

The Influence of Community Education Level on Entrepreneurial Spirit

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Abstract

This research aims to determine whether education level influences entrepreneurial spirit in uekambuno village, Ulubongka subdistrict, Tojo Una-Una Regency, Central Sulawesi Province. This research employs a quantitative approach with an explanatory research method. The data used are primary data obtained through the distribution of questionnaires to the community in Uekambuno Village, Ulunongka Subdistrict, Tojo Una-Una Regency, and Central Sulawesi Province. A sample of 30 respondents was drawn. The data analysis technique involutes simple linear regression. The results indicate an influence of educational level on entrepreneurial spirit in Uekambuno village, Ulubongka sub-district, Tojo Una-Una regency, Central Sulawesi Province. The education level influences the entrepreneurial spirit by 23.9%, while unexamined variables influence the remaining 76.1%.

Keywords: Education Level, Entrepreneurial Spirit

INTRODUCTION

Entrepreneurship is a skill or ability of business actors who are usually called entrepreneurs who will create or establish a personal business and prepare everything needed for their business needs independently and accept the risks they will encounter when starting a business. Entrepreneurs personally must have an attitude of never giving up in the face of various risks. Entrepreneurship is a process of someone opening a business that starts with identifying markets and developing existing ideas. In addition to determining how to produce an idea, to recognize the product and also market it and accept the various risks that will occur.

According to Sumarti (2008) states that entrepreneurship is a soul that can be learned and taught. A person's entrepreneurial spirit is reflected in various things, for example leadership ability, independence (including persistence), teamwork, creativity and innovation. The creative and innovative process is closely related to entrepreneurship (entrepreneurship). According to Zimerrer (Sumarti, 2008), entrepreneurship is a process of applying creativity and innovation in solving problems and finding opportunities to improve life. In contrast to Zimerrer's opinion, according to Prawirokusumo (Sumarti, 2008) suggests that entrepreneurs are people who make creative and innovative efforts by developing ideas and gathering resources to find opportunities and improve their lives,

while Alma (Sumarti, 2008) states that entrepreneurship places more emphasis on the soul, enthusiasm, then published in all aspects of life.

An entrepreneurial spirit is a spirit that is able to create added value from limitations in an effort to create added value, by capturing business opportunities and managing resources to make it happen. In essence, capital does not have to be in the form of money. Our creative brain is the main capital for starting a business. Friendship networks (networks) also include capital. The entrepreneurial spirit is the soul of life in entrepreneurship which is demonstrated through the nature, character and disposition of a person who has the will to realize innovative ideas into the world creatively (Hartani, 2008).

From some of the definitions above, it can be concluded that the entrepreneurial spirit is a person's independent spirit who then, to earn income by opening a business that results from creativity, innovation, etc., then always has high optimism in doing everything. Education is really needed by the community because education educates humans, matures humans, and makes people from not knowing to knowing, and one of them as stated in the National Education System Regulation No. 20 of 2003 states: "National education functions to develop abilities and shape character. And a dignified national civilization in order to make the nation's life intelligent,

One form of application of knowledge, skills, independent creativity is in the form of success, because success is a manifestation of success in the experience of knowledge, skills and independent creativity of the community. Success is also a success that someone aspires to, one of which is entrepreneurial success.

Entrepreneurial success is success related to one's activities or skills in managing a business that can involve several people or individuals in carrying out the business. In carrying out a business, this cannot be forced from knowledge or education as stated by Pandji Panoraga, namely entrepreneurship or what is called entrepreneurship is a profession that arises because of the interaction between knowledge obtained from formal education and art that can only be obtained. From a series of work given in practice.

It can be understood from Pandji Panoraga's statement above that the education a person has is closely related to people's success in entrepreneurship. Therefore, the higher a people level of education, the more successful he is in entrepreneurship, and vice versa.

This level of education is very much needed in maintaining entrepreneurial success. People who have a high level of education will overcome all the problems they face as well as possible. As Buchari Alma stated, the level of education is important for an entrepreneur, especially in maintaining the continuity of his business in overcoming the problems faced, an adequate level of education is needed. According to (Arifin et al., 2023) The level of education has a very important role in everyday life, so that the level of education is one of the factors that can increase motivation and interest in one's personal life. The same thing was also said by (Anuz et al., 2023) that the level of education has a positive impact on increasing the welfare of the community, this is due to the fact that the level of education possessed provides motivation in carrying out activities that can improve their quality of life including having an interest in entrepreneurship.

The influence of entrepreneurship education has long been considered as an

important factor in growing and developing entrepreneurial passion, spirit and behavior among the younger generation (Kourilsky and Walstad, 1998). Regarding the influence of entrepreneurship education, there is a need for an understanding of how to develop and encourage the birth of potential young entrepreneurs while they are at school.

Entrepreneurial education is often related to finance and an individual's ability to obtain sources of capital. Higher levels of education increase the ability to obtain bank loans, accumulate personal wealth and increase financial support from stakeholders (Neeley & Auken 2009). The higher a person's level of education, the higher the level of alertness in obtaining funding sources for their business. At this time, an entrepreneur who is highly educated will be more careful in making decisions accompanied by consideration of the steps taken.

In addition, the results of Pupu Saeful Rahmat's research (volume 17, Issue 1, January 2020) regarding "The Influence of Education Level, Entrepreneurial Behavior on Business Development in the Talaga Market in Majalengka Regency", namely:

1. Education and entrepreneurial behavior together simultaneously influence the development of informal sector businesses, meaning that if capital, work, education, and entrepreneurial behavior increase simultaneously, market development will increase as well.
2. Education has a positive and significant influence on the development of informal sector businesses, meaning that the higher the level of formal education, the higher the development of the informal sector.
3. Entrepreneurial behavior has a positive and significant influence on the development of informal sector businesses in the Talaga market, Majalengka Regency.

Based on the results of previous research, it can be concluded that the level of education influences the entrepreneurial spirit in society.

Likewise the phenomenon that occurs in the village of uekambuno, where the people have different educational backgrounds. Uekambuno Village is one of the villages in

Ulubongka District, Tojo Una-Una Regency, where the majority of the people's livelihood is farming. Some people take advantage of this for entrepreneurship because the village is far from urban areas and it takes a lot of time to go to the city just to buy daily necessities, therefore the opportunity for entrepreneurship is quite large. From the results of observations made by researchers, public interest in entrepreneurship is still lacking due to the lack of capital they have, and also environmental factors that are less supportive. This is what causes people who do business entrepreneurship does not run well.

1. Entrepreneurial Spirit

Entrepreneurship is the process of creating something to add value to the economy. Entrepreneurship is the absorption of two phrases, *wira* which means male or independent and *effort* which means an activity by exerting energy and thought to achieve a goal.

According to Ahmad Sanusi (1994), the notion of entrepreneurship is a value that is embodied in behavior that is used as a resource, driving force, goals, strategies, tips, processes, and business results. Referring to the notion of entrepreneurship, it can be said that basically entrepreneurship is an activity that anyone can do, as long as they have a strong interest in building their own business from scratch.

Entrepreneur is someone who carries out business activities or independent business. The characteristics of an entrepreneur include:

1. Entrepreneurs will be leaders in their business activities, so that an entrepreneur always has a leadership spirit.
2. Have goals and objectives so as to be able to plan well for the development of its business
3. Always confident in his work so that he is always calm in facing challenges
4. Have a positive way of thinking, especially in taking an action or step to be taken.
5. Dare to take risks, the greater the benefits you will get.

The benefits of entrepreneurship that can be picked up by an entrepreneur in the framework of his business include:

1. Opening new job opportunities
2. As a generator of environmental development
3. As a superior personal example, commendable, honest, courageous and not suspicious of others
4. Respect applicable laws and regulations
5. Educate employees to be independent, disciplined, honest and diligent
6. Maintain environmental harmony, both in association and in leadership.

The spirit of entrepreneurship is the spirit of independence to find a source of income by opening a business or channeling someone's creativity and then turning it into a place to earn income. The entrepreneurial spirit is instilled from the time someone begins to realize that money is important and that someone has skills or something such as goods or services that can be sold, a person will learn to be more independent, think critically and progress if the entrepreneurial spirit is instilled from an early age. Because he will think about how to manage the results of the skills or learning that he has done so far to turn them into works that can be sold, whether it is food, clothing, services or other goods.

Entrepreneurial spirit is the soul of life in entrepreneurship which basically applies entrepreneurial attitudes and behavior which are demonstrated through the nature, character and character of someone who has the will to creatively realize innovative ideas into the real world.

From the descriptions of the definitions above, it can be concluded that the entrepreneurial spirit is the independent spirit of a person who then earns income by opening a business resulting from innovation, creativity, etc. and then always has high optimism in doing everything.

According to the Big Indonesian Dictionary, an entrepreneur is a person who is clever or talented at recognizing new products, determining new production methods, arranging operations to produce

new products, managing operational capital and marketing them.

Entrepreneurship is doing business as an entrepreneur. According to Thomas W. Zimmerer entrepreneurship is the result of a discipline as well as a systematic process of applying creativity and innovation in meeting needs and opportunities in the market. In simple terms, the meaning of an entrepreneur (entrepreneur) is a person who has the courage to take risks to open a business on various occasions. Having the courage to take risks means having an independent mentality and daring to start a business, without being overwhelmed by fear or anxiety even in uncertain conditions.

Peter F. Drucker said that entrepreneurship is the ability to create something new and different. This definition implies that an entrepreneur is a person who has the ability to create something new, different from others. Or being able to create something different from what existed before. Zimmerer defines entrepreneurship as a process of applying creativity and innovation in solving problems and finding opportunities to improve life (business).

An entrepreneur will not be successful if he does not have the knowledge, ability and will. Having the will but not having the ability and knowledge will not make someone a successful entrepreneur. Some of the knowledge that entrepreneurs must have are:

1. Knowledge of the business to be entered or started and the existing business environment
2. Knowledge of roles and responsibilities, and
3. Knowledge of business management and organization.

Some of the skills that entrepreneurs must have include:

1. Conceptual skills in strategizing and calculating risks,
2. Creative skills in creating added value,
3. Skills in leading and managing,
4. Communication and interaction skills,

5. Business technical skills to be carried out.

2. **factors Which Influencing Society in Entrepreneurship**

According to Wulandari (2013) the factors that influence society in entrepreneurship.

3. **Interest**

Interest is a feeling of preference and interest in a thing or activity, without anyone telling you (Slameto, 2013: 105). According to (Winkel, 2004: 650) interest is a rather persistent tendency for someone to feel interested in a particular field and feel happy to be involved in various activities related to that field. A person's interest can be expressed through statements that show a person is more interested in another object. It can also be manifested through participation in an activity where someone who is interested in a certain object tends to pay more attention.

4. **Attitude independent**

Widayatun (2009) in Hendrawan (2017) explains attitude is a mental and nervous state of readiness that is regulated through experience which provides a dynamic or directed influence on individual responses to all objects and situations related to it. Independence is an atmosphere in which a person is willing and able to realize his will which is seen in concrete actions to produce something to fulfill his life's needs (Paulina, 2011 in Hendrawan 2017). An independent attitude is the desire and behavior of a person who does not easily depend on other people to carry out their duties and responsibilities.

5. **Environment Family**

The family is where the main activities of an individual's life take place, so that the family is the first and main institution for human resource development. The family is the smallest unit of social unit that has a very important role in fostering its family members, Rahayu (2009). Gunarsa in Manihai (2009) states that the family environment is the first environment that initially has a deep influence on children.

6. Motivation

Motivation is the will to do something, while motivation is a need, desire, drive or impulse. A person's motivation depends on the strength of his motives (Buchari, 2001: 64). According to Barelson and Steine (in Fahmi 2013: 13) define motivation as "all those and the like" thus, motivation can be interpreted as a psychological state and human mental attitude that provides energy, encourages activities, moves and channels behavior towards achieving desired needs. Provide satisfaction or reduce imbalance.

7. Income expectancy

Income is the income a person obtains in the form of money or goods. Entrepreneurship can provide income that can be used to meet one's living needs. It is the desire to earn income that can give rise to interest in entrepreneurship (Suhartini, 2011). In business, revenue is the amount of money received by a company and its activities, mostly from selling products or services to customers. For investors, income is less important than profit, which is the amount of money received after deducting expenses. Expectations or hopes for a better income is one of the factors that influence whether someone wants to become an entrepreneur or not. If someone hopes to earn a higher income by becoming an entrepreneur,

Level of education

According to Langeveld, education is every effort, influence, protection and assistance given to a child aimed at the child's maturity, or more precisely helping the child to be competent enough to carry out his own tasks.

According to John Dewey education is the process of forming intellectual and emotional fundamental skills towards nature and fellow human beings. According to Ahmad D. Marimba, education is conscious guidance or leadership by the educator on the physical and spiritual development of the educated towards the formation of the main personality. According to Soegarda

Poerbakawaca, in a general sense, education includes all the efforts and actions of the older generation to transfer their experience, knowledge, skills and skills to the younger generation so that they can carry out their life functions in social relations as well as possible. According to the author, education is a process of intellectual and emotional formation to become a better person

A goal is something that is expected to be achieved after a business or activity is completed. Education in Law Number 20 of 2003 concerning the national education system explains that: "Education is a conscious and planned effort to create a learning atmosphere and learning process so that students actively develop his potential to have religious spiritual strength, self-control, personality, intelligence, noble character, and the skills needed by himself, the people of the nation and the state ". Regarding this goal, in Law Number 2 of 1989, it is clearly stated that the goals of national education are: "Educating the life of the nation and developing the whole Indonesian human being, namely human beings who believe in and fear God Almighty and have noble character, have knowledge and Skills,

Education is a problem that always preoccupies the minds of thinkers and lovers of improvement. In this field the pens of the writers and discussants are also sharp. Even though scholars differ in their views and differ in their opinions about the definition of education and its goals, all agree on the necessity of education for nations so that they can live happily and achieve a high level in this world and in the hereafter. As revealed by Daoed Joesoef about the importance of education: Education is all areas of livelihood, in choosing and fostering a good life, which is in accordance with human dignity. So, according to the author, the urgency of education is to be able to build a better life and achieve a happy life in this world and the hereafter

Level is a layer of something that is arranged or staggered. The level or level of education is the stage of continuous education, which is determined based on the level of development of students, the level of complexity of teaching materials and the way in which teaching materials are presented. Education according to Mortimer quoted from the book *Philosophy of Islamic Education*, defines education as a process of using all human abilities (acquired talents and leadership) that can be influenced by habituation, which is refined with good habits through means that are artistically created and used by anyone to help others or oneself, to achieve set goals, namely good habits.

Various Levels of Education

There are several kinds of formal education levels:

1. According to Fuad Ihsan in his book *Basics of Education*, the level of school education consists of:
 - a. Basic education Basic education is education that provides knowledge and skills, fosters the basic attitudes needed in society, and prepares students to participate in secondary education. In principle, basic education is education that provides basic provisions for the development of life, both for the individual and for society. Therefore, every citizen must be provided with the opportunity to obtain basic education.
 - b. Secondary Education Secondary education is education that prepares students to become members of society who have the ability to have reciprocal relationships with the socio-cultural environment and the natural surroundings, and can develop further abilities in the world of work or higher education. Secondary education consists of general secondary education and vocational secondary education.
 - c. Higher Education Higher education is education that prepares students to

become members of society who have high academic and/or professional abilities so that they can apply, develop and/or create science, technology and art in the context of national development and improving human welfare.

2. According to Law No. 20 of 2003 contained in Hasbullah's basic education book, the level of formal education consists of basic education, secondary education, and higher education.
 - a. Basic education consists of:
 1. Elementary school / Madrasah Ibtidaiyah
 2. SMP / MTs
 - b. Middle education
 1. SMA and MA
 2. SMK and MAK
 - c. higher education
 1. Academy
 2. Institute
 3. High School
 4. University

RESEARCH METHODS

To obtain data about classroom management skills and student learning outcomes, it is obtained through observation, questionnaires, interviews and documentation. Validity is a condition that illustrates that the level of the instrument in question is capable of measuring what is being measured. Questionnaire validity testing is more focused on testing the alignment of scores between items and the total score of the items, where in preparing the benchmarks used come from existing indicators.

A system is said to be valid if it has a high discrimination index, that is, if the value of r counts or more than r tables then the data is declared valid (formula). On the other hand, if r count is smaller or equal to r table then the item cannot be used/is invalid (formula). Items were not discarded so that only valid items were used for research, except for one of the indicators there were no representative items because they were not all valid, so the items needed to be corrected. According to (Sugiyono 2013:130) explain A reliable

instrument is an instrument which, when used several times to measure the same object, will produce the same data. To determine the effect of using learning media (variable x) on student learning outcomes (variable y). So the test is carried out using a simple linear regression formula.

Normality testing can be intended to determine whether the research data comes from a normally distributed population or not. Simple linear regression is based on the functional or classical relationship of one independent variable with one dependent variable. A statistical hypothesis is a statement or condition of a population that is temporary or weak in nature. The statistical hypotheses in this research are:

- H0 : There is no influence between variable X (influence of education level) and variable Y (entrepreneurial spirit)
- H1 : There is an influence between variable X (the influence of the level of public education) and variable Y (entrepreneurial spirit).

DISCUSSION

Entrepreneurship is the process of creating something to add value to the economy. Entrepreneurship is the absorption of two phrases, *wira* which means male or independent and *usaha* which means an activity by exerting energy and thought to achieve a goal. According to Ahmad Sanusi in (Widayat 2022:29) The definition of entrepreneurship is a value that is manifested in behavior that is used as a resource, driving force, goals, strategies, tips, processes and business results. Referring to the definition of entrepreneurship, it can be said that basically entrepreneurship is an activity that anyone can do, as long as they have a strong interest in building their own business from scratch.

The spirit of entrepreneurship is the spirit of independence to find a source of income by opening a business or channeling the creativity that belongs to someone to then make it a land to earn income. The entrepreneurial spirit is instilled since someone begins to realize that money is important and that person has skills or something such as goods or services that can

be sold, a person will learn to be more independent, think critically, and progress if instilled an entrepreneurial spirit from an early age. because he will think about how to manage the results of the skills or the results of the learning that he has been doing so far to make a work that can be sold, whether it's food, clothing, services, or other goods.

According to Hartanti in (Sulastris 2017:39) An entrepreneurial spirit is a soul that is able to create additional value from limitations in an effort to create added value, by capturing business opportunities and managing resources to make them happen. Meanwhile, according to Suryana in (David 2021:92) said that "The entrepreneurial spirit exists in everyone who has creative and innovative abilities, in everyone who likes change, renewal, progress and challenges.

Currently, most people have an entrepreneurial spirit, especially in today's more sophisticated era with the internet which makes it easier for people to sell their products via online shops. This becomes an advantage in itself for someone to be able to market all their products easily and effectively.

Education is a conscious and planned effort to create a learning atmosphere and learning process so that students actively develop their potential to have religious spiritual strength, self-control, personality, intelligence, noble character, and the skills needed by themselves, society, nation and state. According to Lestari in (Oktapiana 2018:4) The level of education is an activity of a person in developing abilities, attitudes and forms of behavior, both for the future life which is through a certain organization or not organized.

The explanation regarding the influence of the level of community education on the entrepreneurial spirit above is in line with the research results obtained by researchers. The results of the analysis of the coefficient of determination in table 4.9 show that the adjusted coefficient of determination or R Square number is 0.239. or 23.9%. This value shows that 23.9% of the variability in Entrepreneurial Spirit can be explained by the Community Education Level variable, while

the remaining 76.1% is explained by other variables not examined in this research.

Based on the results of the research in the previous subchapter, it was found that the level of community education has a significant positive effect on the spirit of entrepreneurship in Uekambuno Village, Ulubongka District and Tojo Una-Una Regency.

The results of this study are supported by research Firdaus Akmal (2019), Hardi Utomo (2023) and Wanda Novita Sari (2020) stated that there is a positive and significant influence on the level of community education on the entrepreneurial spirit.

CONCLUSION

Based on the results of the research in the previous chapter, it can be concluded that the level of community education (X) has a significant positive effect on the entrepreneurial spirit (Y) of Uekambuno Village, Ulubongka District and Tojo Una-Una Regency. These results can explain that having a high level of community education can increase the entrepreneurial spirit of the people of Uekambuno Village, Ulubongka District, Tojo Una-Una Regency and Central Sulawesi Province.

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