



The Effect of Technical Entrepreneurship Training on the Entrepreneurial Ability of Training Participants at the Technical Implementation Unit for Social Welfare Enhancement in Malang

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Abstract

The aim of this research was to determine the effect of technical entrepreneurship training on the entrepreneurial abilities of training participants at the UPT PTKS Malang institution. The approach used in this research is quantitative. This research used a population of 40 participants and a sample of 30 training participants. Meanwhile, the data analysis technique uses simple linear regression analysis. This research found that $t_{count} > t_{table}$, namely 0,020 which is significantly smaller than 0.005, namely $(0.000 < 0.005)$ entrepreneurial technical training has a significant influence on entrepreneurial ability of 38,4% and the remaining is influenced by other variables. Suggestions based on the results of the analysis that have been carried out, it can be seen that technical entrepreneurship training has affected the entrepreneurial abilities of training participants at the UPT PTKS Malang institution, but the influence of the training variable has not reached 50%, therefore it is necessary to increase improvements in terms of training intensity and quality of training so that the program Entrepreneurship training is able to influence the entrepreneurial abilities of training participants at the UPT PTKS Malang institution to a greater extent than before.

Keywords: Training, Entrepreneurship, Ability.

1. Introduction

It is undeniable that a stable job and guaranteed income can provide potential entrepreneurs with the courage and financial security to try their luck in the entrepreneurial world. In the current era, having a job is an integral part of daily life and is done to earn money to meet personal or family needs. One of the institutions that can bridge the people of Malang City to explore and sharpen their entrepreneurial skills through technical entrepreneurship training is the Technical Implementation Unit for the Improvement of Social Welfare Personnel (UPT PTKS) of Malang City. The purpose of the Technical Implementation Unit for the Improvement of Social Welfare Personnel (UPT PTKS) of Malang City in conducting technical entrepreneurship training is to enable the people of Malang City to become entrepreneurs or create their own job opportunities.

Training is also synonymous with non-formal education, aiming to complement, supplement, or replace what is lacking in formal education. According to Yulianti (2015), training is defined as a method used to enhance the skills, attitudes, and knowledge of individuals towards their profession by going through several stages determined by experts as their guides. According to Mangkunegara, the purpose of training is to develop work quality, work productivity, morale in working, provide a stimulus for employees to achieve at work, and knowledge in working (Yulianti, 2015). There are three stages in conducting training: the planning stage, the implementation stage, and the evaluation stage after the training (Shobirin

et al., 2023). Thus, training itself can be understood as a self-development process aimed at enhancing an individual's skills and knowledge (Yulianti, 2015).

To build quality individuals with entrepreneurial abilities who can compete in the global market, training is necessary. There is a study by Munir et al. (2015) which suggests that education and training play an essential role in developing entrepreneurial skills and the creation of new entrepreneurs. To address these issues, a technical entrepreneurship training program is needed to enhance entrepreneurial abilities and build the community's interest in starting their own businesses. With increasing competition, technical entrepreneurship training has become a necessity that cannot be ignored. As stated in a study by Munir et al. (2015), many people aspire to become entrepreneurs regardless of their location. Non-formal education is part of the current education system and is known as community education or non-formal education. Non-formal education programs are specifically designed to solve problems individuals face, particularly those related to the development of specific skills, abilities, and competencies not found in formal education. Through non-formal education programs, the community can attain a basic level of education and the flexibility to choose according to their needs (Ahmad et al., 2023). The purpose of this study is to determine whether technical entrepreneurship training affects the entrepreneurial skills of participants in the UPT PTKS of Malang City. It is hoped that this research will provide valuable information to the UPT PTKS Malang in designing more effective and relevant training programs to support entrepreneurship development in Malang City.

Given other factors that may influence the entrepreneurial abilities of participants, such as entrepreneurial interest, which has been studied by previous researchers, technical entrepreneurship training plays an equally important role in shaping the entrepreneurial skills of participants in the UPT PTKS Malang. Therefore, the researcher aims to conduct relevant research on technical entrepreneurship training to determine its impact and how the results can be used to better prepare individuals for entering the workforce. Based on the reasons outlined above, the researcher intends to conduct a study entitled "The Influence of Technical Entrepreneurship Training on the Entrepreneurial Skills of Participants at the Technical Implementation Unit for the Improvement of Social Welfare Personnel in Malang."

2. Method

This research was conducted using a quantitative correlational research method. According to Sugiyono (2022), the quantitative research method is based on the philosophy of positivism, used to study a specific population or sample, with data collection using research instruments, and data analysis being quantitative/statistical, with the aim of testing predetermined hypotheses. The research was carried out at UPT PTKS Malang, located at Jl. Panglima Sudirman No. 93, Klojen, Malang City, East Java 65122. This study will investigate all participants of the technical entrepreneurship training held at the UPT PTKS Malang, with a total of 40 respondents. With the population size being 40 respondents, this study obtained a sample of 40 respondents using the total sampling method. The variables in this study are divided into two: the independent variable (technical entrepreneurship training) and the dependent variable (entrepreneurial skills).

The data collection technique used was a questionnaire. The questionnaire employed was a closed questionnaire with four response alternatives: SS (Strongly Agree), S (Agree), TS (Disagree), and STS (Strongly Disagree). The instrument test analysis technique used includes validity and reliability tests. Data processing and analysis were conducted using descriptive statistical analysis. Descriptive statistics is a type of data analysis that describes and summarizes various aspects of the research data, forming specific patterns that can be explained descriptively at a certain stage of research (Sugiyono, 2022).

The classical assumption tests in this study include the normality test, linearity test, and heteroscedasticity test. These classical assumption tests were conducted for a simple linear regression model. Hypothesis testing was performed using partial tests (t-test), simultaneous tests (f-test), and the coefficient of determination (R²).

3. Results and Discussion

3.1 Result

The data obtained from the research were processed using descriptive statistical analysis, with the following results:

Descriptive Statistics					
	N	Min	Max	Mean	Std. Deviation
Pelatihan Teknis Kewirausahaan	40	45	55	51.05	2.193
Kemampuan Kewirausahaan	40	45	52	48.90	1.603
Valid N	40				

Source: Processed data from SPSS Version 26

Based on the table above, it can be understood that the descriptive statistics results obtained continued:

- a. The variable of technical entrepreneurship training (X) has a minimum score of 45, a maximum score of 55, and an average score of 51.05, with a standard deviation of 2.193.
- b. The variable of entrepreneurial skills (Y) has a minimum score of 45, a maximum score of
- c. 52, and an average score of 48.90, with a standard deviation of 1.603.

In this study, the classical assumption tests conducted include normality, linearity, and heteroscedasticity tests. The results of the normality test are presented in the table below:

Tests of Normality						
	Kolmogorov Smirnov ^a			Shapiro-Wilk		
	Statistic	df	Sig.	Statistic	df	Sig.
Pelatihan Teknis Kewirausahaan	.14740			029.968	40	.318
Kemampuan Kewirausahaan	.1	1740		180.975	40	.494

Source: Processed data from SPSS Version 26 In this study, the decision criterion is based on the Sig. value. The Sig. value for the entrepreneurial skills variable is 0,494, and the Sig. value of 0,318 is greater than 0.05, indicating that the normality test decision criterion shows that the data is normally distributed. Similarly, the Sig. value for the technical entrepreneurship training variable is 0,318, indicating that the Sig. value of 0,318 is greater than 0.05, demonstrating that the normality test results in a normal distribution. The results of the linearity test will be explained in the table below:

ANOVA Table							
			Sum of Squares	df	Mean Square	F	Sig.
Kemampuan Kewirausahaan * Pelatihan Teknis Kewirausahaan	Between Groups	(Combined)	58.876	8	7.360	1.612	.162
		Linearity	27.059	1	27.059	5.927	.021
		Deviation from Linearity	31.817	7	4.545	.996	.453
	Within Groups		141.524		314.565		
	Total		200.400	39			

Source: Processed data from SPSS Version 26 A significant linear relationship between the independent and dependent variables is indicated by the deviation from the linear line value of 0.453, which is greater than 0.05, as shown in the table above.

The results of the heteroscedasticity test are presented in the table below:

Coefficients ^a						
Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	-.027	2.734		-.010	.992
	Pelatihan Teknis Kewirausahaan	.027	.068	.065	.401	.691

a. Dependent Variable: ABS_RES

Source: Processed data from SPSS Version 26 From the table above, it can be seen that the significant value is 0.691 (> 0.05), indicating that there are no signs of heteroscedasticity. The results of the regression analysis explain the extent of the influence observed.

The results of the simple linear regression test will be explained in the table below:

ANOVA ^a						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	27.059	1	27.059	5.932	.020 ^b
	Residual	173.341	38	4.562		
	Total	200.400	39			

a. Dependent Variable: Kemampuan Kewirausahaan

b. Predictors: (Constant), Pelatihan Teknis Kewirausahaan

Source: Processed data from SPSS Version 26 From the table above, it can be observed that the significance value is 0.020 (< 0.050), indicating that variable X has an effect on variable Y.

The partial test (t-test) conducted in this study is used to examine how the independent variable individually affects the dependent variable. The results of the partial test (t-test) will be explained in the table below:

Coefficients ^a						
Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	22.433	7.139		3.142	.003
	Pelatihan Teknis Kewirausahaan	.434	.178	.367	2.436	.020

a. Dependent Variable: Kemampuan Kewirausahaan

Source: Processed data from SPSS Version 26 There is an effect of Technical Entrepreneurship Training (X) on Entrepreneurial Skills (Y), as the significance value (partial effect) of X on Y is $0.020 < 0.05$. The coefficient of determination (R^2) is used to measure the extent to which the independent variable explains the variation in the dependent variable.

The results of the coefficient of determination (R^2) test will be explained in the table below:

Model Summary				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.620 ^a	.384	.368	1.068

a. Predictors: (Constant), Pelatihan Teknis Kewirausahaan

Source: Processed data from SPSS Version 26 The previous data output indicates that there is an effect, with an Adjusted R^2 value of 0.384. This means that Technical Entrepreneurship Training (X) accounts for 38.4% of the variation in Entrepreneurial Skills (Y).

3.2 Discussion

Technical Entrepreneurship Training Program Provided by UPT PTKS Malang, The analysis results show that most participants in the UPT PTKS Malang training program are between 20 and 30 years old, an appropriate age for participating in training. This age group is suitable as training is one of the educational programs that bridge individuals into the workforce. According to Saleh et al. (2020), the effectiveness of training programs for productive-age participants can significantly enhance the training's impact.

The 50:50 ratio of male to female participants indicates that the technical entrepreneurship training program at UPT PTKS Malang is inclusive and accessible to all genders. However, the respondent characteristics statistics reveal that the majority (95%) of participants have at least a high school education, indicating a high level of education among participants in the program.

The analysis shows that most participants strongly agree with all aspects of the technical entrepreneurship training provided. Specifically, 64.09% of respondents strongly agree that the

training enhances networking among participants, aligns with the topic, is well understood, and meets their expectations. This suggests that the technical entrepreneurship training program at UPT PTKS Malang has an effectiveness rate of 64.09%.

UPT PTKS Malang has effectively delivered technical entrepreneurship training to build participants' knowledge and skills in entrepreneurship. This is evident from 72.5% of participants who find the training effective in helping them plan and implement business strategies. This aligns with the training's goal to provide clear knowledge and skills before starting a business (Christanti, 2016).

The training program offered by UPT PTKS Malang not only helps develop business skills but also enables participants to build new connections with others. The ability of UPT PTKS Malang to transfer knowledge and skills is also reflected in the fact that 95% of respondents strongly agree that the facilitators or trainers are knowledgeable and that the material is adequate and relevant to the topic, which is to improve participants' entrepreneurial skills.

Based on the above discussion, this study shows that the majority of participants aged 20 to 30 are suitable for the training, making it a valuable program. The 50:50 gender ratio ensures inclusivity, and the high education level (95% with at least high school education) reflects the program's quality. Most participants are satisfied with the training quality, which has an effectiveness rate of 64.09%, indicating that it improves relationships, flexibility in learning with technology, and understanding of the material. The program also aids in building new relationships, enhancing communication, engagement, and job skills. Entrepreneurial Skills of Participants in the Technical Entrepreneurship Training at UPT PTKS Malang The analysis shows that the entrepreneurial skills of participants in the technical entrepreneurship training at UPT PTKS Malang are high, with a percentage of 61.82%. This indicates that most participants have skills in developing business ideas, planning and managing finances, time management, problem solving, marketing products, attracting customers, and collaborating. The analysis reveals that 72.5% of participants strongly agree that they can identify new opportunities in entrepreneurship. This aligns with the definition of entrepreneurship, where individuals create businesses based on opportunities they identify (Alfianto, 2013). Additionally, 82.5% of participants have successfully developed business ideas in response to market changes. The ability to develop ideas and adapt to the market is essential for entrepreneurs, as noted by Geoffrey G. Meredith (1996) in Suharyadi et al. (2010), who states that high creativity and innovation are traits of successful entrepreneurs. Furthermore, 77.5% of participants recognize the importance of discipline in entrepreneurship. According to Suharyadi et al. (2010), discipline is a crucial attitude for entrepreneurs, including commitment to work, punctuality, quality of work, and systematic approach.

Overall, participants in the technical entrepreneurship training at UPT PTKS Malang demonstrate high entrepreneurial skills, suggesting that the training has provided them with fundamental entrepreneurial knowledge and skills, enhanced their creativity and innovation, and expanded their networks.

Impact of Technical Entrepreneurship Training on Participants' Entrepreneurial Skills at UPT PTKS Malang, Hypothesis testing results show that technical entrepreneurship training has a significant impact on participants' entrepreneurial skills at UPT PTKS Malang. This is observed from the significance value below 0.050 at a 95% confidence level, indicating a high level of confidence in the model. The t-value of 2.436 is positive, suggesting that technical entrepreneurship training positively affects participants' entrepreneurial skills. An increase in the intensity and quality of the training will also enhance participants' entrepreneurial skills. The constant value of 22.433 indicates that if the independent variable (technical entrepreneurship training) is held constant or at 0, the participants' entrepreneurial skills would be 22.433. This aligns with the fact that participants in technical entrepreneurship training have high entrepreneurial skills, at 61.82%. The coefficient for technical

entrepreneurship training is 0.434, indicating that a one-unit increase in the intensity and quality of the training will result in a 0.434 increase in participants' entrepreneurial skills. The research shows that technical entrepreneurship training significantly impacts participants' entrepreneurial skills at UPT PTKS Malang, consistent with Dermansyah et al. (2021), who found that training improves knowledge, understanding, and skills. Silistyanto (2021) also found that entrepreneurship training has a positive impact, with increased understanding following training. The analysis reveals that the impact of technical entrepreneurship training on participants' entrepreneurial skills at UPT PTKS Malang is 38.4%, as indicated by the R Square value. This small effect size indicates that 61.6% of the participants' entrepreneurial skills are influenced by factors outside the scope of the study. Nevertheless, technical entrepreneurship training as a single variable has a significant impact on participants' entrepreneurial skills at UPT PTKS Malang.

In summary, this study finds that technical training significantly impacts employee performance at UPT PTKS Malang at a 95% confidence level. The results show that the intensity and quality of technical training significantly affect employee performance. Additionally, the study finds that training positively affects performance by enhancing the quality and intensity of the training.

4. Conclusion

Based on the findings of the analysis to determine how technical entrepreneurship training affects the entrepreneurial skills of participants at UPT PTKS Malang, the conclusions are:

1. The technical entrepreneurship training program provided by UPT PTKS Malang has an effectiveness rate of 64.09%. The majority of participants strongly agree with the program, indicating that UPT PTKS Malang has effectively implemented the training program.
2. The entrepreneurial skills of participants in the technical entrepreneurship training at UPT PTKS Malang are high, with a percentage of 61.82%, indicating that most participants have the ability to perform various entrepreneurial aspects.
3. The study finds that the technical entrepreneurship training program offered by UPT PTKS Malang has a positive and significant effect on