THE ROLE OF TRAINING IN IMPROVING THE ENTREPRENEURSHIP COMPETENCY OF SUSTAINABLE REHABILITATION PARTICIPANTS BNN WEST JAVA

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ABSTRACT

Currently, the government is actively promoting empowerment programs for new entrepreneurs to boost the country's economy. However, for fellow participants in ongoing rehabilitation for clients assisted by BNN West Java Province, entrepreneurship activities can be a way to start a new life so that they can re-mingle and be well received by the community. This study aims to determine the effect of entrepreneurship training in improving entrepreneurial competence in sustainable rehabilitation participants for clients assisted by BNN West Java Province. The results of research using SPSS software show that entrepreneurship training has a significant effect on increasing entrepreneurial competence with an effect of 65.9%. The results of this study are expected to provide motivation for the government, the private sector, and other organizations to be able to organize entrepreneurship training with better quality so that this training can help fellow participants in sustainable rehabilitation in preparing themselves to become part of the community again through entrepreneurial activities.

Keyword: *Drug Rehabilitation, Entrepreneurship, Entrepreneurship Competence, Entrepreneurship Training*

1. INTRODUCTION

Drug abuse and trafficking is one of the national problems that is considered serious and concerning by the government. One of the elements needed to determine a more appropriate strategy in overcoming the problem is to collect field data that is accurate and can describe increasingly complex drug problems. One of them is the prevalence

rate which is the result of a survey conducted by BNN in collaboration with the National Research and Innovation Agency (BRIN). The prevalence rate of drug abuse is a number that shows the percentage of people who use drugs divided by the total population. This figure is important to know in order to see the risk of a person's exposure to drugs. In addition, this figure is also important for the government to take action in overcoming drug trafficking in Indonesia.

Figure 1. Drug Abuse Prevalence Rate in 2019 and 2021 (%)
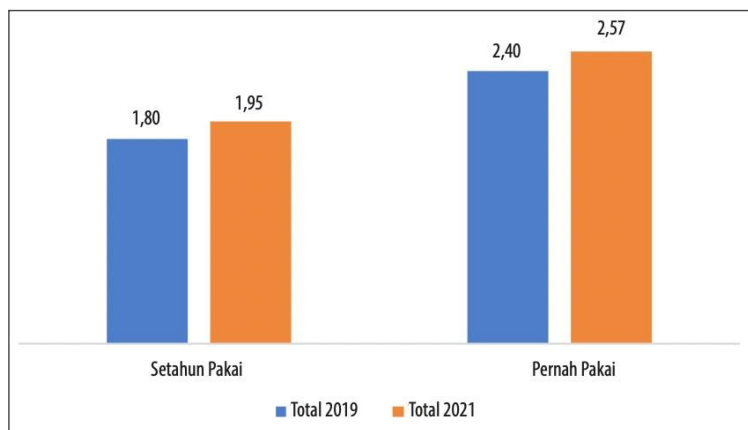
Source: Survey of Drug Abuse Prevalence (Badan Narkotika Nasional, 2021)

The results of the national drug abuse survey in 2021 show that the prevalence rate of drug abuse has increased from year to year, as seen from the increasing prevalence of drug abuse. During the 2019-2021 period, the prevalence rate of drug abuse per year of use increased by 0.15% from 1.80% in 2019 to 1.95% in 2021. Meanwhile, the prevalence rate of drug abuse ever used increased by 0.17% from 2.4% in 2019 to 2.57%. The increase in prevalence rates also reflects an increase in drug trafficking in the community which causes the number of drug users to increase in just two years (Badan Narkotika Nasional, 2021).

One of the efforts of the West Java BNN in controlling drug users is to hold a sustainable rehabilitation program. With the rehabilitation program, it is hoped that drug users can abstain or stop taking drugs. Furthermore, they are trained to be able to discipline, and control themselves so that they can overcome potential recurrences. Social Rehabilitation held by various

government and non-government social institutions is very helpful in restoring the social function of drug users in society.

Everyone has the right to a second chance in life, including those who have fallen into the trap of narcotics. One way to return to being part of society is to become an entrepreneur. Entrepreneurship is the process of doing something new and something different for the purpose of creating wealth for the individual and adding value to society (Kao, 1993).

Becoming an entrepreneur is not an easy choice. Moreover, not all participants of sustainable rehabilitation have entrepreneurial competencies, because they come from different professional backgrounds. It takes a series of abilities to be able to carry out entrepreneurial activities. According to Smilor and Kilby (Pyysiäinen et al., 2006) these entrepreneurial skills refer to specific activities or practical knowledge needed to build and run a company business to achieve success. On that basis, a team of lecturers from Widyatama University in collaboration with BNN West Java Province held an entrepreneurship training which was

held on July 5, 2022. Training is a learning process that involves the acquisition of skills, concepts, rules, or attitudes to improve performance (Simamora, 2006). It is hoped that through training, participants can achieve something they want to achieve, either in the form of increasing knowledge and or abilities, changing behavior or other things. Likewise, the entrepreneurship training that has been carried out is expected to increase the entrepreneurial knowledge and competence of participants in the West Java BNN sustainable rehabilitation.

Research that shows that training can affect the increase in entrepreneurial competence has been carried out several times. For example, in a study in 2013 which examined the effect of entrepreneurship education programs on increasing entrepreneurial competence in secondary students where the results showed that there was indeed an influence on both variables (Sánchez, 2013).

Entrepreneurship training conducted by the Widyatama University lecturer team aims to provide motivation to get mentoring and career development for sustainable rehabilitation participants

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Yelli Eka Sumadhinata [1], Nabilah Ramadhan [2], Yana Hendayana [3], Wien Dyahrini [4], Sri Wiludjeng [5], Suskim Riantani [6]

because their existence as community members is still needed. The materials presented were how to start a business for prospective entrepreneurs in starting their business and digitizing businesses. The final result of this activity is expected that the participants are able to implement the materials that have been given and improve their entrepreneurial competence.

2. LITERATURE REVIEW

In general, the implementation of training in companies has several components that can affect the success of a training implementation. Some of these components include: Training instructors, trainees, training materials, training methods, and training objectives (Dessler, 2011). The training components are arranged based on the needs of the participants with the hope that after attending the training, their competence can improve both in terms of skills, knowledge, and attitudes.

Kreitner (Agustina, 2015) explains that entrepreneurship is a process in responding to existing challenges and opportunities, whether carried out by individuals or organizations, even though the resources they have are limited. Entrepreneurs are people who make creative and innovative efforts by generating ideas and gathering resources to explore their potential and make plans for their future lives.
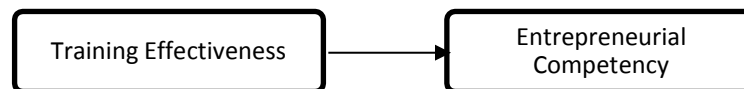
To become a successful entrepreneur, the first thing that must be owned is the basic capital, and having entrepreneurial competence is no exception. Entrepreneurship competency is a set of knowledge, attitudes and skills that are connected to one another, which entrepreneurs need to be trained and developed in order to be able to produce the best performance in managing their business (Suryana, 2013). Entrepreneurial knowledge means the whole of all things that are processed and processed in the form of memory and understanding of how to do business in the cognitive realm, thus forming the courage to take risks rationally and logically when faced with the business world. Entrepreneurship skills show a set of skills possessed by an entrepreneur in running his business to achieve goals. Attitude or Individual Ability shows the individual qualities of an entrepreneur, especially in facing all challenges in the business world.

Based on the description above, researchers are interested in conducting scientific research to test whether the

effectiveness of training can affect the improvement of entrepreneurship competence on sustainable rehabilitation participants for BNN fostered clients in West Java Province. So the hypothesis in this study is "There is a positive and significant effect of training on entrepreneurial competence in participants of the West Java BNN sustainable rehabilitation". As for conducting testing, the research paradigm that is built is as follows:

Figure 2. Research Paradigm

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┌─────────────────────┐        ┌─────────────────────┐
│                     │        │   Entrepreneurial   │
│ Training Effectiveness │ ────▶ │     Competency      │
│                     │        │                     │
└─────────────────────┘        └─────────────────────┘
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3. METHODS

This study aims to determine the effect of entrepreneurship training in increasing entrepreneurial competence on sustainable rehabilitation participants for BNN fostered clients in West Java Province. This research method uses verification method. According to Sugiyono (2015), the verification method is a study that aims to determine the relationship between two or more variables. In this study the influence of the training effectiveness variable on the variable of entrepreneurial competencies. In addition, this research also uses descriptive methods to describe the condition of each variable.

Relevant, reliable and valid data is needed in this research, so data is needed from two types of sources, the first is primary data, which is obtained through questionnaires, and the second is secondary data, which is obtained through scientific books, articles, and written report. The research instrument used was a questionnaire with a Likert 5 points scale. First testing validity and reliability of the statement items. The results of the two tests show a questionnaire that has been compiled valid and reliable.

The population of this study was a sustainable rehabilitation participant for BNN fostered clients in West Java Province, totaling 33 people. Because the population is relatively small, the sampling technique used in this study is a

THE ROLE OF TRAINING IN IMPROVING THE ENTREPRENEURSHIP COMPETENCY OF SUSTAINABLE REHABILITATION PARTICIPANTS BNN WEST JAVA
Yelli Eka Sumadhinata [1], Nabilah Ramadhan [2], Yana Hendayana [3], Wien Dyahrini [4], SriWiludjeng [5], Suskim Riantani [6]

census where all populations are used as samples.

The data analysis technique used in this study is descriptive data analysis to show the level of effectiveness of the training and the level of entrepreneurial competencies of sustainable rehabilitation participants for BNN fostered clients in West Java Province. In addition, simple regression analysis techniques are also used to test the presence or absence of the effect of the independent variable (X) on the dependent variable (Y). The variables in this study consisted of Training (X) as the independent variable and Entrepreneurial Competence (Y) as the dependent variable.

4. RESULTS AND DISCUSSION
Descriptive Analysis

Descriptive analysis was conducted to see the level of effectiveness of the training that has been carried out on sustainable rehabilitation for clients assisted by BNN West Java Province. In addition to the level of effectiveness of the training, this analysis was also conducted to measure the level of entrepreneurial competence possessed by the respondents. Before taking measurements, the category of measurement results is first determined. With the largest measurement scale value is 5 and the smallest smallest scale is 1, and the number of samples is 33 people, then there are 5 categories of interpretation with the smallest proportion of interpretation categories being 25% at 16% intervals. Based on this provision, the interpretation categories for variables X and Y are as follows:

Table 1. Category Percentage

Percentage	Category
20 % – 36 %	Very Low
36 % – 52 %	Low
52 % - 68 %	Moderate
68 % – 84 %	High
84 % – 100 %	Very High

Source: Data Processing

The level of effectiveness of training in sustainable rehabilitation participants for BNN fostered clients in West Java Province who became respondents in this study was in a very high category with a percentage of 87%. This indicates that respondents considered that the training that had been carried out had a very high level of effectiveness.

Table 2. Level of Training Effectiveness

Dimension	Percentage	Category
Instructor	88 %	Very High
Objectives	88 %	Very High
Method	88 %	Very High
Material	88 %	Very High
Trainee	88 %	Very High
Total	88 %	Very High

Source: Data Processing

All dimension of training effectiveness achieved the same score with a percentage of 88% and was included in the very high category. it means that respondents perceive all dimensions of training effectiveness as very good and support the achievement of training targets in terms of five aspects: instructors, trainees, objectives, methods, and materials.

The level of entrepreneurial competence in the participants of sustainable rehabilitation for clients assisted by BNN West Java Province who became the respondents of this study was in the Very High category with a percentage of 82.2%. This shows that respondents are able to complete their work according to the targets and standards that have been set.

Table 3. Level of Entrepreneurial Competency

Dimension	Percentage	Category
Entrepreneurial knowledge	89 %	Very High
Entrepreneurial skills	85 %	Very High
Individual abilities	88 %	Very High
Total	87 %	Very High

Source: Data Processing

Entrepreneurship knowledge is the dimension that achieves the highest score of 89% and is in the 'very high' category. This shows that by

participating in this training, participants in sustainable rehabilitation for clients of BNN in West Java Province will gain more knowledge or insight about entrepreneurship. From what has been implemented, respondents think that after participating in the training, they get more in-depth knowledge about entrepreneurship from the material that has been presented. Respondents become more aware and know the concept of entrepreneurship and know how to start a business. Meanwhile, the dimension of entrepreneurship competence with the lowest score is entrepreneurship skills with a percentage of 85%. This can happen because most of the respondents do not come from an entrepreneur background so they have to learn more about how to become an entrepreneur and have good entrepreneurial characteristics.

Simple Linear Regression Analysis

Simple linear regression analysis was carried out to determine whether there was an effect between training effectiveness and entrepreneurial competence on sustainable rehabilitation participants for clients assisted by BNN West Java Province, and how big the effect was. To determine there is an effect, hypothesis testing is carried out by calculating the F test statistics. The results of the calculations can be seen in the following table:

Table 4. ANOVA[a]

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	275.223	1	275.223	73.481	<.001b
	Residual	116.111	31	3.746		
	Total	391.333	32			

a. Dependent Variable: Entrepreneurship_Competence
b. Predictors: (Constant), Training

Source: Data Processing

From the table above, it is known that the significance level reaches 95% and the F table value is 4.17 Based on the ANOVA test, obtained Fcount of 73.481, which means that the calculated F value is greater than Ftable (Fcount > Ftable), so it can be concluded that the hypothesis can be accepted or in other words that the effectiveness of training has a significant influence on the level

of entrepreneurial competence of participants in sustainable rehabilitation. for clients fostered by BNN West Java Province. This conclusion is also strengthened by the resulting significance value is 0 or less than 0.05. After it is known that there is a significant effect, then the magnitude of the effect is calculated in Table 5.

Table 5. Model Summary^b

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.839^a	.703	.694	1.935

a. Predictors: (Constant), Training
b. Dependent Variable: Entrepreneurship_Competence

Source: Data Processing

The magnitude of the effect of training effectiveness on performance can be seen through the calculations in Table 6, especially the R Square number. The number of R Square (coefficient of determination) obtained is 0.703. This shows that there is an effect of 70.3% by the effectiveness of training on entrepreneurial competence in sustainable rehabilitation participants for clients assisted by BNN West Java Province, while the rest (100% - 70.3%) is 29.7% due to other variables outside the research model. The next step is to determine a simple linear equation by performing calculations with the results in Table 6 Coefficients.

Table 6. Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	7.041	2.234		3.313	.002
	Training	.361	.042	.839	8.572	<0.001

a. Dependent Variable: Entrepreneurship_Competence

Source: Data Processing

From the calculation results above, the results of the simple linear regression equation Y = a + bx + e are as follows: Y = 7.041 +

THE ROLE OF TRAINING IN IMPROVING THE ENTREPRENEURSHIP COMPETENCY OF SUSTAINABLE REHABILITATION PARTICIPANTS BNN WEST JAVA
Yelli Eka Sumadhinata [1], Nabilah Ramadhan [2], Yana Hendayana [3], Wien Dyahrini [4], Sri Wiludjeng [5], Suskim Riantani [6]

0.361X + 0.839. This means that the value of or the constant 2.704 indicates that if the effectiveness of the training is not increased, the entrepreneurship competence will get a value of 7.041. The regression coefficient is 0.839 which indicates a direct-positive relationship, which means that any increase in training effectiveness will affect the increase in entrepreneurial competence, where the effect is positive on which indicates a direct regression direction.

5. CONCLUSION

Some conclusions that can be drawn based on the results of the analysis of data processing in this study are as follows:

1. Training Effectiveness which consists of 5 dimensions: Infrastructure, Objectives, Methods, Materials, and Participants are in the Very High category with a percentage of 87%. This shows that the respondents considered that the entrepreneurship training that had been provided had been effective in its implementation.

2. Entrepreneurial Competence which consists of 3 dimensions: Entrepreneurship Knowledge, Entrepreneurship Skills, and Individual Ability is in the Very High category with a percentage of 87%. This shows that participants in sustainable rehabilitation for clients assisted by BNN West Java Province have strong entrepreneurial competencies to start a business in the middle of society.

3. Effectiveness of training has a positive and significant effect on entrepreneurial competence by 65.9%. This shows that a very high level of entrepreneurial competence is influenced by the effectiveness of the training.

Based on the results of the study which showed that there was a significant positive effect of training on increasing entrepreneurial competence, the researcher tried to convey suggestions for making continuous training in order to improve entrepreneurial competence, especially in the improvement of entrepreneurial skills. Continuous training can be carried out independently by the West

Java Province BNN or through collaboration with other agencies such as universities and non-profit organizations. In addition to conducting training, the West Java Province BNN can also carry out a mentoring program for rehabilitation participants who will start their businesses soon.

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