

Entrepreneur's Interest, Independence and Skill towards the Success of Motorcycle Workshop in Medan

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ABSTRACT

This research analysis aims to find out if entrepreneurial interests, independence and skills affect the success of motorcycle workshops in Sunggal sub-districts. The data analysis technique used is a quantitative method with the help of SPSS program version 22.00. The study used multiple linear analyses. The population in this study was all motorcycle workshops in Sunggal sub-district and sample as many as 70 respondents. The results of this study show that the interest of entrepreneurs, independence and skills simultaneously has a positive and significant effect on the success of motorcycle workshops in Sunggal sub-district.

Keywords: Entrepreneurial interests, skills, Self-Reliance, Business Success

INTRODUCTION

The high unemployment rate in Indonesia, especially North Sumatra Province, attracts public relations nationwide. So to address the problems caused by the lack of jobs, the Indonesian Chamber of Commerce and Industry (KADIN) considers micro, small, and medium enterprises (MSMEs) to have a vital role in supporting economic growth. In fact, the MSME sector is able to create jobs that then lower the poverty rate. In addition to playing a role in development and economic growth, national MSMEs also have a very important contribution to addressing the problem of unemployment. MSMEs are proven to be able to absorb labor even if the number is not as large as

IKM or other large industries. The growth of micro-enterprises, making it a source of employment opportunities and increasing income by absorbing a lot of labor. This means MSMEs have a strategic role to play in fighting poverty and unemployment. Referring to data from the Ministry of Cooperatives and SMEs, the number of MSMEs in Indonesia reached about 57.9 million in 2014. It is estimated that this year the number of MSMEs continues to grow. The government is targeting the GDP contribution of the creative economy to reach 7 - 7.5% and the increase in the country's foreign exchange reaches 6.5 - 8% until 2019.

Industrial development in a country is very supportive of economic growth, until 2011 MSMEs were able to provide a major contribution to state revenues by contributing 61.9% of gross domestic product (GDP) income through tax payments, which are outlined as follows: microbusiness sector accounts for 36.28% of GDP, small business sector 10.9%, and medium enterprise sector 14.7% through tax payments. Meanwhile, the large business sector only accounts for 38.1% of GDP through tax payments (CPM, 2011).

At the regional level, especially Deli Serdang Regency, you can see that in general, the economic growth of Medan is inseparable from the contribution of MSMEs. This can be seen from the large number of MSMEs, with the number of approximately 242,890 units of MSMEs

consisting of various services trading businesses, handicraft industry and various other businesses, where the institution has not been set up to the maximum both about licensing and legal aspects so that the number of MSMEs in Medan city is still uncertain. The proportion of micro, small and medium enterprises reached 99.8% of the total economic business in Medan. That is, the number of MSMEs reaches almost 500 times the number of large businesses. Nevertheless, the contribution of MSMEs to Medan is estimated to have only reached 39.8% while large businesses reached 60.2%. This indicates the strength of the large business sector and the limited MSME sector (BPS Sumatera Utara, 2014).

Sunggal District deli serdang regency is one of the densely populated areas that at the end of 2017 was recorded as having a population of 287,600 people who have different employment backgrounds. Entrepreneurship is one of the main income of people in Sunggal Sub-district. People in Sunggal Sub-District do various types of entrepreneurship as the main job. It is known that small industries experienced a rise in growth compared to other industries that tended to decline in 2016-2017. Many causes have been caused by the decline in the number of businesses in Sunggal Sub-district. Some of these are un conducive environmental conditions, lack of working capital, lack of skills and other causes.

Some of the efforts made by the people of Sunggal Sub-District are as producers of products and services. One of the services performed is the crankengan. The business is believed to be a promising business option compared to other businesses that need a large amount of capital. It is known that the number of motorcycle workshop businesses in Sunggal sub-district is quite in demand. This is proven that in each village has at least 4 motorcycle workshop businesses. In addition to other sources of financing problems that are the problem of the success of an interest business for the business.

Where entrepreneurial interests often occur among small businesses often do not last long, lack of independence in the establishment of businesses and lack of skills. So this becomes a serious problem faced by businesses (BPS North Sumatra, 2018).

LITERATURE REVIEW

Business Success

According to Law No. 20 of 2008, the understanding of micro, small and medium enterprises is:

- 1) Micro-enterprises are productive businesses owned by individuals and/or individual business entities that meet the criteria of micro-enterprises as stipulated in this Law.
- 2) Small business is a stand-alone productive economic enterprise, conducted by an individual or business entity that is not a subsidiary or not a branch of the company, controlled, or becomes a direct or indirect part of a medium or large business that meets the criteria of small business as referred to in the Law.
- 3) Medium enterprises are stand-alone productive economic enterprises, conducted by individuals or business entities that are not subsidiaries or branches of companies owned, controlled, or become part either directly or indirectly with small businesses or large businesses with a total net worth or annual sales proceeds as stipulated in this Law.

Suryana (2016:7) describes a successful entrepreneur as a person who is able to combine values, key traits (patterns of behavior) and attitudes with knowledge capital, experience, and practical skills, so it can be said that guidelines, expectations, and good values derived from themselves or groups can influence the formation of entrepreneurial behavior. According to Pharisees (2018:27), Business Success is "the primary purpose of a company or business whose activities are intended to achieve a success or success." The success

of the business is synonymous with the development of the company. The term is interpreted as a process of increasing the quantity of the dimensions of the company.

According to Law No. 20 of 2008 Article 3, micro, small and medium enterprises aim to grow and grow their business in order to build a national economy based on a fair economic democracy. According to Law No. 20 of 2008 Article 2, Micro, Small and Medium Enterprises are based: kinship, economic democracy;, togetherness, equitable efficiency, sustainable, environmentally minded self-reliance, balance of progress and national economic unity.

MATERIALS & METHODS

The research approach in this study is quantitative associative research with

multiple linear regression models. This research was conducted at the Motorcycle Workshop in Sunggal District of Deli Serdang Regency. The study began from December 2019 to March 2020, using primary data through interviews, focused discussions, poll dissemination and secondary data through data obtained from company records.

RESULT

Multiple Linear Regression Equations

Multiple linear regressions aim to calculate the effect of two or more free variables on a single bound variable and predict the blistering variable by using two or more free variables. Multiple regression analysis formulas are as follows:

$$Y = \alpha + \beta_1 X_1 + \beta_2 X_2 + \beta_3 X_3 + e$$

Table 1 : Multiple Linear Regression Equations

| Coefficients ^a | | | | | | |
|---------------------------|--------------------|-----------------------------|------------|---------------------------|--------|------|
| Model | | Unstandardized Coefficients | | Standardized Coefficients | T | Sig. |
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | 12.051 | 1.472 | | 8.188 | .000 |
| | Business Interests | .375 | .116 | .383 | 3.225 | .002 |
| | Skills | .364 | .088 | .509 | 4.122 | .000 |
| | Independence | -.139 | .069 | -.208 | -2.019 | .048 |

a. Dependent Variable: Business Success

Source : SPSS Processing Version 22.00 (2020)

Based on table 1 it obtained multiple linear regressions as follows:

$$Y = 12,051 + 0,375 X_1 + 0,364 X_2 - 0,139 X_3 + e$$

Based on the data presented above, it is known that:

- If entrepreneurial interest variables (X1), skill (X2) and self-reliance (X3) are considered constant, then the business success (Y) value is 12,051.
- If the entrepreneurial interest variable (X1) rises by one unit, then the business success (Y) value will increase by 0.375 units.
- If the skill variable (Skill) (X2) rises one unit, then the business success value (Y) will increase by 0.364 units.

- If the self-reliance variable (X3) rises by one unit, then the business success value (Y) will decrease by 0.139 units.

Partial Test (t)

Entrepreneurial Interest Variables (X1)

The value of the entrepreneurial interest variable t_{count} (X1) is 3,225 > t_{table} 2,006, and the sig value. < 0.05 (0.002 < 0.05), so it can be concluded that entrepreneurial interest (X1) has a significant effect in a positive direction towards business success.

Skill Variable (X2)

The value of t_{count} variable skill (X2) is 4,122 > t_{table} 2,006, and sig value. < 0.05 (0.000 < 0.05), so it can be concluded that skill (X2) has a significant effect in a

positive direction towards business success (Y).

a negative direction on business success (Y).

Self-Reliance Variables (X3)

The value of t_{count} variable self-reliance (X1) is $-2,019 > t_{table} 2,006$ (absolute value), and Sig value. < 0.05 ($0.048 < 0.05$), so it can be concluded that self-reliance (X3) has a significant effect in

Simultaneous Test (F)

Aim to test in unison the influence of entrepreneurial interest variables (X1), skills (X2) and independence on dependent variables Business success (Y). The results of the research hypothesis test in unison can be seen in the following table:

Table 2 : Test Results F

| ANOVA ^a | | | | | | |
|--|------------|----------------|----|-------------|--------|-------------------|
| Model | | Sum of Squares | Df | Mean Square | F | Sig. |
| 1 | Regression | 139.902 | 3 | 46.634 | 24.070 | .000 ^b |
| | Residual | 127.869 | 66 | 1.937 | | |
| | Total | 267.771 | 69 | | | |
| a. Dependent Variable: Business Success | | | | | | |
| b. Predictors: (Constant), Self-Reliance, Business Interests, Skills | | | | | | |

Source : SPSS Processing Version 22.00 (2020)

The above data shows that the F_{count} value is 24,070 with a significant level of 0.000. Next way of obtaining f_{table} value with a significant rate of 95% ($\alpha = 0.05$) is to use the formula ($F_{table} = F(K : n-k) = F(4:66) = 2.78$) so the Value of F_{table} is 2.78. It can be concluded that the F_{count} value of $24,070 > f_{table}$ value of 2.78. This means that simultaneously there is a significant

influence between entrepreneurial interest variables, skills and independence on dependent variables business success (Y).

Determination Coefficient (R²)

The determination test results (R²) can be seen from the determination coefficient values in the following table:

Table 3 : Determination Test Results

| Model Summary ^b | | | | |
|--|-------------------|----------|-------------------|----------------------------|
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1 | .723 ^a | .522 | .501 | 1.392 |
| a. Predictors: (Constant), Self-Reliance, Business Interests, Skills | | | | |
| b. Dependent Variable: Business Success | | | | |

Source : SPSS Processing Version 22.00 (2020)

The adjusted value of R Square of 0.501 or 50.1% explains that this research variable is able to explain about business success variable (Y) of 50.1% while the remaining 49.9% is influenced by other factors outside this study such as business environment variables, capital, and so on. The R value of 0.522 indicates there is a fairly close relationship between entrepreneurial interests, skills and self-reliance on business success.

The results showed that entrepreneurial interest in workshop entrepreneurs in Medan Sunggal sub-district had an effect on the success of the business. This is seen from multiple linear regression analyses through positive marked t tests with a t_{count} value of 3,225 and a significant value of 0.002. Based on these results, it can be concluded that Hypothesis 1 (one) in this study is tested and acceptable. The direction of the position indicates that if entrepreneurial interest increases, then the success of the business will increase by 0.383 units. In other words, when the

DISCUSSION

The Influence of Entrepreneurial Interests on Performance

entrepreneurial interest in the workshop business will increase as well.

The results of this study in accordance with the purpose of the research to know the influence of partial entrepreneurial interest on the success of motorcycle workshop business in Sunggal District of Deli Serdang District has been carried out and furthermore the results of this study have also solved /answered the problems that are in the identification of the problem.

The effect of skill on business success

The results showed that skills in workshop entrepreneurs in Kecamatan Sunggal, influenced the success of the business. This is seen from multiple linear regression analyses through positive marked t tests with a t_{count} value of 4,122 and a significant value of 0.000. Based on these results, it can be concluded that Hypothesis 2 (one) in this study is tested and acceptable. The positive direction indicates that if the skill increases, then the success of the effort will increase by 0.509 units. In other words, when the skills of workshop entrepreneurs will increase as well.

The results of this study are in accordance with the purpose of the research to know the effect of skill on the success of the business has been carried out and furthermore the results of this study have also solved/answered the problems that are in the identification of the problem.

The Effect of Self-Reliance on Business Success

The results showed that independence in motorcycle workshop entrepreneurs in Kecamatan Sunggal, influenced the success of the business. This is seen from multiple linear regression analyses through negatively marked t tests with a t_{count} value of -2,019 and a significant value of 0.048. Based on these results, it can be concluded that Hypothesis 3 (three) in this study is tested and acceptable. The negative direction indicates that if self-reliance increases, then the success of the

business will decrease by 0.208 units. In other words, when the independence of workshop entrepreneurs will decrease.

The results of this study are in accordance with the purpose of the study to know the effect of self-reliance on the success of the business has been carried out and furthermore the results of this study have also solved/answered the problems that exist in the identification of the problem.

Influence of Entrepreneurial Interests, Skills and Self-Reliance on Business Success

The results showed that entrepreneurial interests, skills and independence in motorcycle workshop entrepreneurs in Sunggal sub-district had an effect on business success. This is seen from multiple linear regression analyses through a positively marked F test with a f_{count} value of 24,070 with a significant level of 0.000. Based on these results, it can be concluded that Hypothesis 4 (four) in this study is tested and acceptable. The direction of position shows that every increase in entrepreneurial interest, skill and self-reliance will lead to increased business success simultaneously.

The results of this study are in accordance with the purpose of the research to know the influence of entrepreneurial interests, skills (skills) and independence simultaneously on the success of the business has been carried out and subsequently the results of this study have also solved / answered the problems that are in the identification of the problem. Where it should be with a clear entrepreneurial interest and minimal skill will increase the success of the business that ultimately directly impacts on the success of the business.

CONCLUSION

There is a positive and significant influence between entrepreneurial interest in business success. Tested and acceptable based on the value of t_{count} variable entrepreneurial interest (X1) is 3,225 and

sig value. less than 0.05 ($0.002 < 0.05$). The effect of entrepreneurial interest (X1) on employee business success (Y) is 0.383, which means that every increase in entrepreneurial interest (X1), will increase business success (Y).

There is a positive and significant influence between skill and business success. Tested and acceptable based on t_{count} variable skill (X2) value is 4,122 and Sig value. less than 0.05 ($0.000 < 0.05$). The effect of skill (X2) on employee business success (Y) is 0.509, which means every skill improvement (X2), will increase business success (Y).

There is a positive and significant influence between self-reliance on business success. Tested and acceptable based on t_{count} variable independence value (X3) is -2,019 and Sig value. less than 0.05 ($0.048 < 0.05$). The amount of influence of skill (X3) on employee business success (Y) is -0.208, which means that every skill improvement (X3), it will decrease business success (Y). There is a positive and significant influence simultaneously between entrepreneurial interests, Skills and independence to business success. Tested and acceptable based on F_{count} value of F_{count} 24,070 with a significant level of 0.000, greater than f_{table} value with a significant rate of 95% ($\alpha = 0.05$) is $2.78 = (F_{count} 24,070 > f_{table} \text{ value } 2.78)$.

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