

# DESIGNING AN INTERNSHIP PROGRAM OF AUTHENTIC ENTREPRENEURIAL LEARNING EXPERIENCE FOR STUDENTS IN ENTREPRENEURSHIP CLASS

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# PROBLEM STATEMENT

## McClelland's Theory

2%

entrepreneurs of all  
population of the country

## The fact in Indonesia

1.65%

entrepreneurs of 253.61  
million population

## The lack of entrepreneurs

0.35%

or 88.76 million new  
entrepreneurs

**SOLUTIONS ?**

ENTREPRENEURSHIP  
EDUCATION

Entrepreneurship education is effective  
To improve entrepreneurial skills  
Din, Anuar & Usman (2015) Ahmad (2012)  
Nasr & Boujelbene (2014), etc

**FACTS**

BASED ON OBSERVATION, ENTREPRENEURSHIP  
CLASSES IN UNNES PRODUCE :

- (LOW) Entrepreneurial Attitudes
- (LOW) Entrepreneurial Project Approach
- (LOW) Entrepreneurial Ability
- (LOW) Communication and Relationship Skills
- (LOW) Good Reputation

**THEO  
RY**



# PROBLEM STATEMENT

Universities in Indonesia needs to improve strategies in teaching entrepreneurship

How to design a program to improve strategies in teaching entrepreneurship ?

**GAP = RESEARCH PROBLEM**

**RESEARCH QUESTION**

**FACTS**

BASED ON OBSERVATION, ENTREPRENEURSHIP CLASSES IN UNNES PRODUCE:  
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**THEORY**

ENTREPRENEURSHIP EDUCATION

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# LITERATURE REVIEW

Entrepreneurship class in UNNES needs more **authentic learning experience** to shape a better entrepreneurial characteristics

**Internship Program**  
a kind of experiential learning where students take the opportunity to apply learned theories from schools in the real world situation, and it provides an opportunity for students to integrate and consolidate thinking and action  
(Davies, 1990)

**Initial Researches**

1. Internships are regarded as a catalyst for graduate employability and employment (Crebert et al 2004, Little 2006, Trede & McEven 2015)

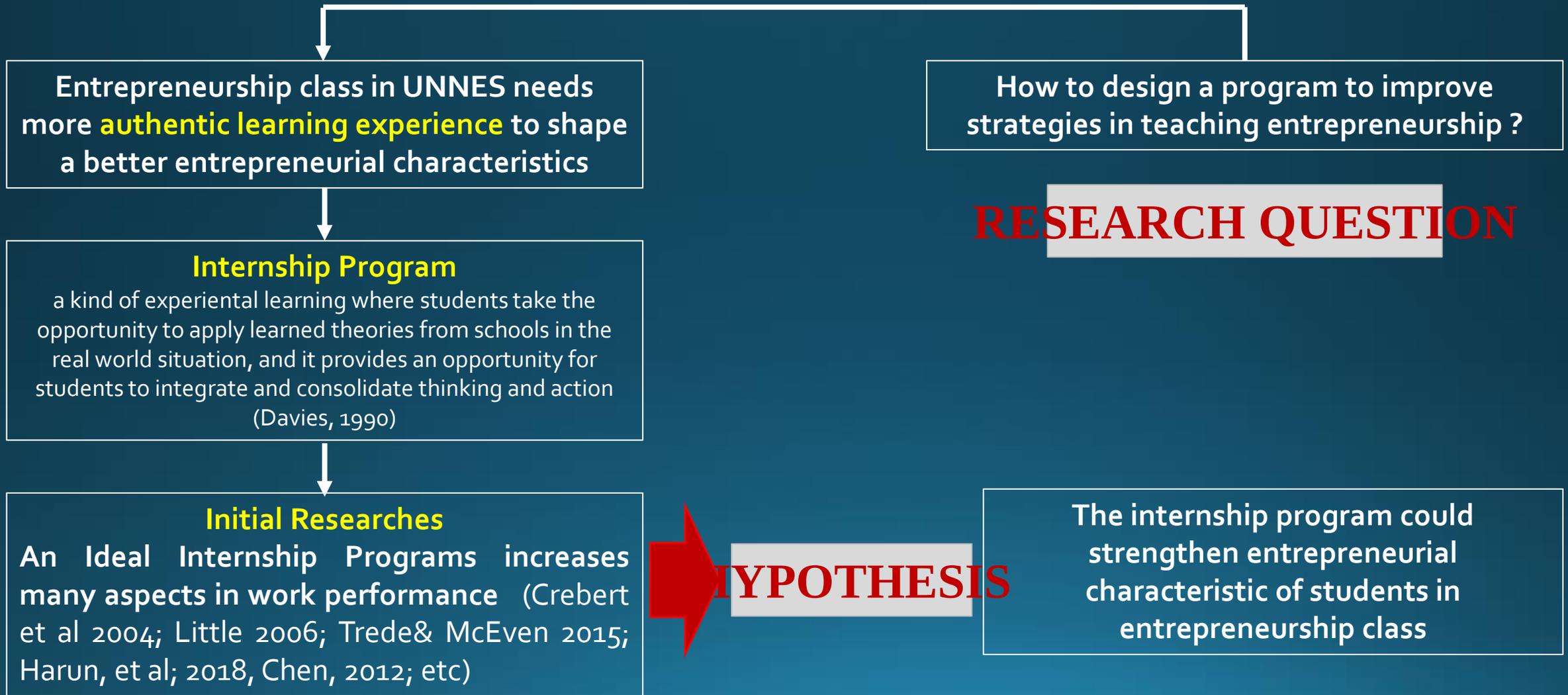
How to design a program to improve strategies in teaching entrepreneurship ?

## RESEARCH QUESTION

**Initial Researches**

2. Internship program is gradually enhancing students knowledge, confidence level, and psychomotor performance (Harun, et al; 2018)
3. The theoretical knowledge and practical experiences gained during internship programs maintain a well-trained workforce (Chen, 2012)
4. And many other relevant researches

# HYPOTHESIS



# RESEARCH METHODOLOGY

## Research Approach:

Qualitative Approach

## Data Collecting:

class observation, interview, observational diary

## Data Validity:

Data Triangulation

## Data analysis:

Interactive analysis Model  
(Miles and Huberman)

## Research Steps

### Intention Detection:

Internship Challenge in Entrepreneurship Class  
(only 11 of 100 students take this challenge)

### Giving Instructions:

Internship Students have to write observational diary to observe any activity happens in internship place

### Internship Program (2 months length)

Supervising Program and Reviewing Observational Diary Weekly

### Collecting Data:

Interview and Collecting Observational Diary  
(Using indicators from BEST Report of the European Commission 2012)

## Analyzing Data:

Data Coding and Data Reduction

## Discussion

Result research

## Conclusion

Conclusion and Suggestion

# OBSERVATIONAL DIARY

LAPORAN  
PART TIME  
KAUMAN KOMPUTER

di suran oleh : Ivo Fauzono (7101016269)

FAKULTAS EKONOMI  
PENDIDIKAN EKONOMI KOPERASI  
UNIVERSITAS NEGERI SEMARANG

2016.

P: 08980031617 (Mas Navi) pemilik tofo.

You'll never know till you have tried

1-10-2016

Ketika Bulnaya menyampaikan bahwa ~~ke~~ Penilaian tidak hanya melalui media Pembelajaran saja, tetapi juga dengan mengasah kemampuan kita, seperti bekerja. Kita dapat mendapat pengalaman baru. Setelah aku kuliah aku berfikir ini adalah kesempatanku untuk bisa mendapatkan uang buat tambahan jajan juga buat memambali nilai saya. Setelah Maghrib saya shalat dan langsung OTW untuk mencari kerja. Yang pertama itu saya dapat info di Banarung warung Makan. Aku langsung saya kesana jalan kaki, Waktu saya kesana, saya tanya sama bapak-bapak yang sedang duduk disana. Saya tanya dengan baik-baik. "Assalamu'alaikum" ucapku "Wa'alaikumsalam" jawab bapak itu. "Pak mau saya mau tanya, katanya disini ada lowongan kerja ya Pak" Lanjutku "Pak saya mau kerja disini, tetapi ini saya gak bisa full time Pak" bapaknya pun menjawab "Mau ya adek disini itu ketentuannya buat yang kerja harus full time, semisal adek mau kerja disini bapak hanya bisa bayar adek dengan makan saja, seandainya ini juga warung makan baru dibuka"

You'll never know till you have tried

Jabu, 26 november 2016

3 Pagi-pagi saya bangun melakukan aktivitas rumah, kemudian berangkat ke tempat part-time. Pagi ini sangat ribet di toko karena banyak yang harus dilakukan karena beberapa karyawan tidak berangkat. Dan mulai bersih-bersih sampai melakukan penataan. Tempat yang saya lakukan part time ini tidak hanya toko namun tempat LPK juga, sehingga pagi-siang sangatlah sibuk karena akan ada peninjauan tempat dari dinas.

Hari ini sangat super sibuk karena sangat banyak pembeli dan rata-rata setiap pembeli membeli satu orangnya habis 30.000 setiap belanja, dan juga ada anak-anak sekolah membeli pita-pita untuk kegiatan mereka disekolah. Selain itu banyak juga orang-orang yang mengambil pesanan obras, kress, itik dan lobang. Namun, ada beberapa pelanggan yang kecewa karena banyak yang ingin melakukan obras, kress, itik namun tidak ada yg melayani karena memang karyawannya sedang tidak berangkat dikarenakan izin.

You'll never know till you have tried

Senin 24 Oktober

Di hari ini, saya tetap berangkat part time. Meskipun, sehabis sangat lelah. Part time kali ini saya memotong sayur, mengepel lantai dan melayani pembeli untuk membeli minuman.

Selasa 25 Oktober

5 Untuk part time kali ini, saya menerima taguran dari pemilik warung. Hal ini dikarenakan badan saya yang setelah pulang kuliah kebuangan dan jadi gemeter. Hal ini membuat kerja saya tidak sepele biayanya yang bersemangat. Saya kali ini hanya mencuci piring dan membersihkan warung.

26 Oktober

Cuaca sore yang lumayan cerah. Part time alhamdulillah lancar. Namun, kali ini agak cepat karena ada urusan dan kebutuhan karena ada urusan ibu pemilik warung juga tutup lebih dari beberapa hari ini saya harus mencuci piring. Tapi, tidak buru-buru karena besok warung libur.

# RESULTS DAN DISCUSSION

## The impact of entrepreneurship education programs (Based on BEST Report from the European Commission (2012))

By skimming the observational diaries, doing observation, and interviewing students, data are analyzed in matrix:

Impact on: Students	Entrepreneurship Competence	Intention Towards Entrepreneurship	Individual's Employability	Society and Economy
1 Internship Place: Tailor Store	Intention to get more experience in entrepreneurship, persistence, and hardworker.	She wants to run her own business to train her independency and knowing her potency in particular business	Eligible. She did all the tasks in internship place in a appropriate way, she also could handle all tasks when her partners were absent.	She starts to get interest in studying how to be a tailor becuae everyday she serves many tailors in the store
2 Internship Place: Copy Center	Intention to learn something new (pressing paper), careful, having sense of belonging for the business	She wants to be an entrepreneur instead of being a teacher	Eligible. She learns how to do pressing paper in effective way	She found it was difficult to manage the time for working and studying at the same time then she learnt more in scheduling her activities

# RESULTS DAN DISCUSSION

Impact on: Students	Entrepreneurship Competence	Intention Towards Entrepreneurship	Individual's Employability	Society and Economy
3 Internship Place: Event Organizer	Intention to get more experience in entrepreneurship, persistent, and hardworker.	She loves doing business and she is very enjoy the internship program, moreover when she got a big salary for her job	Eligible. She has a good managerial skills and negotiation skills because her place in doing internship has trained her very well	She got many job opportunity references from her seniors, meaning that she has a good communication skills
4 Internship Place: Shoes Store	Confident, responsible, Good communication skills, friendly, and patient	She wants to provide job opportunity to other people and she has a dream to build an MLM business	Eligible. She has good managerial skills and promotional skills in selling shoes	She could do negotiation with the shoes store owner for time schedule and she was able to sell some couples of shoes, then she has a good skills in communicate
5 Internship Place: Outdoor Rental	Responsible, persistent, and loyal	She has a big dream to empower people around her place at her village to make them more productive by developing a business	Eligible. She has skills and capability in engaging well with her partners in internship place	She had a good engagement with her partners in her job, meaning that she is friendly and an easy going person
6 Internship Place: Pre-School	Patient, good communication skills, and persistent	She are really motivated to be an entrepreneur after she got salary in her job	Eligible. Even she seems do not comfort with children for the first time but she tried to manage her emotion well	She learnt to get deal with children, the principal, teachers, and people around the pre-school

# RESULTS DAN DISCUSSION

Impact on: Students	Entrepreneurship Competence	Intention Towards Entrepreneurship	Individual's Employability	Society and Economy
7 Internship Place: Car Rental	Intention to get more experience in entrepreneurship, she loves learning something new	She wants to be a teacher but she also wants to have a side job to be an entrepreneur.	Eligible. She has a good managerial skills in rescheduling her activities while doing internship	She learnt how to handle customers
8 Internship Place: Small Restaurant	Discipline, loves to learn something new, patient, responsible	She wants to provide job opportunity to other people around her	Eligible. She has high intention to learn something, here she learnt how to wrap the meals, arranging beverages, etc	She learnt how to handle customers and her boss
9 Internship Place: Snack Reseller	Persistent and patient	He wants to arrange his own business so that he can decide his own rules in doing business	Eligible. Even sometimes he got loss but he tried to learn from his error	He had a good engagement with his friends
10 Internship Place: Car Wash	Confident and hard worker	He thinks competition to get a job will be more difficult in the future so he wants to create his own business	Eligible. He has many experiences in working (around 2 years)	He could handle customer complaint in a very appropriate way
11 Internship place: Outdoor Rental	She has a high spirit to work and she is a hard worker	She wants to create job opportunity to other people	Eligible. She had proven that she could manage her time well in doing internship and studying in campus	She had a good engagement with his friends

# CONCLUSION

- Result indicates that entrepreneurship internship program successfully enhancing students' experience of entrepreneurship and increasing their intentions to be entrepreneurs.
- For suggestion, teaching entrepreneurship in university should be tailored to meet real-life practices and use of flexible entrepreneurial methods, such as coaching and mentoring.

----THANK YOU!----

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