

# The Contribution of Education and Training toward Entrepreneur Spirit to Local Plant Cultivators in Edelweiss Park

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**ABSTRACT:** Based on observations and interviews with residents of the Edelweiss Park, Wonokitri, Pasuruan, it shows that the level of entrepreneurial spirit of plant cultivators is still low. This affects the level of income and welfare of citizens. The purpose of this study was to determine the effect of entrepreneurship education and training on the entrepreneurial spirit of the residents of Edelweiss Park. The population in this study were all residents of the edelweiss park, amounting to 32 people. So that the entire population is used as a research sample according to the Total Sampling technique. This study uses a questionnaire as a data collection tool. The analytical method used is descriptive and multiple regression. The results showed the positive influence of entrepreneurship education and training simultaneously and partially on the entrepreneurial spirit of plant cultivators at the Edelweiss Park, Wonokitri, Pasuruan.

**KEYWORDS:** Entrepreneurship  
Education, Training, Entrepreneur Spirit..

## I. INTRODUCTION

The development of an increasingly rapid era requires everyone to make changes for the better in order to improve the standard of living and realize the goals of development. Indonesia gets a demographic bonus, namely the total age of the workforce (15-64 years) reaches around 70 percent, while 30 percent of the population is unproductive (aged 14 years and under and aged over 65 years) which will occur in 2020-2030. The condition of Indonesian people living in poverty generally suffers from malnutrition, poor health, high illiteracy rates, poor environment and lack of access to adequate infrastructure and public services. Therefore, it is necessary to develop human resources to overcome the problems of

unemployment and poverty that have been experienced by the Indonesian people so far.

Entrepreneurship is a solution for a country, not only to overcome the problem of "unemployment" but to increase economic growth in the country. The more the number of entrepreneurs in a country, it indicates the more developed, the more prosperous and the more prosperous the country is. The more the number of entrepreneurs, the more able to improve the standard of living and quality of life in the country.

To realize the mandate of the government program law through the Ministry of Cooperatives and MSMEs, namely the National Entrepreneurship Movement (GKN) with the aim of increasing the Indonesian entrepreneurial population. Alma (2021:4) explains that a statement sourced from the United Nations states that a country will be able to develop if it has entrepreneurs at least 2 percent of its population. According to Mc Cleland (2000) states that a country will achieve a level of prosperity if the number of entrepreneurs is at least 2% of the total population.

The development of a nation requires basic assets, namely resources, both natural resources and human resources. These two resources become the fulcrum in determining the success of development. The quality of resources can be seen from the level of education.

Herdiana (2010:160) community empowerment is an effort to increase the dignity of the people who in their current condition are unable to escape the trap of poverty and underdevelopment. Zubaedi (2007: 42) that empowerment termed the word "empowerment" is an effort to build community capacity by encouraging, motivating, and raising awareness of their potential and trying to develop that potential into real action.

To achieve community independence, a process and form of empowerment is needed that can make the community the subject of an empowerment activity in this case, namely through training. Hamalik (2020:20) suggests that training is a management function that needs to be carried out continuously in the context of staff and organizational development. One of the training programs organized by the government is the existence of UPT Job Training or consistent assistance from educational institutions.

One of the efforts so that citizens are able to face the business world is entrepreneurship education through various learning activities that support students to be interested and ready to enter the world of entrepreneurship. Entrepreneurship education is a learning process from a student either through formal & informal education activities, training, workshops, seminars, workshops, and others about entrepreneurship (Bukirom et al., 2014). Kourilsky and Walstad (1998) add that the The impact of entrepreneurship education has been identified as one of the most important factors in the development of entrepreneurial passion, spirit, and behavior among the younger generation.

In relation to the impact of entrepreneurship education, it is critical to understand how to develop and encourage the birth of potential young entrepreneurs while they are still in school.(Indarti et al, 2008).The development of the Edelweiss tourist park is still in the development stage and requires communal awareness of the importance of entrepreneurship. The existence of the Edelweiss park is expected to foster new economic activities as members of the Hulun hyang farmer group and the Wonokitri village community. This development is still far from the specified target, it requires concrete efforts such as education and training to increase the entrepreneurial spirit in rural communities, especially plant cultivators.Based on the background of the problems that have been stated above, the main problem in this study is to determine the effect of Education and Training on the Entrepreneurial Spirit of Edelweiss garden cultivators.

## II. THEORETICAL FRAMEWORK

### Entrepreneurship Spirit

Meredith et al (1996:9), argues that the entrepreneurial spirit is the spirit, attitude, and ability of individuals in managing businesses and or activities that lead to the discovery, development, and implementation of new ways of working, new technologies, and new products, or the provision of added value for goods and services.. The entrepreneurial spirit is the lifeblood of

entrepreneurship; it is essentially an entrepreneurial attitude and behavior manifested through the nature, character, and character of someone with the desire to create innovative ideas in the real world creatively. (Hartanti, 2008:25).

The indicators of an entrepreneurial spirit that are commonly owned by an entrepreneur include:

a) Willingness and Confidence; An entrepreneur should be able to look to the future with more confidence. Strive to take advantage of opportunities thoughtfully. People who are physically and spiritually mature have a high level of self-confidence. (Buchari, 2021: 53). An unyielding attitude will give you confidence in facing a task or job. Practically, fearlessness is a disposition and conviction to begin, perform, and complete an undertaking or work that should be looked in entrepreneurship.

b) Discipline; An entrepreneur must have high discipline. According to Fakhruddin (Community Development Strategy, 2011:16) Discipline is an action that shows orderly behavior and obeys various provisions and regulations. Discipline is the accuracy of the entrepreneur's commitment to his duties and work. The accuracy includes timeliness, quality of work, work system, and so on. Punctuality can be fostered in a person by trying to complete the work according to the previously planned time.

c) High Motivation; The need for achievement and the need for growth are factors that form strong business motivation in successful entrepreneurs (Collins.et.al, 2012; Lee and Tsang, 2001). The emergence of this business motivation can come from internal factors, such as the nature of entrepreneurship and external factors, such as business environment factors that provide opportunities and opportunities to learn and work in earnest.

d) Dare to Take Risks; An entrepreneur is a risk taker and not a risk bearer. As stated by Drucker (in Buchari, 2021:57), those who, when making a decision, have a conscious understanding of the risks that will be faced, in the sense that these risks have been limited and impulses are measured. The attitude of optimism and the courage to take risks is based on calculations that are really mature and adjusted to the level of self-confidence that exists.

e) Creative and Innovation; Creativity is the ability to generate new ideas and see opportunities or problems in novel ways. Based on one's understanding of the concept of creativity, innovation is defined as the process of applying creativity to one's daily life..

### Education

Education Entrepreneurship is to develop the concept of holistic education, namely educating the whole person. Includes 4H (Head, Hand, Health, and Heart). In accordance with UNESCO's four educational pillars, namely: (1) learning to know (2) learning to do (3) learning to be (4) learning to live together (Fadlullah, 2011:119) According to Wingkle (2009 :82), Entrepreneurship including aesthetic learning. Aesthetic learning is one of four forms of learning, namely theoretical learning, technical learning, and social learning., according to Hendro (2019: 1) that entrepreneurship is an integrated learning concept designed specifically for individuals to learn concepts, tactics, strategies, and knowledge about how to start a business and change mindsets and paradigms regarding entrepreneurship education. Entrepreneurship Education is an education aimed at developing special skills. This refers to the view of Peter F. Drucker quoted by Kasmir (2017) that entrepreneurship is an activity that requires creativity and new innovations, so as to be able to create something that did not exist before and entrepreneurship is an ability in terms of creating business activities.

Indicators of entrepreneurship education according to Adnyana and Purnami (2016), to measure the variables of entrepreneurship education based on the following indicators: (1) Creating an entrepreneurial desire. Entrepreneurship education programs foster an entrepreneurial spirit in students who have taken entrepreneurship courses, it is felt that a desire to become entrepreneurship begins to grow, (2) Adding insight. Entrepreneurship education programs help students gain knowledge and insight into the field of entrepreneurship. Students feel more knowledgeable about entrepreneurship after participating in entrepreneurship education, and (3) Sensitive to business opportunities. Entrepreneurship education programs raise awareness of business opportunities. After taking entrepreneurship education, students become aware of existing business opportunities.

### Training

Kamil, (2014:4) training is a subset of education that entails the process of learning to acquire and improve skills outside of the applicable educational system, in a relatively short period of time, and using methods that prioritize practice over theory.. Nuraeni and Suwandi, (2008:27) reveal that education and training is the process of passing on knowledge and skills from one person to another. Good in Marzuki (1992:32) training is a process of helping others in acquiring skills and knowledge. There are several dimensions and indicators in training as described by Mangkunegara (2018:57), the training indicators are as follows: a) Instructors, b) participants, c) Materials, d) methods and e) Objectives

### III. CONCEPTUAL FRAMEWORK

The entrepreneurial process begins with an axiom, namely the existence of challenges. From these challenges, ideas, willingness, and encouragement to take initiatives emerge, which are none other than creative thinking and innovative action is required in order to overcome and solve the initial challenges. There will be no challenge if there is no creative, and there will be no challenge if there is no creative. (Suryana, 2006). Entrepreneurial spirit is an attitude and mentality of a person who is able to find a business opportunity which then becomes a work marked by the individual's creativity in facing entrepreneurial challenges. Besides that, the entrepreneurial spirit can develop supported by entrepreneurship education and entrepreneurial practice itself so that an entrepreneurial spirit emerges. Wahyidiono (2016: 77) Entrepreneurship education is an effort to instill the entrepreneurial spirit and mentality in students through educational institutions as well as other institutions such as training facilities and so on..Based on the foregoing, the conceptual model in this study can be summarized as follows: 1

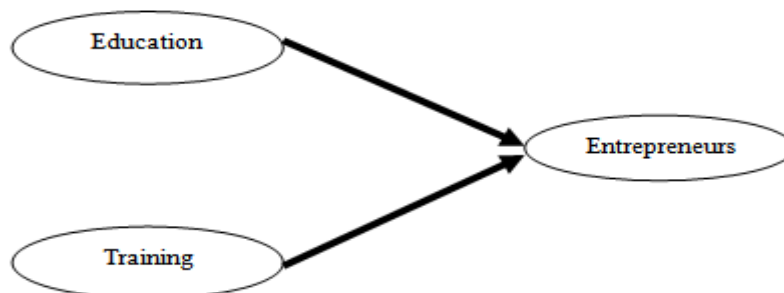


Figure 1 – Framework of Research

#### IV. HYPOTHESIS

Based on the introduction and Framework of research above, the hypothesis (H1& H2) in this study can be formulated as follows:

H1: Education and training have a positive and significant effect on the entrepreneurial spirit simultaneously

H2: Partially, education and training have a positive and significant impact on the entrepreneurial spirit.

#### V. METHODOLOGY

This study employs a quantitative approach and the type of research explanatory research with the intention of explanation (explanatory or confirmatory) that provides a causal explanation or influence between variables

via hypothesis testing.. The research location is in the edelweiss park, Wonokitri Village, Pasuruan, This research lasted for 2 months in the span of February and March 2022. The population in this study were all cultivators in edelweis park totaling 32 students and the entire population was used as a research sample with total sampling technique. With the formula, multiple linear regression models are used to determine the effect of the independent variable on the dependent variable:

$$Y = a + b_1x_1 + b_2x_2 + e$$

Description:

Y = Entrepreneurship Spirit

X1 = Education

X2 = Training

b<sub>1</sub>,b<sub>2</sub>= Independent variable regression coefficient

#### VI. RESULT

Table1

Multiple Regression Analysis Results

Model	Unstandardized Coefficients B	Std. Error	Standardized Coefficients Beta	t	Sig.
(Constant)	5.233	0.878		8.744	0.000
Education	0.645	0.254	0.263	3.713	0.000
Training	0.346	0.456	0.336	2.395	0.003
N : 32					
<b>R Square = 0,0760 / 76,0 %</b>					

Table 1 proves that the functional relationship between the dependent and independent variables is:

$$Y = a + b_1x_1 + b_2x_2 + e$$

$$\text{Firm Value} = 5.233 + 0.645 \text{ Education} - 0.346 \text{ Training} + e$$

Based on the results of the research, the value of r<sup>2</sup>. This means that 76.0% of the entrepreneurial spirit of local plant cultivators in the edelweiss park, Wonokitri, Pasuruan, is influenced by education and training, while 24.0% is influenced by other factors not examined in this research. This proves that hypothesis 1 is accepted

The results of the test using Multiple Regression, show that the estimated regression coefficient for the Education Variable is 0.645 with a t significance at the level of P = 0.0000. The results of empirical testing are sufficient evidence

to accept the hypothesis 2a. The significant positive regression coefficient means that Environmental Performance and Firm Value have an proportional effect. The influence of Education on Entrepreneurship Spirit has a positive direction which indicates that increasing Education will increase Entrepreneurship Spirit.

The results of the test using Multiple Regression show that the estimated regression coefficient for the training variable is 0.346, with a significance of t at the P level = 0.003. The results of empirical testing are sufficient evidence to accept hypothesis 2b. This means that there is influence between training and Entrepreneurship Spirit. The influence of training on Entrepreneurship Spirit has a positive direction which indicates that increasing training will increase Entrepreneurship Spirit.

## VII. DISCUSSION

### Effect of Education on Entrepreneurship Spirit

Education variable has an effect on Entrepreneurship Spirit. This finding is in accordance with the prediction of hypothesis H2a: Education has an effect on Entrepreneurship Spirit.

Entrepreneurship values must be integrated both in formal, non-formal and informal education. Through individual development, it is hoped that the community as a whole will experience self-empowerment to be more creative and innovative. To achieve this goal, the quality of education must be continuously improved. The quality of education is related to the quality of processes and products. Thus, for the above capabilities, it is necessary to develop an entrepreneurial education model.

In the world of education, it must be able to play an active role in preparing human resources who are able to face various challenges. Education does not only produce knowledge but also trains skills that are applied in socio-economic life. Entrepreneurship education needs to emphasize the courage to start entrepreneurship. Usually, the obstacle we start a new business is a fear of losing or going bankrupt. However, some people who already have an entrepreneurial spirit feel confused about where to start a new business. Entrepreneurship education obtained from school, outside school and family is a process of changing the mindset of entrepreneurship. In addition, the process of entrepreneurship education both formally, non-formally, and informally is expected to form an entrepreneurial spirit.

This research is in line with several studies, including Atmaja&Margunani (2016), Rokhimah (2017), Dainuri (2019) and Sang M. Lee et al. (2005) that proper entrepreneurship education is a prerequisite for raising the right perceptions and intentions about entrepreneurship

### Effect of Training on Entrepreneurship Spirit

Entrepreneurship Spirit is affected by the training variable. This finding is consistent with the hypothesis' prediction. H2a: Training has an effect on Entrepreneurship Spirit. As stated in the results of a survey conducted by Lambing (2003), that many respondents who become entrepreneurs come from experience so that they have an entrepreneurial spirit and character. So, to be a successful entrepreneur, the main requirement that must be possessed is to have an entrepreneurial spirit. The entrepreneurial spirit and character are influenced by skills, abilities or competencies (Suryana, 2003:61). Therefore, in improving the abilities, skills and abilities of an entrepreneur, it

can be obtained from training and coaching. While this training is given to improve the performance of the entrepreneur itself. Training is a means of changing perceptions, attitudes and adding skills, increasing abilities for the purpose of assessing and knowing performance. (Robbins, 2016: 187). With the training and guidance given to small businesses, it will open insight and perspectives for small businesses so that they can grow their entrepreneurial spirit.

## VIII. CONCLUSION

Based on the results of research and discussion and analysis conducted in the previous chapter, the authors draw the following conclusions:

1. Education and training have a significant positive impact on the entrepreneurial spirit of local plant cultivators in Pasuruan's edelweiss wonokitri park.
2. The education and training provided annually are, credit management, training and business development, accounting training, business management training and entrepreneurship which aims to improve the knowledge, skills, and abilities of the fostered partners and be given motivation so that confidence and courage can grow, so as to foster an entrepreneurial spirit. It is clear from this study that the education and training provided has been effective in developing the entrepreneurial spirit.. This means that the better the education and training, the better the quality and progress of the fostered partners, meaning that the fostered partners have an entrepreneurial spirit.

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