

PKM Youth Santri Entrepreneurship Training TPA Al Zain

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Abstract. The partner of this community partnership program is TPA Al Zain located in Moncongloe District, Maros Regency. The problems are: (1) Lack of entrepreneurial enthusiasm for TPA Al Zain Youth, (2) lack of knowledge about finance in managing a business, (3) there is no stimulus in the form of venture capital. The methods used are: Lecture Methods, Training and Providing Business Stimulus for TPA Al Zain youth. The results achieved are increasing the entrepreneurial spirit, understanding of making financial reports and running a teenager's business.

Keywords: TPA Al Zain, Motivation, Financial Literacy, Entrepreneurship

INTRODUCTION

This PKM was held on August 21, 2021 in partnership with Al-Zain Al Quran Education Park located at BTN Moncongloe Mas B6. No.44, Pammanjengan, Moncongloe Village, Moncongloe subdistrict, Maros Regency, South Sulawesi. TPA Al Zain is led by Ibu Rahmah, A.Md, B.Ing.



Figure 1a TPA Al Zain Office



Figure 1b Opening Ceremony by Dean FEB

Partners in this service are one of the non-formal educational institutions, namely the Taman Pendidikan Al Quran which fosters more than 50 students. TPA Al Zain has provided guidance to students since 2015 until today. The students who have been fostered since then have become today's youth who are the target of devotion. *Partner conditions are generally divided into three, namely the average age of youth, Entrepreneurship material in the TPA Al Zain education curriculum and the spirit of Youth Entrepreneurship. First, the average age. Students in the youth category are aged between 13 to 17 years, accounted into 20 students. These youth are the main concern related to entrepreneurship training because they are future leaders.*

Second, Entrepreneurship Material. As a non-formal educational institution, TPA Al Zain not only teaches Al-Quran Education, but also provides material related to fiqh, motivation, journalism and entrepreneurship. One of the programs ever implemented by TPA Al Zain was in the form of Entrepreneurship training by providing business capital in the form of a pack of sugar to students. The proceeds from the sale of these students generate a profit of 100%. But over time, they were embarrassed and eventually stopped selling.

In general, teenagers who are at TPA Al Zain have similarities with other teenagers in general, including their relation to entrepreneurship or entrepreneurs. Teenagers in general or as a whole do not understand entrepreneurship or entrepreneurship so they are not interested in becoming entrepreneurs who come from their own hearts.

Third, the entrepreneurial spirit. His ignorance is reflected in his lack of entrepreneurial spirit. Yet according to Schumpeter that to build a country is expected to be able to create more Entrepreneurs at least 10% of the working population. If this can be achieved then poverty and unemployment can be reduced.

This problem is a general problem, namely the lack of entrepreneurial spirit as we know that in Indonesia or in every locale the average entrepreneurship is only 3% of the number of people working, therefore a solution is needed to increase the spirit of entrepreneurship which starts as a teenager, because these teenagers are the cornerstones for future economic development.

METHOD

This service uses the following method:

- a) To understand the problems that exist in adolescents related to Entrepreneurship, the initial sharing session was a brainstorming session with the head of Al-Zain Al-Quran Education Park, Mrs. This is done to understand more deeply the problems faced by these students.
- b) To answer the lack of entrepreneurial enthusiasm obtained through brainstorming, the next step is to provide Entrepreneurship material in the form of discussions and lectures.
- c) After providing material related to entrepreneurial motivation, the next step is to provide an understanding of how to make financial reports to selected youth who are given venture capital.
- d) To apply this entrepreneurial spirit, several people were selected to be given business capital to start very small businesses such as selling gas, credit and others, as an application of the entrepreneurial material that had been given.

IMPLEMENTATION AND RESULTS OF ACTIVITIES

1. Providing Entrepreneurial Spirit

The youth entrepreneurship training was attended by 20 people who were young students of TPA Al Zain. The results of the presentation of the brainstorming (Brainstorming is the presentation of problems, ideas and others from participants) regarding matters that affect the entrepreneurial spirit.

From the results of the brainstorming it was found that teenagers were still less enthusiastic about becoming entrepreneurs, this was due to the low knowledge of entrepreneurship. Second, entrepreneurship knowledge is influenced by a lack of entrepreneurship knowledge. These two things greatly influenced his motivation to become an entrepreneur.

What is done in this devotion. From the existing problems, the service team concluded that what must be done first is to encourage the youth to have a better fighting spirit. At the time of giving material, the resource person conveyed the main points, namely the success stories of people who have been successful. In this case, an example of a case study was appointed. Motivating young people to have an entrepreneurial spirit, stories of the struggles of entrepreneurs were raised. For example: Hadji Kalla to grow his business, it takes extraordinary hard work. Long struggle, hard work and management that is consistently able to get good results.

In addition, a story is also given, how a cassava child can become one of the billionaires in Indonesia, of course, to achieve this they need a struggle that is so complicated and long that he succeeds in becoming Chairul Tanjung today. One of the stories that was very touching and inspiring was conveyed by the speakers, namely a child student at the Faculty of Agriculture, University of Hasanuddin named Zainal Fanani. In daily life on campus selling bread, and growing kale and selling it. That's what he does every day, but the busyness and profession doesn't make his achievements drop and make him cornered from his environment. Precisely that is what triggers Zainal Fanani to prove that anyone has the right to have ideals and achievements. As a result of his hard work, Senar Fanani earned the title of the best graduate of his time at the Faculty of Agriculture, Hasanuddin University. Several years later he completed his doctoral program at ITB. Of course, these stories are very interesting.

Previously, teenagers did not have the enthusiasm to become entrepreneurs, at least after the delivery of this material, teenagers have an entrepreneurial spirit.



Figure 2a Entrepreneurship Motivation by the team

Figure 3b Entrepreneurship Motivation by the team

2. Introducing How to Make Simple Financial Reports.

After providing material related to entrepreneurial motivation, of course it is not enough to stop there. The effect of this material is that teenagers have an entrepreneurial spirit. Therefore, teenagers must also be equipped with knowledge of how to make simple financial reports. These financial statements contain numbers, dates, descriptions, debits, credits, balances which are commonly referred to as subsidiary ledgers in accounting (Soemarsono; 2002). This needs to be conveyed so that it can help teenagers know the amount of capital, the amount of sales, the amount of purchases and the amount of profit. Besides that, it can also be an evaluation in the future whether the business is worth maintaining or not or replacing it with another business.

Making this simple financial report using open cash as the main requirement, which will be inputted using excel format. Every transaction in the cash book is entered in a ready-to-use report format. After inputting it will produce a balance sheet and profit and loss report. But for the initial stage, what teenagers must know first is how to record each transaction in a ledger.

This is very important because based on the results of existing research, most SMEs do not have records that are well organized and can be evaluated properly related to their financial statements. Therefore, before starting a business, teenagers are also expected to be able to make financial reports. If the business and recording of the cash book has been carried out, then the preparation of financial reports is then given.

This is also an evaluation in the future, whether teenagers are able to run a business based on financial statements. Given this financial report is very important to see the development of the business. Businesses that do not have financial reports cannot evaluate the progress of their business development, so these businesses tend to stagnate. This financial record is a very important part of business management as a consideration in planning, implementing, monitoring and evaluating (Richard I Daft;2006).



Figure 4 Practice how to make financial report

3. Providing Business Capital to the Youth of TPA Al Zain

After providing entrepreneurship motivation and how to make simple financial reports, the next step is to provide a stimulus in the form of business capital to young students of TPQ Al Zain. The provision of this capital is an encouragement to apply his entrepreneurial spirit (Barro; 1990) and at the same time to try to manage these very small funds which are equipped with complete financial records.

Teenagers will be given capital of IDR 500,000 for five people. They will be focused on making their own business that they can easily run. The business that they can make that is in accordance with the Complex in this place is selling pulses and selling gas. The teenagers are directed to sell according to the needs of the residents of the complex.

Providing capital is very important, because sometimes even teenagers who are motivated, if they are not given a stimulus, it is difficult to start. Schumpeter's theory is very concerned about building entrepreneurs, at least it can provide motivation to build community welfare. The service team tries to start with a concept like this which can be evaluated later.

In addition to experience to strengthen the argument for the importance of capital stimulus in adolescents. In 2017, we are a service team, in this case the leader of the service team. Provided motivation to a high school student at which time it was offered to sell credit, but at that time the student had difficulty getting started. Then the step taken is to register with the provider and provide a capital of IDR 200,000, long story short. As a result, after the credit selling process was running, the student was able to get a profit of IDR 300,000 to IDR 400,000/month.

So it is hoped that this program will be able to become an initial trigger for teenagers to earn income. The provision of business capital will be supervised to ensure that these youth can carry out this entrepreneurship program.



Figure 5 Provision of venture capital assistance

CONCLUSION

The results of this Community Service implementation concluded that the youth of Al Zain TPA Maros Regency were very enthusiastic about participating in the training, because in addition to providing knowledge and entrepreneurial spirit, they would also

receive venture capital as entrepreneurship practice. Overall TPA Al Zain Youth can make financial reports even though it's still simple.

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