
CONTRIBUTION OF LEARNING OUTCOMES IN DEVELOPING ENTREPRENEURIAL ABILITY

**Syuraini Syuraini,
Silviana Silviana,
Ilpi Zukdi**

Email: syuraini@fip.unp.ac.id

ABSTRACT

The purpose of this study was to see an overview of entrepreneurial skills and the relationship between learning outcomes of training in embroidery skills and the entrepreneurial ability to learn citizens. This research is of a correlational type with a population of all learning citizens who participated in embroidery skills training in 2018 totaling 20 people. The entire population was made by respondents. The data collection technique used a questionnaire. Data analysis techniques using percentage calculations and Rank Order Correlation. The results showed that there was a significant relationship between learning outcomes of training in embroidering skills and the entrepreneurial ability to learn citizens. Based on the results of the study, it is recommended that tutors or assistants in training in embroidery skills be able to increase mastery of learning citizens in various ways including adjusting teaching methods to the conditions of learning citizens, providing motivation in learning so that learning outcomes are good. With good learning outcomes, it is hoped that learning citizens will have good business skills as well teaching materials, beginning reading, fable media.

Key Word:

Learning Outcomes, Entrepreneurial Ability, Learning Citizens

INTRODUCTION

Education is one of the basic human needs to improve the quality of life to achieve a more advanced and prosperous life level. Therefore, every future generation of the nation should have the expertise and competence to bring themselves in a better direction. One of the competencies that must be possessed by young people who are interested in the business world, namely entrepreneurial competence so that they can improve the business they do.

In 2019, field conditions showed 20 participants who had completed learning embroidering skills at the Surya Padang Community Learning Activity Center (PKBM). Of the 20 people who have succeeded or graduated, only 7 people (35%) are already entrepreneurs, 8 people (40%) are not entrepreneurs, and 5 people (25%) are working other than self-employment.

From these data, it can be seen that the entrepreneurial skills of learning citizens are still low. This also means that the knowledge gained during learning in embroidery training has not been properly applied and developed. If you pay attention to the learning achievement obtained after going through the learning process, both knowledge, abilities, skills, and changes in one's behavior are also low. The expected learning achievement is an achievement that provides skills especially in the field of embroidery. This ability will be applied in entrepreneurship. Entrepreneurial ability is a person's ability to run a business under the knowledge and skills he has. According to Soedjono (in Suryana, 2013) entrepreneurial abilities are the benefit and entrepreneurial behavior that combines innovation, creativity, the courage to face risks to obtain business opportunities that are done with hard work. Something new and which has rarely happened so far is the ability to adapt some of the knowledge that has been acquired so that a broad road can be seen before the trainees who have completed their education. Entrepreneurial skills that are expected to become one's expertise when running a business are full of innovation, creativity, the courage to face risks, and hard work.

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In this study, it will try to describe the relationship between learning outcomes of training in embroidering skills and the entrepreneurial ability to learn citizens as seen from learning outcomes, creativity, innovation, hard work, and the courage to take risks. This is something new where most people only see the success of the product obtained, in terms of success not only measured by the money earned but hard work, creativity, innovation, and the courage to take risks are very important to achieve greater results.

RESEARCH METHOD

The research category used in this research is correlational quantitative. The population is 20 participants who have completed training in embroidery skills. Due to the small population, all of them were sampled. Thus, the respondents in this study were 20 people. Sources of data in this study were learning citizens who attended embroidery skills training.

The data collection technique used a closed questionnaire given to learning citizens. The steps for developing the instrument were initiated by making a grid according to the variables described in the operational definition. Next, make a statement for each item according to the existing grid. Before the questionnaire was distributed to the respondents, the instrument was tested first.

Data collection was carried out by the following steps: 1) identifying the address, cell phone number, and WhatsApp of each respondent. 2) Contacting the respondent by telephone and WhatsApp to ascertain their whereabouts. 3) after getting certainty, the researcher asked the respondent's willingness to meet him. 4) Under the time and place specified, the researcher meets him to ask the person concerned to fill out a questionnaire. According to experience in meeting with respondents to fill out the questionnaire, some immediately filled it out when contacted, but some asked for a few days to complete it. 5) According to the promised time, the researcher picks up the questionnaire that has been given. The questionnaire was given to learning residents by meeting them individually one by one at their respective addresses. This was done because the learning residents were no longer at the training venue because they had completed their training and had carried out entrepreneurial activities. However, there are still some learning citizens who can be found at the training venue because the institutions are used as companions for learning residents who are conducting training.

The data analysis technique used the formula percentage and rank-order correlation. The percentage is used to see a description of the entrepreneurial ability to learn citizens, while the rank order correlation is to see the relationship between learning outcomes and entrepreneurial abilities.

RESULT

The purpose of this study was to see an overview of the entrepreneurial skills of learning citizens and the relationship between learning outcomes of training in embroidering skills and the entrepreneurial abilities of learning citizens at PKBM Surya Padang. The following will describe the results of each of these variables.

Description of Entrepreneurial Ability of Learning Citizens at PKBM Surya Padang

Entrepreneurial ability can be seen from four components, namely creativity, innovation, hard work, and the courage to take risks. The following will describe each of the results.

Creativity

The entrepreneurial ability of the citizens learns at PKBM Surya Padang with the sub-variables of creativity in entrepreneurship: (1) fluency with 2 statement items; (2) flexibility in entrepreneurship with 2 statement points; (3) authenticity with 2 statement items.

The results of the data analysis showed that the entrepreneurial ability of learning citizens in the creativity sub-variable was 27.5% of participants always giving statements, 20.83% of participants giving frequent statements, 35.0% of participants giving statements sometimes, and 16.66% of respondents giving statement never.

Based on the data describing creativity in entrepreneurship in PKBM Surya Padang, it can be concluded that the training participants who had poor creativity were 35.0%. When depicted with a histogram, it can be seen in Figure 1.

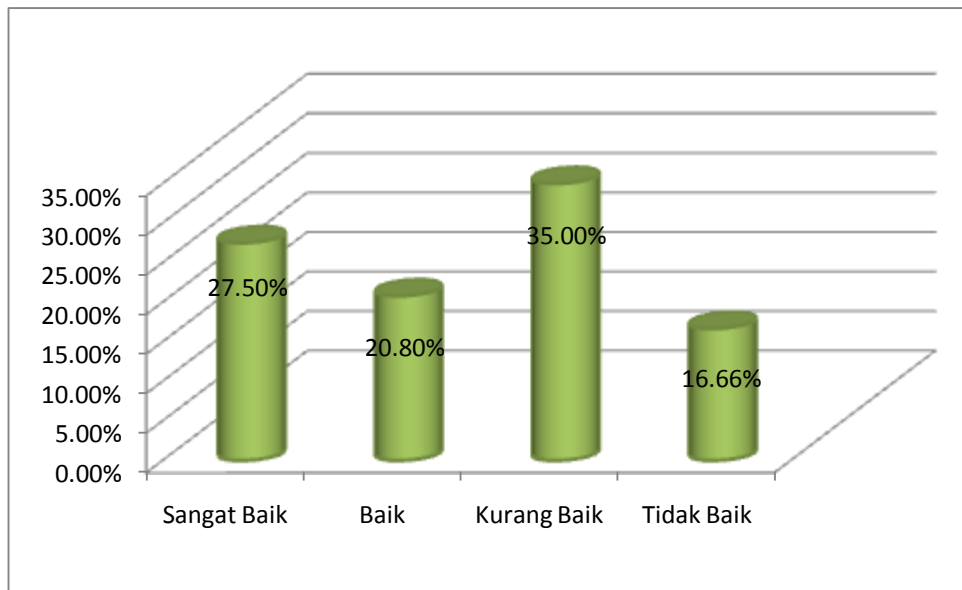


Figure 1. Histogram of Creativity Sub-Variable Score Distribution

The data in Figure 1 shows that creativity in entrepreneurship in learning citizens is categorized as poor (low), it can be seen from the percentage of respondents choosing alternative answers that are categorized as unfavorable with the highest number of 35.0%. It can be concluded that the creation of learning citizens in entrepreneurship at PKBM Surya is categorized as poor. This means that learning citizens who have been trained in needlework have not shown brilliant results, even their ability to apply the knowledge they have acquired has not been implemented properly.

Innovation

The description of the entrepreneurial ability of learning citizens seen from the aspect of innovation was 27.5% of participants always gave statements, as many as 30.0% of respondents gave frequent statements. From table 2 it is known that the entrepreneurial innovation of learning citizens at PKBM Surya Padang has looked good, it can be seen that the results of the analysis illustrate that the highest score is at score 3 (often) with a percentage of 30.0%. Learning residents have good innovation in running an embroidery business. If it is depicted with a histogram, it can be seen in Figure 2.

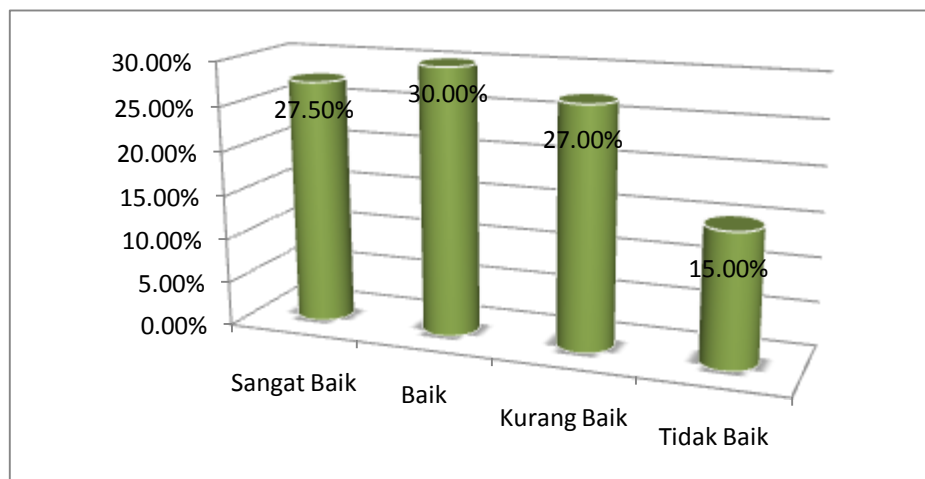


Figure 2. The distribution histogram of the Sub Variable Innovation Score in PKBM Surya Padang

The results of data analysis in Figure 2 state that the innovation of learning citizens in entrepreneurship is in a good category, this can be seen from the percentage of participants who choose alternative answers, often categorized as good with the highest number of 30.0%. It can be concluded that the innovation of learning citizens in entrepreneurship at PKBM Surya Padang is categorized as good. This means that there are already visible reforms made by learning citizens when they have started to try.

Hard Work

Data about the description of the entrepreneurial ability of learning citizens from the aspect of hard work is revealed through 2 indicators with 4 items. The description of the entrepreneurial ability of learning citizens is seen from the aspect of hard work as many as 27.5% of participants always gave statements, 25.0% of participants gave frequent statements, 31.25% of participants gave statements sometimes, and 16.25% of participants gave statements statement never.

From the data above, it can be seen that the hard work of learning citizens in entrepreneurship at PKBM Surya Padang is categorized as poor, it can be seen that the results of the analysis illustrate that the highest score is 2 (sometimes) with the percentage of 31.25%. People learn to work hard in running an embroidery business. If depicted with a histogram it can be seen in Figure 3.

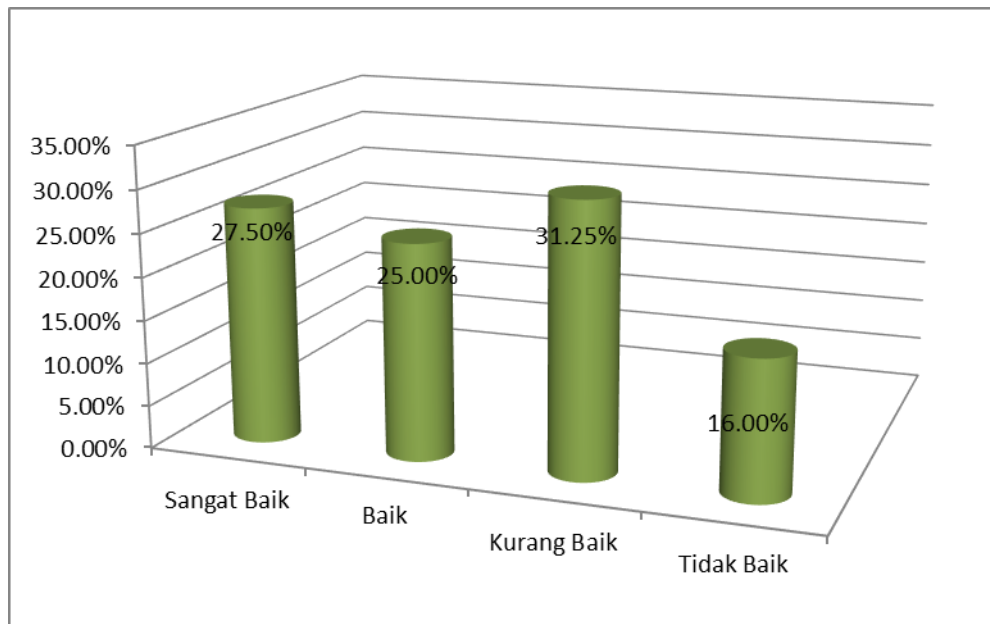


Figure 3. Histogram Distribution of Hard Work Sub Variable Score

The results of data analysis in Figure 3 show that the hard work of learning citizens in entrepreneurship is categorized as poor (low), it can be seen from the percentage of participants choosing the answer options sometimes which are categorized as poor with the highest number of 31.25%. It can be concluded that the hard work of learning citizens in entrepreneurship at PKBM Surya Padang is categorized as lacking. This means that learning citizens do not have the habit of working hard in carrying out entrepreneurial activities. What is being done at this time is still in mediocrity.

Dare to take risks

Data about risk-taking is revealed through 4 indicators with 6 items. The results of data processing showed that 20.62% of participants gave statements always, 18.75% of participants gave frequent statements, 36.88% of participants gave statements sometimes, and 23.75% of participants gave statements. statement never.

Based on the results of the description of the courage to take risks in PKBM Surya Padang with the highest score of 36.88% of participants gave statements sometimes, which was categorized as unfavorable. It can be concluded that the courage to take the risk of learning citizens in entrepreneurship at PKBM Surya Padang is categorized as poor. If it is depicted with a histogram, it can be seen in Figure 4.

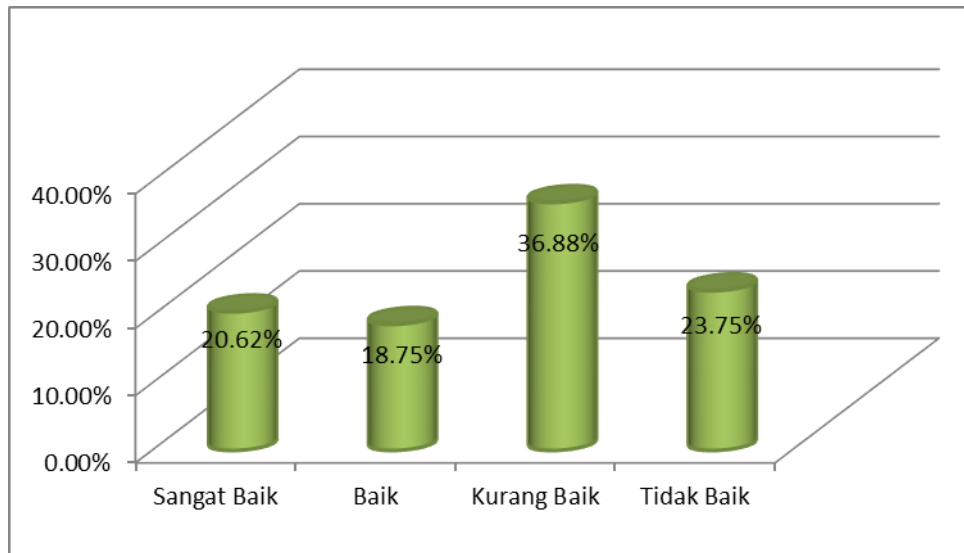


Figure 4. Histogram Distribution of Sub-Variable Scores for Courage in Taking Risks

The results of the data in Figure 4 show that the courage to take the risk of learning citizens in entrepreneurship is categorized as poor, it can be seen from the percentage of respondents choosing alternative answers sometimes which are categorized as unfavorable with the highest number of 36.88%. This means that there are still many learning citizens who have not been maximal in running their business because they do not dare to take risks.

Relationship between Learning Outcomes of Embroidering Skills Training and Entrepreneurial Ability of Learning Citizens at PKBM Surya Padang

Based on data analysis using the spearman formula rho with r count = 0.714 and after being consulted with r table = 0.444 with $N = 20$, it can be seen that r count $\geq r$ table both the error rate is 5% (0.444) and the error rate is 1% (0.561), where $r_{hitung} \geq r_{tabel}$. This means that the lower the learning achievement of the participants, the lower their entrepreneurial ability. Thus it can also be said that the learning outcomes of a skill greatly affect a person's success in entrepreneurship because learning not only understands science but also has skills and attitudes as an entrepreneur.

DISCUSSION

Based on the research results, there is a significant relationship between the learning outcomes of the embroidery skills training and the entrepreneurial skills of the learning citizens at PKBM Surya Padang. To be more convincing about the findings of this study, several things need to be discussed as follows:

Low learning outcomes will harm entrepreneurial skills. Because the entrepreneurial ability grows if the learning or training results are good so that later it will have a good impact on his entrepreneurial ability. This is in line with Purwandi's opinion (in Saepuddin, 2015; Daliman, Santi Sulandari, & Iffah Rosyana, 2019) that the impact of training on increasing entrepreneurial skills is positive. This means that the training provided if it is absorbed properly so that learning outcomes are high, it will have an impact on high business ability as well. Furthermore, Fauzia (2013) explains that her research shows that learning outcomes have a significant impact on the entrepreneurial readiness of learning citizens. In other words, the impact of the training carried out has a positive and significant contribution to the training participants' business abilities. From some of the opinions above, the researcher can conclude that the higher the learning outcomes of the learning community's training, the higher their entrepreneurial skills, and their business will develop. And conversely, the lower the learning outcomes of the learning community, the lower the entrepreneurial skills.

Entrepreneurial Ability of Citizens Learned at PKBM Surya Padang

The results showed that several abilities that entrepreneurs must possess including creativity, innovation, hard work, and the courage to take risks are still low. There is only one thing that has started to look better, namely the emergence of innovation from entrepreneurs. The results obtained could have occurred because the learning community had just started their work after being given training. They have not been able to combine the several abilities they must have. According to Soedjono (in Suryana, 2013), expertise in entrepreneurship is the ability to take advantage of entrepreneurial behavior and combine innovation, creativity, hard work, and the

courage to face risks to get opportunities. Hendro (2011) argues that entrepreneurial skills are a way of empowering all knowledge with creativity to succeed in their fields, be it in the world of work or entrepreneurship. From some of the opinions above regarding entrepreneurship and entrepreneurial ability, the writer can conclude that entrepreneurial ability is a potential that an entrepreneur has obtained through the learning process such as learning knowledge and skills. With this knowledge and skills, an entrepreneur has creativity, innovation can work hard, and also dares to face risks in running his business.

Based on the results of research on the entrepreneurial ability of learning citizens at PKBM Surya Padang, it was found that the entrepreneurial ability of learning citizens was still in the low category, the learning outcomes of learning citizens did not reach the limit of the KKM limit. This may occur due to many things that exist within the learning community such as low learning motivation of the learning community, low fighting spirit in achieving achievement, not having mental curiosity. Likewise, from outside, citizens learn as strong encouragement from parents, excellent service from educators, so that learning citizens become satisfied and enthusiastic in applying the knowledge they have obtained. Furthermore, it can be said that the services provided to learning citizens have not met their needs because there is a significant relationship between service quality and the satisfaction of the people served. Besides, the use of appropriate learning media in training has a positive impact on the learning process and outcomes and provides a high enthusiasm for success (Syuraini, 2018).

The Relationship Between Learning Outcomes of Embroidering Skills Training and Entrepreneurship Ability of Citizens Learning at PKBM Surya Padang.

From the results of data analysis obtained, that the hypothesis proposed there is a significant relationship between the results of learning training with the entrepreneurial ability of learning citizens at PKBM Surya Padang. From the results of testing the hypothesis between learning outcomes (x) and entrepreneurial ability (y), there is a relationship $\rho = 0.702$ ($r_{\text{count}} \geq r_{\text{table}}$). Thus, if learning outcomes are low, entrepreneurial skills are also low.

Learning outcomes are achievements obtained by learning citizens which are determined through the emergence of an exchange of knowledge, skills, and attitudes as a result of the individual himself when dealing with his environment. According to (Tanjung, 2015) that learning achievement is a description of the child's learning process in each subject that he participates in. For success to be achieved by students, these students must learn, so learning itself can be said to be an effort that produces changes in both knowledge and skills, and attitudes of a person. Learning outcomes are not only influenced by a person's ability to capture lessons but can also be influenced by a person's enthusiasm for learning, a person's willingness and concern for what they learn, a person's persistence in gaining knowledge and skills (Adilla and Hartanto 2017).

One of the reasons for the entrepreneurial ability of learning citizens is the learning outcomes after attending the training. Suryana (2013) appreciates that entrepreneurial ability is the benefit of entrepreneurial behavior that combines elements of innovation, creativity, the courage to face risks to get opportunities, and hard work. Low learning outcomes will harm entrepreneurial skills. Because the entrepreneurial ability grows if the learning or training results are good so that later it will have a good impact on his entrepreneurial ability. Someone who has good learning outcomes usually also has high innovation and creativity.

A person can and should also learn from the experience he has because the experience is a good teacher. A person's flying hours will determine his success. Likewise, how an entrepreneur serves his customers or the society that is his target. As stated by Junaidi (2020), someone's service is closely related to community satisfaction. This also means that someone who is involved in the business world must provide the best service to the community as a user. This is what must be improved so that the business that is being initiated gradually becomes progressive. Service to society or consumers is also proof of one's success in learning. According to Soedjono (in Suryana, 2013), resilience in entrepreneurship is related to a person's ability to use and combine business practices with innovation, creativity, hard work, and courage to face risks in seeking opportunities. Hendro, (2011) argues that entrepreneurial skills are a way to empower all knowledge with creativity to succeed in their fields, be it the world of work or entrepreneurship. Therefore, a comprehensive evaluation of each learning activity is required. Syuraini's research results (2019) show that the success of learning is done because it is carried out comprehensively, starting from assessing the readiness of citizens to learn, assessing the learning process, and assessing student learning outcomes both oral, written, and practical.

From some of the opinions above regarding entrepreneurship and entrepreneurial ability, the writer can conclude that entrepreneurial ability is a potential that an entrepreneur has obtained through his learning processes such as knowledge and skills so that an entrepreneur is creative, innovative, and able to work hard and also dares to face risks in running his business. Entrepreneurial creativity will emerge if someone has a high interest in trying and people who have

a high interest in entrepreneurship will succeed in trying. Sugiarto (2015) suggests that there is a positive relationship between entrepreneurial creativity and entrepreneurial interest.

In fact, many factors influence success in entrepreneurship, both from within the entrepreneur and from within himself. Therefore an entrepreneur must have several conditions as stated by Kamil (2019) that conditions that come from outside (external) such as conditions that are conducive and from within (internal) such as mental strength affect a person's fluency in entrepreneurship.

CONCLUSIONS AND SUGGESTIONS

Based on the results of research and discussion, the following conclusions can be drawn: (1) Description of the entrepreneurial ability of the learning community at the Surya Padang Community Learning Activity Center (PKBM) is still low; (2) There is a significant relationship between the learning outcomes of the embroidery skills training and the entrepreneurial ability of the learning citizens at the Surya Padang Community Learning Activity Center (PKBM).

Based on the research findings, discussion, and conclusions that have been stated previously, the researchers provide the following suggestions: (1) For learning citizens who take part in training at PKBM Surya Padang to be more serious in participating in the training, because the learning outcomes of the training will greatly affect their entrepreneurial skills later; (2) For PKBM managers, to strengthen the ability of citizens to learn in participating in embroidery skills training by inviting tutors who are experts in their fields; (3) For researchers who want to continue their research, it is hoped that other researchers will be able to see several other factors that have not been studied in this study.

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