

The Effect Of Entrepreneurship Training On Entrepreneurs Growth In The Field Of Catering And Handicraft For Persons With Disabilities In West Java (Study Of Catering And Handicraft Training For Persons With Disabilities Manpower Office Of West Java Province)

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Abstract- The main factor that has not been independent of people with disabilities is low entrepreneurial interest. Based on preliminary research, entrepreneurial interest is caused by the lack of skills or the lack of life skills of people with disabilities in West Java. This study aims to examine the effect of entrepreneurial training on entrepreneurial interest for people with disabilities in the province of West Java. This study uses a quantitative approach with survey research methods, namely research that takes samples from a population and uses questionnaires as the main data collection tool. The study sample was 50 people with disabilities in the province of Java, West Java. The results concluded that there was a direct influence of entrepreneurial training on entrepreneurial interest. This meant that the amount of contribution given by the entrepreneurial training variable (X) to entrepreneurial interest (Y) of persons with disabilities was 17.8%, while the remaining 82.2% was the influence of other factors. which is not examined by authors such as, Motivation, coaching and others

Keywords: *Training, Entrepreneurial interest, people with disabilities*

INTRODUCTION

Not everyone is born in perfect or complete physical condition, which is often referred to as a person with physical disability. The term physical disability is often referred to as physical or physical disability. Physical disability is a condition that is damaged or disturbed as a result of a form disorder or resistance to bones, muscles, and joints in its normal function (Somantri, 2006). Physical disability is also often interpreted as a condition that inhibits individual activities as a result of damage or disruption to the bones and muscles, thereby reducing the normal capacity of individuals to attend education and to stand alone (Somantri, 2006).

Individuals who experience disability also have a duty for personal and economic independence, but this is still quite difficult to do. There is a stigma that people with disabilities are people who are unable, powerless, and need to be compassionate. This causes a lack of employment opportunities for people with disabilities. Companies tend to refuse people with disabilities when applying for jobs on the grounds that people with disabilities are unable to work and have no access

Indonesia has just passed Law No. 8 of 2018 on persons with disabilities which includes a chapter or article stating that out of every one hundred (100) workers in a company must set aside around 1% of its workers for people with disabilities but its implementation is still unclear to what extent the law works and how many people with disabilities can be absorbed through the implementation of the law.

In West Java Province according to data from the West Java Province Social Service (2016) there are 153,000 people with disabilities consisting of various disabilities. With this amount it can be seen that in the province of West Java it turns out that the population of people with disabilities is quite large. Of course this must be the concern of all stakeholders in West Java Province to try to empower people with disabilities through programs that can empower them. West Java Provincial Manpower Office in accordance with its Main Duties and Functions for and in order to bridge the workforce and businesses trying to make breakthroughs and innovations through cooking and handicraft training programs for people with physical disabilities, Deaf, blind and Downsyndrom whose output to grow entrepreneurs for them. It is expected that with this program there will be culinary and handyaft entrepreneurs from among people with disabilities so that they can also recruit fellow persons with disabilities.

Based on the background of the above problems, this study aims to determine the effect of entrepreneurial training on the growth of culinary and handicraft entrepreneurship for people with disabilities in West Java Province.

OBJECTIVES

The purpose of this study was to analyze the extent of the influence of entrepreneurial training on the growth of culinary entrepreneurship for people with disabilities in West Java Province

LITERATURE

1. Training

Training is a teaching and learning process for certain knowledge and skills and attitudes so that participants are increasingly skilled and able to carry out their responsibilities better, in accordance with standards (Tanjung, 2003). Kirkpatrick (1994) defines training as an effort to increase knowledge, change behavior and develop skills. Training according to Strauss and Syaless in Notoatmodjo (1998) means changing behavior patterns, because with training it will eventually lead to behavioral change. Training is part of education that involves the learning process, useful for acquiring and improving skills outside the prevailing education system, in a relatively short time and the method prioritizes practice rather than theory. Training is a learning process that emphasizes more on practice than theory carried out by a person or group using adult training and aims to improve abilities in one or several specific types of skills. Whereas learning is a process of interaction between participants and their environment that leads to the achievement of educational and training objectives that have been determined in advance.

1.1 Training Objectives

The aim of entrepreneurial training in general is to change individual behavior, society in the field of entrepreneurship. This goal is to make entrepreneurs as an economic value of persons with disabilities, helping individuals to be able to independently or groups hold activities to achieve economic independence. The principle of entrepreneurship training is not only class lessons, but is a collection of experiences anywhere and anytime, as long as training can influence knowledge, attitudes and habits (Tafal, 1989). Training has an important purpose to increase knowledge and skills as a criterion for the success of the entrepreneurship program as a whole.

1.2 Training Methods

One factor that influences the success of a training is the selection of appropriate training methods. Selection of learning methods can be identified through the size of the group of participants. Divide education methods into three, namely the methods of education of individuals, groups, and times. The choice of training method depends on the purpose, the ability of the trainer / instructor, the size of the

target group, when / when the teaching takes place and the facilities available (Notoatmodjo, 1993).

According to the Ministry of Education and Culture (1991), the types of methods used in training include: lectures, question and answer, group discussions, small study groups, role playing, case studies, brainstorming, demonstrations, assignments, games, simulations and practices field. The method used in this training training covers lecture and practice methods (conventional methods), showing that to change the behavior component, the right method is needed. Methods for changing knowledge can be used as lecture, assignment, reading, panel and counseling methods. While to increase the availability can be used practice methods

2. Skills

Skills are the result of repetitive training, which can be called increased or progressive change by people who learn these skills as a result of certain activities (Whiterington, 1991). The skills of a skilled basic word which means being able to complete a task, are capable and deft while the skill means the ability to complete a task (Ministry of Education and Culture, 1999).

According to Graeff, et al (1996), skills training is the main activity during the implementation phase of a program. During the implementation of training aims to build and maintain behaviors that are very important in the continuity of the program, the training will lead to acquisition of skills. Skills are the ability to carry out tasks or work using available limbs and work equipment.

There are 3 types of basic abilities that are human (human skills), technical abilities (technic skills) and the ability to conceptualize (conceptual skills). Technical skills are the ability to use tools, procedures and techniques related to their fields. Human skills are the ability to be able to work, understand and motivate others. Concept skills are the ability to work together in a job, the job can provide skills (Schein, 1991).

In the process of education or training, an attitude is not necessarily realized in practice or action (Notoatmodjo, 1993). Certain conditions are still needed that enable changes in attitude to become practice. These conditions include the availability of facilities for learning, namely:

- a. Participants are given the opportunity to see and hear others doing these skills and given the opportunity to do it themselves.
- b. Participants are given the opportunity to master the skills sub-components before mastering the overall skills.
- c. Participants must do new skills themselves. The trainer evaluates the results of new skills and gives feedback.

2.1 Basic Concepts of Catering.

Catering is knowledge in the food field (the art of processing food) which covers the scope of food, from preparation to processing to serving food itself which is both traditional and international. Various basic principles and basic cooking procedures are generally carried out in the catering section

- a) **BOILING** (E: boiling; F: bouillier) is cooking in liquid up to 100 ° C. The sign that the liquid has reached its boiling point is the discharge of steam bubbles.
Principle:
The ingredients that are boiled must be completely submerged in liquid. To get the best results and keep the flavor and vitamin extracts stored by the boiled ingredients, it is recommended to include the ingredients boiled in boiling liquid; especially all green vegetables, except for all the tubers boiled starting from liquid that does not boil. The foam that arises at the time of boiling must be removed immediately. Boiled umbrellas can be closed but not recommended for green vegetables because they will change color. To make chicken starch and boiling meat juice slow (low heat; boiling time 6 to 7 hours)
- b) **REDUCE BATHROOM** (E: poaching; F: p cher) is cooking in a liquid below 100 ° C
Principle:
The bath-boiled material must be completely submerged in liquid. Boil the water to 100°C, reduce the temperature (stop the boiling process) before the ingredients are added. Especially for large fish to be boiled, it starts from a cold liquid and is heated to the boiling point, but not boiling. The cut fish (sliced fish) is boiled in hot liquid. Fruits are boiled with syrup and after being cooled in a boiled bath.
- c) **STEAMING** (E: steaming; F: Vapeurer) cooking using steam, hopefully modern like in Ujung Pandang State Vocational High School 8, this is done in boilers with a pressure of not more than 0.16kg / cm
Principle:
This process is only carried out on materials that require long periods of time (grains, grains, tubers) and do not experience discoloration. The best results are obtained when the cooking area is tightly closed, so that steam can cook effectively. Tubers, seeds and plants that are cooked should use a tray with holes so that steam can enter from all angles. For some soft dough recipes (steamed buns, bowl quweets etc.) the cooking place cover is covered with cloth so that the condensation does not fall on the dough
- d) **SAVE** (E: Stewing; F: Etuvier) cook with steam and liquid. In practice it is often the time to cook and sow the term; especially in the hope of Western countries.
Principle:
The seeded material must be submerged in liquid. The process of stews must be slow The most suitable material for sowing is the raw material (meat, hard vegetables)
The resulting sauce is served together with the ingredients that are sown. Processed in a pan directly on the fire
- e) **CONSIDERING** on catering services in hotels and restaurants divided into:
- 1) **CALLING WITH SAUCE** (E: braising; F: braisier)
 - 2) **CALLING WITH BUTTER** (E: poeling; F: poeler)
- 3) **CALLING THE ROLL** (E: roasting; F: r ti en brochette)
 - 4) **CALLING** (E: grilling or broiling; F: grillier)
 - 5) **BURNING** (E: baking; F: r tier au four)
 - 6) **CALLING WITH SAUCE** (E: braising; F: braisier) is cooking dishes using certain sauces in the oven in a closed state
Principle:
The material used is generally chewy
The ingredients must be fried with a little oil (E: saute; F: sautee) before baking it. Sauce must cover two grilled-sauce ingredients
The process must be slow. To enhance the taste, the ingredients of the slaughter (beef, chicken, goat meat, etc.) are grilled over the "soup" (E: bouguet; F: bouquet-garni); when grilling a vegetable type sauce, the sauce produced is not served together, but a new sauce is made
 - 7) **CALLING WITH BUTTER** (E: poeling; F: poeler) is the same as grilling with sauce, but here the sauce is replaced with butter (E: butter; F: beurre) or margarine (E: margarine; F: margarine)
Principle:
The material used is generally chewy. The size of the grill must be in accordance with the baked material. During the process do not add or mix with other liquid ingredients and butter must always be applied to the baked material. The results of the sauce from vegetables baked with butter are served together
 - 8) **CALLING ROLLS** (E: roasting; F: r ti en brochette) What is meant by roasting rolling is the roasting process which is carried out in the oven where the baked material is rotated to explore the heat source using brochette
Principle:
The material used must be soft and of the best quality. Ingredients must be seasoned first. During the process, the fat must be applied. It should be done in a hot oven oven The resulting sauce can be used as a companion sauce
 - 9) **CALLING** (E: grilling or broiling; F: grillier) What is meant by grilling here is the process of cooking where the baked material is directly related to the source of fire.
Principle:
Baked ingredients must be cut small. Baked ingredients must be of the best quality. Baked ingredients must always be oiled. The heat of the fire source must be regulated so that a "skin" is formed on the surface of the baked material, and the roasting results must be dry (not dry). The grill must always be clean so that the baked material does not stick to the grill fingers
 - 10) **BURNING** (E: baking; F: r tier au four) What is meant by burning is the process of cooking in an oven without using other auxiliary ingredients
Principle:

The main principle in this process is the right oven temperature for each burnt material

- 11) Sauteing (E: shalolow frying; F: sauter) is frying with a little oil
Principle
Material must be cut small. In tubers, hard vegetables should be boiled before sautéing, soft vegetables can be sauteed directly. The fat used for sauteing must be hot, but may not change color and small amounts
- 12) Frying (E: deep frying; F: frituer) is the process of cooking using a lot of oil.
Principle:
The oil used must always be clear
Oil must reach 160° Celsius - 195° Celsius
The ingredients to be fried are generally covered with dough Potatoes, bananas, crackers, chips must be dry when fried. Avoid oil overflowing when frying and it is recommended to use frying pan. Avoid excessive oil temperature because this will affect nutrition.
- 13) Cooking with microwaves is a way of cooking by using a microwave oven.

The working principle of this microwave oven is the swelling between the molecules of the material being cooked so that heat occurs. So that generally cooked ingredients will mature from the inside. The latest development of this tool is to complete this oven with infrared light which helps the formation of coloring on the cooked ingredients. Almost all cooking methods (except frying) can be done with this tool

3. Definition of Entrepreneurship

Entrepreneurship comes from the term entrepreneurship, while entrepreneur comes from the word entrepreneur. The entrepreneur said, Savary first used it in 1723 in his book "Trade Dictionary" in writing. Entrepreneurs are people who buy goods at a fixed price, even though the person does not know how much the price of goods (or economic use) will be sold.

Entrepreneurship is a decision maker that helps the formation of a free corporate economic system. Most of the drivers of change, innovation and progress in our economy will come from entrepreneurs; people who have the ability to take risks and accelerate economic growth.

Entrepreneurship which is discussed in terms of entrepreneurship until now there is no definition that has been agreed upon among experts. This can be seen from the differences in several definitions between one expert and another. According to John J. Kao, entrepreneurship is: an effort to create value through the introduction of business opportunities, proper risk-taking management, and through communication skills to mobilize a person, people, money and raw materials or other resources needed for others needed to produce project so that it works well. According to Robert D. Hisrich, Entrepreneurship is a dynamic process or additional creation of wealth created by individuals who dare to take major risks with the conditions of

reasonableness, time, and career commitment or provision of value for various goods and services such products and services may or may not new or unique, but the value must be pumped by the businessman at the same time by accepting and placing needs, skills and resources

Understanding entrepreneurship according to RI presidential instruction No.4 of 1995; "Entrepreneurship is the spirit, attitude, behavior, and ability of a person in handling a business or activity that leads to a search for, creates, implements new ways of working, technology and products by increasing efficiency in order to provide better services and gain greater profits.

So, from the opinions of the experts above it can be concluded that entrepreneurship is things or efforts related to the creation of activities or business activities or business on the basis of his own volition and establishing a business or business with his own will and ability.

Many people give understanding to entrepreneurs and entrepreneurship, including the following:

1. Someone interpreted as someone who bears the risk.
2. There are those who interpret as people who mobilize and allocate capital.
3. Someone interpreted as the person who created new items.
4. Someone interpreted as someone who took care of the company.

Thus, what is actually meant by entrepreneurship and entrepreneurship? To be more clear and have a handle, below are some of the notions of entrepreneurship and entrepreneurship, as follows:

1. Entrepreneurship is a mental and mental attitude that is always active in trying to improve the results of his work in the sense of increasing income.
2. Entrepreneurship is a person's process to pursue opportunities to meet needs and desires through innovation, without regard to the resources they control (Robin, 1996).
3. Entrepreneurship is a dynamic process to create additional prosperity.
4. Entrepreneurship is the process of creating something else by using time and activities accompanied by service capital and risk, as well as receiving remuneration, satisfaction, and personal freedom.
5. In the annex of Presidential Instruction Number 4 of 1995, concerning the National Movement.

Socializing and cultivating entrepreneurship
Entrepreneurship is the spirit, attitude, behavior and ability of a person in handling a business or activity that leads to efforts to work, technology and new products by increasing efficiency in order to provide better services and greater profits. Whereas what is meant by entrepreneurship are as follows:

1. Entrepreneurship is those who succeed in getting personal, family, community, and nation improvements.
2. Entrepreneurship is an expert about himself.

3. Entrepreneurs are people who break the existing economic system by introducing new goods and services by creating new organizational forms or processing new raw materials.
4. Entrepreneurs are people who dare to force themselves to be servants to others.
5. Views according to a businessman, entrepreneurship is a threat, a new competitor or it can also be a partner, supplier, consumer, or someone who can be invited to work together.
6. The view according to an investor, entrepreneurship is a person who creates prosperity for others who find new ways to use resources, reduce waste, and create jobs that are liked by the community.
7. The view according to an economist, entrepreneur is a person or group of people who organize factors of production, nature, energy, capital, and skills for the purpose of production.
8. The view according to a psychologist, entrepreneurship is a person who has the power of encouragement from within to get a goal, likes to conduct experiments or to display his freedom outside the power of others

Explanation of the material above can be taken a conclusion that entrepreneurs are people who have the ability to see and assess business opportunities, gather resources needed to take advantage and appropriate actions to ensure success.

Who can be classified as an entrepreneur? According to J.A. Schiunpeter; who can be classified as an entrepreneur is an innovator, as individuals who have knowledge to see material objects in such a way that later proved to have the right spirit, ability, and mind to conquer the way of thinking slow and lazy.

Today many young people are interested and glance at the business profession that promises a bright future. The teenagers generally stated that they were very fond of entrepreneurial activities in the business world.

To anticipate business work, they must prepare provisions in the form of mental attitude and mastering several skills such as cooking, fashion, marketing, typing, computer, internet, accounting, electronics, engineering, automotive, electricity, carpentry, workshop, and so on. The more skills acquired and mastered by young people, the more opportunities to become entrepreneurs. There are some basic characteristics and abilities that are usually present in an entrepreneur, including the following:

1. Entrepreneurship is a company creator.
2. Entrepreneurship is a person who always sees differences, both between people and between phenomena of life as opportunities and difficulties.

Entrepreneurship is a person who tends to be easily saturated with all life abilities

4. People with Disability

The term diffable was first coined in Indonesia by several activists in Yogyakarta, one of whom was the late Dr. Mansour fakih (Ambulangsih, 2007; Priyadi 2006;

Annisa 2005). The use of the word diffable is the Indonesianing of "difabled people" which is short for different abilities of people or which can be interpreted by someone with different abilities. The word diffable has a relationship with the terms disabled, disable itself if translated in Indonesian has the meaning of disability, and the use of the term disability has a significant transition transition in accordance with the perception and acceptance of the community at large.

In the international world, the term disability changes, including: cripple, handicapped, impairment, which is then used by the term people with disability or disabled people. People with disability were then translated into Indonesian into people with disabilities who initially used the term disability. The term disability is very discriminatory because it views someone as having one or more types of diseases that affect a person's physical condition. Changes in the use of the term disability to people with disabilities began to be introduced in the stipulation of Law no. 8 th 2016, which places the position of people with disabilities by tending to smooth the term. This term is basically still widely used in various publications or mass media, but various social activists argue that the use of this term has a narrow meaning that still places a person in a non-normal and incapable position because of his disability.

Until finally in 1997, the use of the term diffable began to be introduced to the public at large. The term diffable is one of the efforts to reconstruct views, understanding, and the general public perception of previous values that view a person with disability as someone who is not normal, has a disability as a deficiency and disability. The use of the word diffable can be referred to as the word euphemism, namely the use of words that refine the words or terms used previously. But broadly the term diffable is used as an effort to change people's perceptions and understanding that every human being is created differently and a diffable is just someone who has different physical conditions and is able to do all activities in different ways and achievements.

The use of the term diffable has a more humanistic value and an effort to eliminate the power of space that has an unfair relationship / discrimination and encourage the existence and role of diffables in their environment (Priyadi 2006; Annisa, 2005). In essence, the use of the term diffable means that people who were previously said to be disabled or people with disabilities can now be said to be people with different abilities. But in some laws in Indonesia that deal with people with disabilities still have not changed the use of the term people with disabilities to be disabled.

In Law Number 8 of 2016 concerning Persons with Disabilities, the definition of Persons with Disabilities are anyone who experiences physical, intellectual, mental and sensory limitations for a long time in interacting with the environment can experience obstacles and difficulties to participate fully and effectively with other citizens based on equal rights

Social welfare People with disabilities and also in Law No. 8 of 2016 concerning people with disabilities. Broadly

speaking, from the various rules that explain the definition of people with disabilities and the definition of workforce / workers of people with disabilities, one rule with other regulations has harmonization, so that the principle put forward by Fuller in the "principles of legalities" is that one regulation with other conflicts must not occur.

RESEARCH METHODS

1. Research Design

This study, in accordance with the objectives and benefits generated, is a type of explanatory research by observing (non-experimental), because it explains the causal relationship between variables through testing hypotheses without giving treatment (Singarimbun, 1989: 5).

This study uses a quantitative approach with survey research methods, namely research that takes samples from a population and uses questionnaires as the main data collection tool. Population is the whole object of research as a data source that has certain characteristics in a study, and the sample is a subset of the population that is the real object. The population (universe) in this study were entrepreneurial training participants based on cooking skills (Pastry and Culinary) and handicraft for people with disabilities totaling 50 people.

2. Operationalization of variables

As the dependent variable (dependent variable) in this study is the Interest of Entrepreneurship with the symbol Y. while the independent variable (independent variable) is X. Based on the problems and literature review the variables reviewed in this study are among others

- 1) Entrepreneurship Training Variables, as independent variables / independent variables, then called X
- 2) Variables of Entrepreneurial Interest, as the dependent variable / dependent variable, then called Y

Both patterns of variable relations are constellation of problems in this study.

The operational details of the research variables can be described in the table on the next page:

Bonded Variable (Y) Entrepreneurial Interest	According to Nur'aini (2006).	Entrepreneurial Interest 1) Risk taking 2) Relation with environment 3) Feelings of Work	6) Courage to take risks 7) Interaction with the surrounding environment 8) Business Commitment	
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Source: Processed 2018

3. Data sources

The type of data collected in this study comes from:

- 1) Respondents, namely people who can explain themselves or people who are directly related to the problem under study, in this case are entrepreneurial training participants based on cooking skills and handicraft to the growing interest in entrepreneurship for people with disabilities in West Java
- 2) Informants, namely people who are used as data sources in research who are able to explain themselves to others in this case is the head of the West Java provincial labor office employment placement and instructor

Literature study, which is a method of collecting theoretical data by reading literature, records, reports, and documents relating to the problem under study.

4. Data Collection Technique

The technique used in obtaining data to support research by:

- 1) Observation, namely the collection of data by direct observation of the object under study.
- 2) Interview, namely data collection by asking questions orally to respondents and informants
- 3) Questionnaire, which is data collection by giving a list of questions submitted in writing to the respondent and informant to be answered
- 4) Literature Study, namely the collection of theoretical nature by reading the literature and reports relating to the problem under study.

5. Population

The population comes from the word Population (English), which means the population. Therefore, if the population is mentioned, most people relate it to population problems. This is true, too, because that is the meaning of the real population. Then in subsequent developments, the word population became very popular, and was used in various disciplines.

The population is the entire unit or individual within the scope of the study. The number of observations or members of a population is called population size, while a value that

Table 1:

Operationalization of Variables the Effect of entrepreneurship training based on catering and handicraft on the growing interest in entrepreneurship for people with disabilities in West Java

Variable	Concept	Dimension	Indicator	Data Scale
Variable Free (X) Training	According to STP Bandung (2014).	Training : 1) Inspiring Training 2) Culinary Potential Business 3) Technical Aspect	1) Vision To progress 2) Hard work 3) Sundanese traditional food 4) Western food 5) Business planning	Ordinal

describes the characteristics / characteristics of the population is called a parameter (Sugiarto, et al, 2001).

In the research method, the word population is very popular which is used to mention allied or groups of objects that are the target of the study. Therefore the research population is the whole of the object of research that can be in the form of humans, animals, plants, air, symptoms, values, events, attitudes of life, and so on, so that these objects can be the target of research data sources. Thus it can be concluded that the entire unit that has the same characteristics according to the research criteria being carried out, is called population (population or universe)

The population in this study were participants in entrepreneurship training based on cooking skills (Pastry and Culinary) and handicraft to the growing interest in culinary entrepreneurship for people with disabilities in West Java, amounting to 50 people, and the number was proportionally made as respondents.

6. Data Analysis

Data analysis is an activity of grouping, making a sequence, manipulating, and increasing data so that it is easy to read (Moh Nasir, 2005: 56). Data processing collected from interviews and questionnaires can be grouped into 3 (three) steps: preparation, tabulation, and application of data on the research approach.

Preparation is to collect and examine the completeness of the questionnaire and check the correctness of the filling method. Conduct tabulation of questionnaire results and score members (Scoring) in accordance with the predetermined assessment system. The questionnaire is closed using an ordinal scale 5, the value obtained is an indicator for independent pairs X1, X2 and the dependent variable Y that is (X1, Y), (X2, Y) and (X1 and X2, Y), and the tabulation results are applied to the approach the research used is in accordance with the research objectives. To determine the influence of leadership and professional competence of teachers on the quality of education is done through data processing by analyzing the attitude of respondents to the questionnaire items to find out the results (positive / negative) using Likert's analysis. This assessment instrument is exemplified as follows:

Table 2
Positive Question Answers in Likert's Scale

No	Respondent's Answer	Score
1	Strongly Agree	5
2	Agree	4
3	Enough	3
4	Disagree	2
5	Strongly Disagree	1

Table 3
Negative Question Answers in Likert's Scale

No	Respondent's Answer	Score
1	Strongly Agree	1
2	Agree	2
3	Enough	3
4	Disagree	4
5	Strongly Disagree	5

After determining the score like the table above, each answer is entered into the data compilation table as follows:

Table 4
Recapitulation of Answer Score in Likert's Scale

Respondents No	No Item						K
	1	2	3	
1							
2							
3							
4							
50							
Total Score							

Where K is the number of questions from a variable namely the training variable there are 5 questions and the entrepreneurial interest variable 3 questions. As for evaluating each indicator (each question), the following indicator limits can be applied:

Table 5
Assessment Criteria For Each Research Indicator

Indicator	Total percentage		Score interval	Criteria
	Highest	lower		
	100%	20%	20%-36%	Very bad
			>36%-52%	Not good
			>52%-68%	Pretty good
			>68%-84%	Good
			>84%-100%	Very good

The operational steps for assessing the research indicators are as follows:

- 1) Determination of the highest value and lowest value
 Highest score = Number of questions x number of respondents x highest score
 Lowest value = Number of questions x number of respondents x lowest score
- 2) Determine the range (range)
 Range = Highest value - Lowest value

- 3) The number of classes (NC) used are 5 classifications, namely strongly agree, agree, enough, disagree and strongly disagree
- 4) Interval / class length (CL)
making Class length = Range: Many classes

To find out the assessment of all indicators of each variable, the classification of the total scores of all indicators examined was carried out, while to provide an assessment of entrepreneurial training and interest, a criterion was given as in Table 2, 3 and 4 as follows:

Table 5
Assessment Criteria for Training Variables

Indicator	Total percentage		Score interval	Criteria
	Highest	lower		
	100%	20%	20%-36%	Very bad
			>36%-52%	Not good
			>52%-68%	Pretty good
			>68%-84%	Good
			>84%-100%	Very good

The operational steps for assessing the research indicators are as follows:

- 1) Determination of the highest value and lowest value
Highest score = Number of questions x number of respondents x highest score
Lowest value = Number of questions x number of respondents x lowest score
- 2) Determine the range (range)
Range = Highest value - Lowest value
- 3) The number of classes (NC) used are 5 classifications, namely strongly agree, agree, enough, disagree and strongly disagree
- 4) Interval / class length (CL)
making Class length = Range: Many classes

Table 6
Assessment Criteria for Education Quality Variables

Indicator	Total percentage		Score interval	Criteria
	Highest	lower		
	100%	20%	20%-36%	Very bad
			>36%-52%	Not good
			>52%-68%	Pretty good
			>68%-84%	Good
			>84%-100%	Very good

The operational steps for assessing the research indicators are as follows:

- 1) Determination of the highest value and lowest value
Highest score = Number of questions x number of respondents x highest score
Lowest value = Number of questions x number of respondents x lowest score

- 2) Determine the range (range)
Range = Highest value - Lowest value
- 3) The number of classes (NC) used are 5 classifications, namely strongly agree, agree, enough, disagree and strongly disagree
- 4) Interval / class length (CL)
making Class length = Range: Many classes

To obtain data from qualitative variables each variable is first translated into sub-variables and each sub-variable is operationalized into indicators. Each indicator is measured by the size of the answer rating with an ordinal scale.

Data analysis used to see the relationship between training and entrepreneurial interest is to use Product Moment correlation from Karl Pearson. The purpose of this correlation is to test two significance of two variables, knowing the strength of the weak relationship, and knowing the amount of retribution.

In this study Pearson correlation analysis is used to explain the degree of the relationship between independent variables with dependent variables with values: $-1 \leq r_s \leq 1$, where:

- a. The value of $r_s = -1$ or close to -1 , the correlation between the two variables is said to be very strong and negative means the nature of the relationship of the two variables is opposite in direction, meaning if the value of X rises then the value of Y will go down or vice versa.
- b. If the value of $r_s = 0$ or close to 0, then the correlation of the two variables is very weak or there is no correlation at all.
- c. If the value of $r_s = 1$ or close to 1, then the correlation of the two variables is very strong and positive, meaning that the relationship of the two variables studied is unidirectional, meaning that if the value of X rises then the value of Y also rises or vice versa.

The correlation assessment criteria according to Sugiyono (2003; 216) are:

Table 7
Correlation Assessment Criteria

Coefficient interval	Relationship Level
0.00 – 0.199	Very low
0.20 – 0.399	Low
0.40 – 0.599	Medium
0.60 – 0.799	Strong
0.80 – 1.000	Very Strong

Correlation calculations are done using the SPSS 17 for Windows program.

In the data analysis model of correlation analysis, because the respondents' answers were measured using a Likert scale (lykert scale) numerical scoring was carried out 1,2,3,4 and 5 so this data was still in an ordinal form so that the first thing to do was change ordinal data into interval data. In this study ordinal data is transformed to interval data using the method of successive, Hays (1976)

RESULT

1. Description of Research Results

To find out the variable condition of the Training with Entrepreneurial Interest, a questionnaire is measured which consists of X and Y variables, each of which is accompanied by 5 possible answers that must be selected and considered appropriate according to the respondent. From these answers, the following assessment criteria are compiled: 1. Cumulative value is the total value of each item statement which is the answer of 50 respondents. 2. Percentage is the cumulative value of an item divided by its frequency value multiplied by 100% 3. The number of respondents = 50 people, and the largest measurement scale value = 5, while the smallest measurement scale = 1, so that the largest cumulative value = $50 \times 5 = 250$, and the smallest cumulative value = $50 \times 1 = 50$. As for the value the biggest percentage is = $(100/100) \times 100\% = 100\%$ and the smallest percentage value is = $(250/250) \times 100\% = 20\%$, from the second percentage value obtained the range value = $100\% - 20\% = 80\%$ and if divided by 5 measurement scales obtained the percentage interval value of = $(80\%) / 5 = 16\%$ so that the following percentage criteria are obtained:

Table 7
Value Criteria Based on Percentage

Presentage	Category
84,00 – 100,00	Very Good
68,00 – 83,99	Good
52,00 – 67,99	Good Enough
36,00 – 51,99	Less Good
20,00 - 35,99	Very bad

2. Description of Entrepreneurial Training for Persons with Disabilities

To find out the conditions of entrepreneurial training, data analysis was carried out based on questionnaires or questionnaires distributed to respondents. The questionnaire consists of 5 statements, each of which is accompanied by 5 possible answers that must be selected and considered appropriate according to the respondent. The results of the processing of the 5 statements regarding the Training of Entrepreneurs with Disabilities are as follows :

Table 8
Assessment Criteria for Entrepreneurial Training (X)

NO	Respondents' responses	Ideal score	Cumul ative Amou nt	%	Criteria
1	Ideals or desires to be independent	100	100	100	Very Good
2	Never give up in undergoing business	100	100	100	Very Good

3	Sundanese traditional food business opportunity	100	90	90	Very Good
4	Western food business opportunities	100	70	70	Good
5	The Need for Business Plans	100	90	90	Good Enough
	Total	500	450		
	Average	$(450/500 \times 100) = 90\%$			Very Good

Source: 2018 Research Results

From the table it can be seen that the average respondent's answer to the variable entrepreneurship training is very good, which is 90% of all statements on the variable. This illustrates that in general respondents have a perception that Entrepreneurship Training is very useful and has a very good impact.

Empirically there are very positive findings and are very supportive of the variables of entrepreneurial training, namely the ideals or desires to be independent and business opportunities for traditional Sundanese food, where the item has the biggest average score of 100% of the respondents. However, the results of the study also revealed that there were business opportunities that were less desirable by participants, namely, western food business opportunities, this can be seen from the average response score of 70% of respondents means that the indicator shows that respondents are less interested in food opportunities western. From the above statement it can be concluded that entrepreneurial training contributes to the independence of participants who are persons with disabilities through the growth of entrepreneurs based on the skills they get from the entrepreneurial training activities

3. Description of Entrepreneurial Interest

To find out the entrepreneurial interest of the training participants, data analysis was conducted based on questionnaires or questionnaires distributed to respondents. The questionnaire consists of 3 statements, each of which is accompanied by 5 possible answers that must be selected and considered appropriate according to the respondent. The results of the processing of 5 statements about entrepreneurial interest are as follows:

Table 9
Entrepreneurial Interest Assessment Criteria (Y)

NO	Respondents' responses	Ideal score	Cumul ative Amount	%	Criteria
1	Risk Taking	100	60	60	Good Enough
2	Interaction with the surrounding environment	100	60	60	Good Enough
3	Business Commitment	100	70	70	Good

Average	(190/300*100)= 63%	Good Enough
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Source: 2018 Research Results

From the table it can be seen that the average respondent's answer to the variable interest of entrepreneurs with disabilities entrepreneurship training participants is Good enough, which is 63% of all statements on the variable. This illustrates that in general respondents have a perception that entrepreneurial interest can be implemented fairly well.

Empirically there are very positive findings and are very supportive of the variable interest of entrepreneurs with disabilities, namely that the Participants have a commitment in conducting business, where the item has the highest average score of 70% of respondents. However, the results of the study also revealed that there are problems that do not support entrepreneurial interest, namely, where Courage is to take the risk of Courage to take risks, this can be seen from the average response score of 60% of respondents. Another factor is the interaction with the surrounding environment. This can be seen from the average respondent's answer of 60%.

From the above statement it can be concluded that people with disabilities entrepreneurship training participants have a commitment to carry out entrepreneurship in terms of risk taking as an entrepreneur is still not optimal because they do not have the skills in planning and projecting business and interaction with the surrounding environment is not optimal because they only associate with others people with disabilities only.

4. Analysis of the Effect of Entrepreneurial Training on Entrepreneurial Interest for Persons with Disabilities

In this section we will prove the statistical conceptual hypothesis proposed by the author. The conceptual hypothesis proposed by the researcher is "Entrepreneurial Training has a significant effect on the entrepreneurial interests of people with disabilities". Statistical analysis used by researchers is the analysis of Pearson Product Moment correlation, Simple Linear Regression and coefficient of determination (cd).

Table: 10
Pearson Product Moment Correlation Analysis
Correlations

		VAR00013	VAR00014
Disiplin	Pearson Correlation	1	.422*
	Sig. (2-tailed)		.014
	N	33	33
Kinerja	Pearson Correlation	.422*	1
	Sig. (2-tailed)	.014	
	N	33	33

*. Correlation is significant at the 0.05 level (2-tailed).

From the results of the above calculations, it can be seen that the variable correlation coefficient of Entrepreneurial Training (variable X) with Entrepreneurial Interest (variable Y) is $r = 0.422$. According to Sugiyono (2007: 183), the correlation coefficient of 0.422 belongs to the medium size, this means that there is a moderate relationship between entrepreneurial training (variable X) with entrepreneurial interest (variable Y) with disabilities

Table: 11
Simple Linear Regression Analysis

Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
1 (Constant)	10.497	3.827		2.743	.010
VAR00013	.570	.220	.422	2.595	.014

a. Dependent Variable: VAR00014

The table results of the calculation of SPSS 17 for windows above shows that the tcount is 2,595, while the table with a significance value of 5% ($\alpha = 0,05$) and the degree of freedom $dk = 63$ is 2,000. H_0 is rejected and H_a is accepted. Therefore, it is proven that entrepreneurial training has a significant effect on the entrepreneurial interest of persons with disabilities.

Figure 1
Graph of H_0 Rejection Area / H_a Acceptance

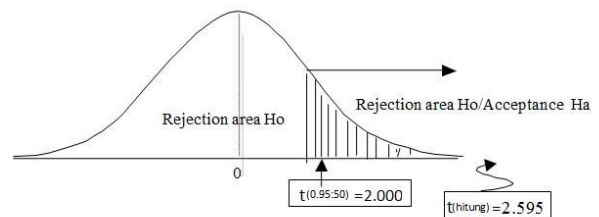


Table 12
Determination Coefficients
Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.422 ^a	.178	.152	1.75245

a. Predictors: (Constant), VAR00013

Based on the results of the data processing above, entrepreneurial training has an influence on the entrepreneurial interests of persons with disabilities. This means that the amount of contribution given by the

Entrepreneur Training variable (X) to Entrepreneurial Interest (Y) of Persons with Disabilities is 17.8%, while the remaining 82.2% is the influence of other factors not examined by the author.

5. Interpretation

To obtain interpretation in terms of theory and concept, this section will present the results of the study.

a. Training according to the Center for Development Management and Productivity, is learning to change people's behavior in carrying out their work, through specific skills to correct existing deficiencies (Ismadi et al., 1991). Cascio (1998) states that training or training is a learning process carried out for individuals with andragogy techniques. Andragogy is a learning method with an adult model. Individuals are not assumed to be children who don't know anything yet, but as adults who have a lot of experience and knowledge. Thus, training techniques do not emphasize the teacher / coach element but more on the participants. The method commonly used in training is learning through experience (learning by experience). This requires trainers and participants to be actively involved in training activities.

According to Cascio (1998), training sessions are usually divided into three groups, namely:

- 1) Introduction, that is to do a training contract agreement with participants so that the similarity of objectives in training is obtained,
- 2) The core of the training, which is the subject matter of the training
- 3) Closing and evaluating, namely conducting secret opening and training objectives that have been given in the subject matter. In this session feedback was also conducted to measure the effectiveness of training.

Entrepreneurship training is given in one day format.

Training materials are divided into four groups, namely:

- 1) Entrepreneurial success inspiration, namely giving participants new inspiration and paradigm about the world of entrepreneurship. The world that was originally not a top choice, turned into an interesting world
- 2) Exceptional self potential, namely by raising awareness of the extraordinary potential of the participants to be developed in the business world. Negative perceptions of self are replaced with self-confidence for independent entrepreneurship.
- 3) Boost entrepreneurial potential, which is step by step in increasing self-potential that has been realized. Participants have a vision in designing their own future,
- 4) millions of blessings at work, namely being able to be grateful for the abundance of tremendous blessings in working so that participants obtain adequate initial energy in starting entrepreneurial activities (Officer AbA, 2006).

Based on the results of the overall descriptive analysis on the variable x (entrepreneurial training), where entrepreneurial training provides excellent benefits, this is evidenced by the average score of respondents' answers, which is equal to 90%.

- b. According Sukardi (As'ad, 1991), entrepreneurship has six characteristics, namely
- 1) Self-confidence, which is the belief in self-ability in achieving goals independently, and full of optimism,
 - 2) Originality, which is the ability to create new things creatively
 - 3) People oriented, that is to use other people as guidelines in planning, implementing plans and evaluating their work.
 - 4) Result oriented task, which is behavior that is oriented towards the completion of tasks, and accepts all the consequences
 - 5) Future oriented, which is able to analyze things that will occur rationally based on information or the facts that occur
 - 6) Risk taking, which is able to take risks as personal responsibility, not blame others and be able to introspect against obstacles that occur

Littunen (2000) mentions two characteristics of entrepreneurship, namely the existence of creativity and courage in taking risks. While Marbun (Alma, 2000) mentions seven characteristics, namely self-confidence, task and results oriented, risk taking, leadership skills, originality of ideas, clear vision of the future, and creativity in carrying out tasks. The growth of interest is influenced by the inclusion of adequate information about objects of interest. Information on the success of a business, whether through print or electronic media, raises an understanding of the audience that entrepreneurs have proven success prospects. In addition, the emergence of interest in something is greatly influenced by how people's attitudes toward the status of something. The attitude of the community towards the dignity of work as an entrepreneur leads a person's tendency to be interested or not to entrepreneurship. Dignity as a high entrepreneur will move others to be interested in entrepreneurship too (Mc Clelland, 1987).

Interest in entrepreneurship is driven more by the desire to achieve. This was revealed by Priyono and Soerata (2004) that the motive for achievement is more dominant than money, because money is only a parameter of success. Danuhadimedja (1998) stated that the motive for achievement would be a stronger driver if there was family support. As a nearby environment, support from family can bring great energy to raise interest in entrepreneurship.

Based on the results of the overall descriptive analysis on the variable Y (Entrepreneurial Interest), that entrepreneurial training participants for persons with disabilities can show sufficient entrepreneurial interest, this is evidenced by the average score of respondents' answers, which is 63%.

While the influence between entrepreneurial training on entrepreneurial interest based on the results of SPSS 17 is included in the medium category that is equal to 0.422. While the calculation of the coefficient of determination (cd), it can be concluded that the magnitude of the influence of entrepreneurial training on the interest of entrepreneurs with disabilities is 17.8%. This can mean that entrepreneurial training has an influence or contribution of 17.8% on entrepreneurial interest, while the rest is 82.2% by other factors not examined in this study. Like: motivation, coaching etc.

CONCLUSIONS AND RECOMMENDATIONS

1. Conclusion

After the author discusses the influence of entrepreneurial training on entrepreneurial interest for people with disabilities, the authors draw the following conclusions:

- 1) Descriptive research results on the variable (X) of Disability Entrepreneur Training are Very Good, that is 90% of all statements on the variable. This illustrates that in general respondents have a perception that Entrepreneurship Training for Persons with Disabilities can be carried out very well.
- 2) The results of the descriptive study of the variable (Y) Entrepreneurial Interest is Fairly Good that is equal to 63% of all statements on the variable. This illustrates that in general respondents have a perception that the Entrepreneurial Interest possessed by Entrepreneur Training Participants for people with disabilities has the benefits of Good Enough.
- 3) Based on the results of the product moment correlation coefficient variable Motivation (variable X) with Performance (variable Y) is worth $r = 0.422$. According to Sugiyono (2007: 183), the correlation coefficient of 0.422 belongs to the medium size, this means that there is a moderate relationship between Entrepreneurial Pletihan (variable X) and Entrepreneurial Interest (variable Y) for people with disabilities. Based on the results of hypothesis testing that the tcount is 10.398 while the table with a significance value of 5% ($\alpha = 0.05$) and the degree of freedom $dk = 63$ is 2,000. So that $t \text{ count } (2,595) > t \text{ table } (2,000)$, then H_0 is rejected and H_a is accepted. Therefore, it is proven that Entrepreneurial Training influences Entrepreneurial Interest.
- 4) Based on the results of the coefficient of determination that Entrepreneurial Training has an influence on the interest of entrepreneurs with disabilities. This means that the amount of contribution given by the Entrepreneur Training variable (X) to Entrepreneurial Interest (Y) of persons with disabilities is 17.8%, while the remaining 82.2% is the influence of other factors not examined by the author such as, Motivation, coaching and others - other

2. Suggestions

After the author discusses the influence of entrepreneurial training on entrepreneurial interests for people with disabilities. So the writer wants to give the following suggestions as follows:

1. The results of the implementation of the training must be followed up with start-up entrepreneurs so that the benefits of training can be felt immediately
2. In an effort to increase the interest of entrepreneurs for people with disabilities, there needs to be special attention:
 - a) Need assistance and access to capital for business start-ups for people with disabilities
 - b) It is necessary to provide business coaching and assistance so that the business can develop and run well
3. The results of the study indicate that there is a relationship between entrepreneurial training on entrepreneurial interest, the relevant stakeholders should pay more attention and empower people with disabilities through the growth of their entrepreneurship.

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