

The Efforts of the Universitas Muhammadiyah Sinjai to Produce Graduates with Entrepreneurship Spirit

Syamsuddin¹, Abdul Gani Gaffar², Noviana Nurtasmi³

^{1,2,3} Universitas Muhammadiyah Sinjai

E-mail: syam.sinjaiku@gmail.com

ABSTRACT

The Universitas Muhammadiyah Sinjai or (UMSi) is one of the universities that conduct Catur Dharma College in the fields of education, research, service, and Al-Islam Kemuhammadiyaan which is expected to play a role in national development by improving students' skills and knowledge. This study uses a qualitative method approach, with data collection techniques carried out, namely; documentation; in-depth interviews, and direct observation. The stages in this research are, observation; instrument preparation; data collection; data analysis, and model design. The results of this study indicate that the efforts made by the Universitas Muhammadiyah Sinjai have produced graduates who have an entrepreneurial spirit, although not yet maximal because the marketing and production processes are not yet on a large scale. The business is still running and continues to be developed by the Team even though one of its members has finished studying at the Universitas Muhammadiyah Sinjai, this indicates that the efforts made by the Universitas Muhammadiyah Sinjai have produced graduates who have an entrepreneurial spirit, although not yet maximal. because the marketing and production processes are not yet on a large scale.

Keywords: Graduates, entrepreneurship, students, curriculum, entrepreneurship coaches lecurers

INTRODUCTION

The Universitas Muhammadiyah Sinjai or abbreviated UMSi is a university under the auspices of the Persyarikatan Muhammadiyah located in Sinjai Regency, which has Catur Dharma in the form of education, research, community service, and Al-Islam Kemuhammadiyaan which currently fosters approximately 3000 students. The number of students who are considered quite large and active is certainly one part that is expected to be able to accelerate the pace of regional development.

According to Article 42 paragraph 2 (Sinjai Regional Regulation Number 31 of 2019 Concerning Youth, 2019) Youth, in this case, students, have potential and strategic roles that need to be developed through awareness, empowerment, and development in a youth development unit in a planned, directed integrated and sustainable manner. This of course must be supported by real efforts in empowering youth so as not to increase the number of educated unemployed. Every year the number of college graduates is increasing but the job opportunities are getting narrower, many graduates from well-known universities even become unemployed because the level of competition in applying for jobs is getting higher and finally able to trigger crime (Säve-Söderbergh 2019; A. Sham et al. 2018; Ahmedani et al. 2020).

One of the things that are seen as a strategic step to overcome the nation's economic problems is to develop entrepreneurship. According to Article 43 paragraphs 1 and 2 in Sinjai Regional Regulation Number 31 of 2019 concerning Youth 2019 contains that the development

of youth entrepreneurship is carried out according to the interests, talents, potential of youth, regional potential, and the direction of national development which is carried out through a process of training, apprenticeship, mentoring, mentoring, partnership, promotion, and assistance in accessing capital in Sinjai Regional Regulation Number 31 of 2019 concerning Youth 2019. In addition, the economic growth of a country moves due to economic activity promoted by entrepreneurs, expert opinion states that it takes 2% or 4.6 million entrepreneurs to support the progress of the nation (Engen & Skinner 1992; Purnomo & Istiqomah, 2019; Hanushek 2007).

In addition, according to entrepreneurship observers, active individuals who start new businesses and expressed as a percentage of the total active population working or translated by the term entrepreneur activity are still relatively low and this causes a low level of entrepreneurship in a country so that it has an impact on high unemployment (Maryati et al., 2020; H. Syam, Lamangida, et al., 2018; A. Syam et al., 2018). This implies that unemployment is a very serious problem. According to United Nations, 2020-2030 is a demographic transition period that will open up opportunities for the country to enjoy a demographic bonus at which time the productive age population is twice that of the non-productive population. This opportunity must be used as well as possible because it will only happen once and it can happen if the productive age population can really work and take part productively according to their background knowledge and skills, but this will only cause new problems if efforts from the beginning to overcome the problem of unemployment were not carried out quickly and precisely (Zagler, 2005; O'Sullivan, 2020).

Currently, various parties have organized various programs and provided grants to increase the number of entrepreneurs from the younger generation such as the Student Creativity Program, Entrepreneurial Student Program, Independent Entrepreneurial Student, Indonesian Student Business Competition, and others (A. Syam & Sudarmi, 2019; Wirawan & Tandiyuk, 2019; Jufri et al., 2018; Muslihin et al., 2019; H. Syam, Akib, et al., 2018). Mozahem & Adlouni (2020) stated that in 2011 the government had launched the National Entrepreneurship Movement a new chapter in developing and advancing entrepreneurship, the president in his opening speech explained that one of the elements capable of driving entrepreneurial skills is the field of education in this case higher education as one of the education systems. who feel the need to prepare the community, especially students to be able to have an entrepreneurial spirit because entrepreneurship education is one way to develop an academic atmosphere related to the formation of the character of students and college graduates and be able to produce new entrepreneurs which is one of the answers to the problem of educated unemployment (A. Syam et al., 2018).

According to Hendarman, the Director of Institutional Higher Education at the Ministry of National Education stated: "data on educated unemployment shows that the higher a person's education, the lower his independence and entrepreneurial spirit". This is because the learning system applied in higher education is generally more focused on graduating on time and speed of getting a job but marginalizing readiness to create jobs so that the majority of college graduates are more job seekers than job creators.

One of the courses that play an important role in the growing interest in entrepreneurship and reducing the level of educated unemployment through practical experience to students in the entrepreneurship course (Mozahem & Adlouni, 2020). This course is expected to be a motivation and one of the training media for students in developing an interest in entrepreneurship, not just demands to get grades. Thus, it is necessary to conduct research that intends to find out or explore the factors that influence the interest in entrepreneurship in students, so that the lecture program

can be emphasized optimally and the efforts of the UMSI campus in producing graduates with an entrepreneurial spirit (To et al., 2020). This research will have implications for the development of entrepreneurship in the study program concerned so that it can instill the values needed to support the development of student entrepreneurship interests so that the hope that graduates do not become a burden on the community but become government partners in creating jobs can be realized by the university's vision and mission. tall.

METHOD

This study uses a qualitative method approach. This research focuses on aspects of the efforts that will be made by the Universitas Muhammadiyah Sinjai in producing graduates with an entrepreneurial spirit. This research was conducted at the Universitas Muhammadiyah Sinjai. The informants in this study were the Chancellor of the Universitas Muhammadiyah Sinjai; Vice-Chancellor 3 for Student Affairs, Cooperation, and Alumni; Chairman of LPPM Muhammadiyah Sinjai University; Chairman of the Center for the Career Center of the Universitas Muhammadiyah Sinjai; Lecturer for Entrepreneurship courses; Lecturer for entrepreneurship courses; Students who program entrepreneurship courses. To collect data in this research, the technique used is documentation; in-depth interviews, and direct observation (Sugiyono, 2018).

RESULT AND DISCUSSION

In accordance with the results of research conducted by Bambang Banu Siswoyo (2019) stating that there are 3 (three) keys to success in supporting the success or failure of entrepreneurial learning implemented by universities in order to reduce the level of educated unemployment. These three things must be in synergy with each other so that the expected goals can be achieved. The key to success in question includes students, curriculum, and Entrepreneurship Guidance Lecturers in this case lecturers who do have basic knowledge and skills that are qualified in the business world so that there is relevance and real examples between what is being taught and what is happening in the field.

Student

In the development of higher education, one very important aspect is the presence of students because they are considered as objects in conducting education and teaching as well as supporting the development of higher education activities, both academic and non-academic. (Meriac, 2012). Holding a degree as a student, you must dare to be responsible as an agent of change and agent of control amid society, sensitive to various conditions and situations, especially things that become imbalances that need to be resolved as soon as possible in social life. (A. Schwanz et al., 2014).

The initial step that can be taken in overcoming this is to enter the world of business or business, but it is undeniable that there are students within the Muhammadiyah Sinjai University who have interests and talents in exploring the business world and those who do not. Based on the results of interviews, it is indicated that students who do not have specific goals when taking entrepreneurship courses will be used to enter the business world. These courses are only considered mandatory and must be followed as supporting credits, but it can also be indicated that students have an interest when they first hear the word entrepreneurship. In addition, some

students have a great interest and talent in the world of entrepreneurship, they try to set up a small business either while still in college or after graduating from college.

Curriculum

A curriculum that can form interesting and inspiring lectures as well as direct trials by changing the mindset or mindset to be positive to form an entrepreneurial spirit is one of the things that is the key to the success of entrepreneurship learning (Farber Canziani & Welsh, 2019).

Based on the results of interviews conducted with students, regarding the curriculum in entrepreneurship learning, it was found that UMSi had implemented Semester Learning Plan for entrepreneurship courses which became a guideline in teaching courses for the next 1 semester. However, the existing learning process is still limited to providing theory without being accompanied by direct practice in the field so that the material is better understood by students. For students to better understand the material in the business world, practice related to the theory being taught is needed so that students can go directly to the field, and gradually an entrepreneurial spirit will be formed in themselves along with the challenges and risks they face. In addition, there are also entrepreneurship coaches who do not have Semester Learning Plan at all.

Entrepreneurship Supervisor

Entrepreneurship courses have implications for influencing someone, especially students, to enter the business world. Handayani (2019) stated that lecturers are the main pillar in developing entrepreneurship by transferring entrepreneurial values through various teaching and learning activities, this is because lecturers have the potential to generate and develop entrepreneurship through research activities, service, and use of field laboratories.

The lecturers for entrepreneurship courses at the Universitas Muhammadiyah Sinjai consist of 3 (three) people in the Faculty of Social and Political Sciences while 3 (three) people in the Faculty of Science and Technology. Among the existing Entrepreneurship Coaching lecturers, only 2 (two) people have the basic knowledge that is by what is being taught while the other 4 (four) Entrepreneurship Coaching lecturers have basic knowledge and skills that are not by the subjects being taught so that the quality of teaching is not appropriate compared to lecturers who are entrepreneurs or at least in the business world.

DISCUSSION

The Universitas Muhammadiyah Sinjais one of the Muhammadiyah universities that are engaged in improving the quality of young people in the Sinjai district, especially in terms of intelligence and student skills, is certainly needed. UMSi's efforts in this regard are supposed to facilitate students in increasing the entrepreneurial spirit by presenting a curriculum that is relevant to the industrial world and recruiting entrepreneurship coaches who do have a background of knowledge and skills in the business world so that the teaching carried out on students is by the reality that occurs in the field. making it easier to apply.

Student

One of the things that make students not dare to be involved in the business world is limited capital. The capital referred to in this case is in the form of money in starting a business, although

the most important capital in doing business is the existence of an entrepreneurial spirit in a person such as daring to face risks, being creative, innovative, and never giving up. If someone already has a capable entrepreneurial spirit, then the obstacles in the form of limited capital in the form of money will be able to be overcome with various efforts made.

This is one of the students' mindsets about entrepreneurship. Entrepreneurship education in this case is very important to provide entrepreneurial motivation to students which are carried out continuously. This motivation is important because there are still many students who are afraid to face the business risks that will occur, making them cancel plans to enter the business world early on. The urgency of providing entrepreneurial motivation can be seen from research conducted by Syam et al (2018) argued that entrepreneurship education has a significant effect on student entrepreneurship motivation, the education intended in this case is a learning process to instill entrepreneurial knowledge to change students' mindsets, equip skills and instill values of attitudes and behavior in entrepreneurship. This is expected to form a spirit of independence and entrepreneurial values for students after studying entrepreneurship courses.

In addition to motivation from other people such as lecturers and the environment, changing the mindset of students from "workers" to "job creators" also requires basic education that can create creativity so that students are no longer looking for work but creating jobs.

Curriculum

Universities if they want to make students as reliable businessmen with mental toughness, lecturers in entrepreneurship courses who are considered to have sufficient and wise academic abilities, must target students who have entrepreneurial backgrounds in their families or environments, then are given the right academic touch with curriculum reorientation. , scientific-based learning and developing practical orientation so that universities can produce entrepreneurs effectively.

Following up on this, the Universitas Muhammadiyah Sinjai has compiled a new curriculum that will be applied on campus, namely the Independent Learning-Kampus Merdeka Curriculum, one of which is Business Incubation. These activities are relevant in supporting the formation of an entrepreneurial spirit among students and lecturers. One of the Study Programs that will implement the curriculum is the Government Science Study Program which has received a grant to qualify for the Independent Campus Competition Program.

Entrepreneurship Supervisor

One of the factors driving the success of learning is the ability of teachers to deliver material, including learning in entrepreneurship courses. There are various learning methods applied by lecturers according to their style but with interesting, unique, and targeted learning methods, students are expected to be able to capture the intent and purpose of what is conveyed by the lecturer, in this case, the entrepreneurship coach lecturer.

Although the existing entrepreneurship course lecturers do not yet have the appropriate basic knowledge and skills, this discrepancy is reinforced by the existence of the Entrepreneurship Supervisor at the Universitas Muhammadiyah Sinjai. The Entrepreneurship Supervisor has encouraged students to be able to compete in various entrepreneurial competencies, one of which is organized by the Ministry of Education and Culture.

The entrepreneurship supervisor encourages students to successfully pass the selection and get grants to enter the business world. Through the coaching process, Muhammadiyah Sinjai

University students can find business ideas and innovate products so that they are expected to become graduates who have an entrepreneurial spirit later even from the coaching process, one of the products from the Muhammadiyah Sinjai university business team already has business legality and gets a halal label. from the Indonesian Ulema Council

CONCLUSION

One way that can be taken in reducing the level of educated unemployment is to involve universities/colleges through various efforts, both in terms of motivation in terms of theory and practice. The Universitas Muhammadiyah Sinjai is one of the Muhammadiyah universities that are engaged in improving the quality of young people in the Sinjai district, especially in terms of intelligence and student skills, is certainly needed. UMSi's efforts in this regard are supposed to facilitate students in increasing the entrepreneurial spirit by presenting a curriculum that is relevant to the industrial world and recruiting entrepreneurship coaches who do have background knowledge and skills in the business world.

Universitas Muhammadiyah Sinjai is a university within the scope of Sinjai Regency has made various efforts to improve the entrepreneurial spirit of students starting by conducting various webinars, fostering students to get grants through submitting business proposals to fostering in developing products including in terms of business legality and marketing.

There are already various products produced by students of the Universitas Muhammadiyah Sinjai and Lecturers of Entrepreneurship, including Yummilk and Baca Majala products which are still in the production and marketing process, although not yet on a large scale. The business is still running and continues to be developed by the Team even though one of its members has finished studying at the Universitas Muhammadiyah Sinjai, this indicates that the efforts made by the Universitas Muhammadiyah Sinjai have produced graduates who have an entrepreneurial spirit, although not yet maximal. It is hoped that this business will continue to develop and can open up job opportunities, especially for students or young people so that it can indirectly reduce the number of educated unemployed in Sinjai Regency.

REFERENCES

- A. Schwanz, K., J. Palm, L., R. Hill-Chapman, C., & F. Broughton, S. (2014). College Students' Perceptions of Relations with Parents and Academic Performance. *American Journal of Educational Research*. <https://doi.org/10.12691/education-2-1-3>
- Ahmedani, M. S., AlJameel, A. H., Hamithy, M., Al.Zahrani, F., Dahmash, A. Bin, Al.Thuniyan, M., & Habib, S. R. (2020). The Level of Program Learning Outcomes (PLOs) achievements among the Interns and Fresh graduates of the BDS program. *The Saudi Dental Journal*, 32(7), 330–336. <https://doi.org/https://doi.org/10.1016/j.sdentj.2020.05.007>
- Engen, E. M., & Skinner, J. (1992). *Fiscal policy and economic growth*. National Bureau of Economic Research.
- Farber Canziani, B., & Welsh, D. H. B. (2019). How entrepreneurship influences other disciplines: An examination of learning goals. *The International Journal of Management Education*, 100278. <https://doi.org/https://doi.org/10.1016/j.ijme.2019.01.003>

- Handayani, S. (2019). Effect of Motivation on Lecturer Performance at the Institute of Social and Political Sciences (IISIP), Yapis Biak. *Jurnal Ilmiah Ilmu Administrasi Publik*, 9(1), 28–36.
- Hanushek, E. a. (2007). The Role of Education Quality in Economic Growth The Role of School Improvement in Economic Development. *World Bank Policy Research Working Paper*. <https://doi.org/10.2139/ssrn.960379>
- Jufri, M., Akib, H., Ridjal, S., Sahabuddin, R., & Said, F. (2018). Improving attitudes and entrepreneurial behaviour of students based on family environment factors at Vocational high school in Makassar. *Journal of Entrepreneurship Education*.
- Maryati, S., Punjastuti, B., Purwaningsih, I., & Moebari. (2020). Improving entrepreneurial motivation for health workers through entrepreneurship training. *Enfermería Clínica*, 30, 179–182. <https://doi.org/https://doi.org/10.1016/j.enfcli.2020.02.004>
- Meriac, J. P. (2012). Work ethic and academic performance: Predicting citizenship and counterproductive behavior. *Learning and Individual Differences*, 22(4), 549–553. <https://doi.org/https://doi.org/10.1016/j.lindif.2012.03.015>
- Mozahem, N. A., & Adlouni, R. O. (2020). Using Entrepreneurial Self-Efficacy as an Indirect Measure of Entrepreneurial Education. *The International Journal of Management Education*, 100385. <https://doi.org/https://doi.org/10.1016/j.ijme.2020.100385>
- Muslihin, A., Akib, H., Daraba, D., & Syukur, M. (2019). Application of the Principles of Public Entrepreneurship in Public Asset Management in South Sulawesi Province, Indonesia. *Muhammad, Application of the Principles of Public Entrepreneurship in Public Asset Management in South Sulawesi Province, Indonesia (August 28, 2019)*.
- O'Sullivan, J. N. (2020). The Social and Environmental Influences of Population Growth Rate and Demographic Pressure Deserve Greater Attention in Ecological Economics. *Ecological Economics*, 172, 106648. <https://doi.org/https://doi.org/10.1016/j.ecolecon.2020.106648>
- Peraturan Daerah Sinjai Nomor 31 tahun 2019 tentang Kepemudaan, (2019).
- Purnomo, S. D., & Istiqomah, I. (2019). Economic Growth and Poverty: The Mediating Effect of Employment. *JEJAK*. <https://doi.org/10.15294/jejak.v12i1.18591>
- Säve-Söderbergh, J. (2019). Gender gaps in salary negotiations: Salary requests and starting salaries in the field. *Journal of Economic Behavior and Organization*, 161, 35–51. <https://doi.org/10.1016/j.jebo.2019.01.019>
- Sugiyono. (2018). *Metode Penelitian Pendidikan Kuantitatif, kualitatif dan R&D*. Alfabeta.
- Syam, A., Akib, H., Yunus, M., & Hasbiah, S. (2018). Determinants of Entrepreneurship Motivation for Students at Educational Institution and Education Personnel in Indonesia. *Journal of Entrepreneurship Education*.
- Syam, A., & Sudarmi, S. (2019). Analysis of Student Entrepreneurship decision making in the Learning Prerspective. *Jurnal Ad'ministrare*, 6(1), 51–60.
- Syam, H., Akib, H., Patonangi, A. A., & Guntur, M. (2018). Principal Entrepreneurship Competence Based on Creativity and Innovation in the Context of Learning Organizations

- in Indonesia. *Journal of Entrepreneurship Education*, 21(3), 1–13.
- Syam, H., Lamangida, T., Madubun, J., & Akib, H. (2018). Public entrepreneurship perspective in management of the limboto lake in gorontalo regency, Indonesia. *Academy of Entrepreneurship Journal*, 24(4), 1–10.
- To, C. K. M., Guaita Martínez, J. M., Orero-Blat, M., & Chau, K. P. (2020). Predicting motivational outcomes in social entrepreneurship: Roles of entrepreneurial self-efficacy and situational fit. *Journal of Business Research*, 121, 209–222. <https://doi.org/https://doi.org/10.1016/j.jbusres.2020.08.022>
- Wirawan, H., & Tandiyuk, S. (2019). The Role of Charisma and Psychological Capital on Credibility among Start-up Entrepreneurs. *Jurnal Ilmiah Ilmu Administrasi Publik*, 8(2), 107–120.
- Zagler, M. (2005). Wage pacts and economic growth. *Journal of Economic Studies*, 32(5), 420–434. <https://doi.org/10.1108/01443580510622405>