role of the principal, cooperation between study program teachers and entrepreneurship teachers as well as strong motivation from students is an effort to improve the entrepreneurship competency of vocational*

*High School graduates. Through discussions related to efforts in improving entrepreneurship competency of Vocational High School graduates, it is expected that problems related to low entrepreneurial competency can be solved. So that the objectives of entrepreneurial learning subject can be achieved.*

### **2. METHOD**

*Descriptive research is collecting data based on factors that support the object of research, then analyzing these factors to look for its role (Arikunto, 2010: 151). The research method used was the method of collecting data in ways that will be taken to obtain data, this data collection directly observes to the field to obtain the required amount of data.*

*The data collection methods used in this study were as follows:*

#### *2.1 Observations*

*Observations were conducted to observe directly about the efforts to improve entrepreneurial competency of Vocational High School graduates in Bandar Lampung. The things that will be observed by researchers are the level of competency of grade XII students, the entrepreneurship teacher teaching system and the principal's policies related to improve students' entrepreneurial competency.*

#### *2.2 Interview*

*Interviews were conducted to reveal data that could not be disclosed through observation. Researchers conducted interviews with alumni, students, study program teachers, entrepreneurship teachers and school principals about entrepreneurial competencies.*

#### *2.3 Documentation*

*Documentation studies were carried out by studying written data about graduates data who involved in entrepreneurship, teacher and principal evaluation reports, photographs or documentations need to be carried out as reinforcement or physical evidence in conducting research. Efforts to maintain credibility in research are through the following steps (Sugiyono, 2012: 270). The data that has been collected will be processed and the data processing is conducted by triangulation, reduction, data presentation, and drawing conclusions.*

##### *2.3.1 Triangulation*

*Triangulation is a data validity checking technique that utilizes something other than data as a comparison of that data. There are three types of triangulation, namely triangulation with sources, triangulation with techniques, and time triangulation. In this article the author uses triangulation by using a source that is by checking the effort data in improving entrepreneurship competence of SMK graduates.*

*2.3.1 Reduction is to summarize, choose the main things, and focus on important things. That way, the reduced data will give a clearer picture. In this article, researchers focus on efforts to improve entrepreneurship competency of Vocational High School graduates*

*2.3.2 Data Presentation After the data has been reduced, the next step is to present the data. The data is presented in the form of narrative text and by grouping according to the respective sub-chapters.*

*2.3.3 Conclusions after the data is presented, the next step is conclusion. After describing the various data that have been*

*obtained, researchers make conclusions that are the results of a study.*

### **3. RESULT AND DISCUSSION**

*According to observations and observations, there is still a lack of entrepreneurial competency of Vocational High School graduates. The things that become difficulties are the lack of participation or motivation of students during entrepreneurship learning, there is no optimal collaboration between the principal as a policy maker, study program teacher and entrepreneurial teacher.*

*Therefore, on entrepreneurship subjects it is necessary to develop a lesson plan in accordance with needs in the era of the industrial revolution 4.0 and can be conducted by team teaching method. The other, there are many international vocational schools to face competition in the era of globalization (Dony Muhandiansyah,dkk, 2010:6). The lesson plan that's currently used is the results of data collection in the field of entrepreneurship lesson plan that has not emphasized the needs of the industrial revolution era 4.0 and the lack of collaborative learning methods between study program teachers and entrepreneurship teachers. The existence of lesson plan that suits your needs and the application of team teaching methods is expected to improve entrepreneurship competency of Vocational High School graduates and competency improve if student do practice (Nelly Syarifah :2013).*

*Entrepreneurship education is related to entrepreneurship learning, learning through entrepreneurship, and learning about entrepreneurship (Gibb, 2005). Furthermore according to McFarland (2017: 271) Entrepreneurship education provides tangible benefits, such as promoting business start-ups, also has wider market potential. Rachma Fitriati and Tutie Hermiati (November 2010) which states that a person's entrepreneurial competence increases supported by environmental support, complete facilities and infrastructure. One of the efforts to increase entrepreneurial competence is by developing learning tools. Developing syllabus and lesson plan of Vocational High School's are one of the main tasks in planning learning. Vocational School Syllabus and 2013 lesson plan Revised in 2017 should be arranged based on the 2016 vocational spectrum expertise.*

*Preparing the syllabus and Vocational School Vocational School carefully initiates the learning of 21st Century skills that have been adopted in Vocational High School graduates' competency standards and serves as a reference for developing core competencies for Vocational School basic competencies. Syllabus and lesson plan of Vocational High School curriculum revised in 2017 should have characterized 21st century learning skills commonly known as 4C, namely*

*Critical Thinking, Creative Thinking, Collaborating, And Communicating which need to be supported by the development of literacy and life skills.*

*Making lesson plans can be realized by the team teaching method. According to Davis (1995), the basic concept of team teaching is that all educators involved in team conduct; planning, content integration, teaching, and evaluation. In addition, according to Dieker & Murawski (2003) team teaching is described as two or more equal*

*Teachers in the status of working together and giving instructions in the classroom. Based on this case, it can be seen that the making process of lesson plans using team teaching methods involves various elements in planning to evaluation so as to optimize the achievement of learning objectives.*

#### 4. CONCLUSION, SUGGESTION AND RECOMENDATION

*Android-based educative game learning media Based on the research data it can be concluded that there needs to be an effort to improve entrepreneurship competency of Vocational High School graduates. This can be realized with the role of the principal as a policy maker, productive teacher and entrepreneurial teacher, as well as student motivation in entrepreneurship subjects. The form of collaboration can be outlined in designing an appropriate learning method.*

*This method can be conducted by making lesson plans that are in accordance with the needs of the industrial revolution 4.0 which are made using a team teaching method where the role of each element is required. So that efforts in improving entrepreneurial competence for vocational graduates can run optimally. This study is also part of a community service study in the training of making entrepreneurial lesson plan and team teaching method training in Vocational High School.*

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