

HOW IS UNITRI ENTREPRENEURSHIP PROGRAMS PERFORM?

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ABSTRACT

As one of the largest countries with more than 250 million people and more 124 million of labor force (BPS, 2014), Indonesia has a experiencing high unemployment, which reported has nearing 7,24 million. Indonesia also has a challenge to provide amount of employment and also economic opportunity for the population.

Over the last ten years (2004-2014) number of entrepreneurship has fluctuated, but tend to be slightly decreased (BPS, 2014). Even tough there still a polemic, as the number of unemployment has significantly decreased for the same periods, we can mentioned that entrepreneur activity hasn't yet significantly contribute to suppress unemployment. The fluctuation in other sight has also say that there is still a high intensity of an entrepreneurs which enter or out of business in a short time.

Anyway, those condition has shown that there are some lacks on entrepreneurship program. One is a matter of effectiveness, and other is a matter of endurance.

This study was aimed to: (1) measure effectiveness of several entrepreneurship programs of TribhuwanaTunggal University which shown by its Gross Enrollment Rate (GER), (2) measure durability of students business in experiencing its first year of operation. (3) determine the critical point along the phase of entrepreneurship program in generating new business and (4) Comparing the GER of all kind of entrepreneurship program.

TribhuwanaTunggal University has engage several Entrepreneurship development program for young people, which mostly containan elements i.e; (1) showed the vast opportunities, (2) payload great hi-technology, (3) ease to access resource and information, and (4) Ability to manage and reduce risk. In order to enable those elements, the UNITRI entrepreneurship learning system must be involved three parties stake holder which are; (1) Education Institution, (2) Research and development Institution and (3) Business Institution.

This study has using secondary data which collected from several Entrepreneurship Programs conducted in UNITRI during 2012 to 2014.

This study has reveal that in order to increase performance of entrepreneurship programs to deliver a significant number of new entrepreneur and new business, there still many improvement needed. This study showed that, previous improvement over conventional entrepreneurial programs which implemented through Agropreneurship and Technopreneurship, has proven to be significantly increase the entrepreneurship program to be effectively deliver higher number of new

business. The study has reveal several weaknesses which need to be dealt in the future

Keywords : agropreneurship, technopreneurship, entrepreneurship, gross enrollment rate, critical points, fear of failure

INTRODUCTION

Indonesia is one of most populated country in the world. Known as fourth highest populated country with more than 250 million people lived in, Indonesia has facing several problems due to the population. One of the problem is unemployment. As there are more than 124 million of labor force (BPS, 2014), Indonesia has a experiencing high unemployment, which reported has nearing 7,24 million.

For the last ten years, Indonesia has struggle from unemployment problem. In 2006 number of unemployment has reach 10,26 million people. This number was 10,3% of labor force (BPS, 2014).

One of most popular program to fight against unemployment is entrepreneurship. In February 2nd, 2011 government has launched Gerakan Kewirausahaan Nasional (National Entrepreneurship Movement) (Anonymous, 2011), which target to create more new entrepreneur thus there will projected reach 55 million in 2025 (Rohmat, 2013).

Over the last ten years (2004-2014) number of entrepreneurship has fluctuated, but tend to be slightly decreased (BPS, 2014). Based on National Statistical Board, the number of people who operated their owned business which representation of entrepreneurs was 45,17 million people in 2004. This number has reach its highest on 2009 when the number extend to 48,04 million people, and continue decreased as the number get in to 43,94 million on 2014, which lower then 2004.

Table below has shown, that over three elements of entrepreneur, only entrepreneur whose employ non formal labor has shown negative growth. Other wise, entrepreneur whose employ a formal labor and entrepreneur whose operated their own business individually has shown increasing number over 10 years (BPS, 2014).

Table 1. Number of Entrepreneurship 2004-2014

Main Occupancy	Number of People (million) of the year :										
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Self Employment	19,1	17,7	20,5	21,3	21,8	21,9	21,5	18,8	18,7	19,2	20,5
Entrepreneur, employed non formal labor	23,0	22,2	21,2	22,0	22,8	22,9	22,4	19,7	19,2	19,3	19,3
Entrepreneur, employed formal labor	3,1	2,9	3,0	3,0	3,1	3,2	3,3	3,7	4,0	3,9	4,2
Total	45,2	42,9	44,7	46,2	47,7	48,0	47,2	42,1	41,9	42,4	43,9

Source : National Statistical Board

On the other hand, the number of unemployment has been slightly decreased along the same periods (2004-2014). This number has slightly decreased as government employ some

programs to against unemployment. From 10,26% at the February 2006, at 2014 the rates of unemployment has fall over 5,9%.

Even though there still a polemic, as the number of unemployment has significantly decreased and the number of employment can be say has aalmost negative growth at the same periods, we can mentioned that entrepreneur programs and activity hasn't yet significantly contribute to suppress unemployment. It can be shown from the reduction of an unemployment number which reach 32%, while reduction of entrepreneur has reach 3%.

Small number of entrepreneur growth has proven two matter; first, somehow there are a problem of entrepreneurial program ineffectiveness. Entrepreneurial Programs which addressed to empowering students in creating new entrepreneur has deliver a low rate of participation of its tenant during its phases. This ineffectiveness has results to inadequate number of entrepreneur creation to deal with labor force growth and contributes job opportunity against unemployment.

Secondly, the fluctuation number of entrepreneur during the period 2004-2014 in other sight has also shows that there was a high intensity of a number of entrepreneurs which enter or exitthe business in a short time (yearly). Those condition has shown that after creating a new entrepreneurs, sustaining the business is another common problem for entrepreneurship.

Timmons et al. (1985), has mentioned that 40% of small businesses in United States fail in their first year, 60% in their second year and 90% in their tenth year. In New Zealand, from small business which initiated in 1995, 25% has failed during the first year, 44% has failed during the second year (1997). Over all 60% of business has failed during 1995-1999 (Cox and Vos, 2002). Arguments about entrepreneurial first year failure described above has answer part of a question on, why the number of entrepreneur data has behave as shown in Table 1.

TribhuwanaTunggadewi Entrepreneurial Programs

TribhuwanaTunggadewi University (UNITRI), as a higher education institution has developed entrepreneurial program as a conformation to its vision to deliver independent graduate. Since 2004, as a results of learning process, reference and comparison to another university, UNITRI has constructing several model of entrepreneurial program. Beside in order to suit a different mode of entrepreneurial field, every models are aimed to deliver the better rates of business start up which means more effective programs.

There is three model of entrepreneurial progam in UNITRI, i.e.:

- Regular Program
- Agropreneurship Program
- Technopreneurship Program

Regular Program

Regular program also known as conventional program is the main entrepreneurial education program in UNITRI. This program has implemented since 2004 and developed by several reference. In early periods (2004-2008), this program are consists a certain activity ie; (1) Entrepreneurs Lecturing, (2) Entrepreneur Seminars, and (3) Writing a business plan.

At the second periods (2008-2014), as some lecturer has obtained the opportunity to entrepreneurship training of trainer, which held by Ministry of Education and conducted by Ciputra University. Comparison and also adoption some method from Wiramuda program, which held by Bank Mandiri. UNITRI has improve its entrepreneurial programs which contains an activity ie; (1) Entrepreneurs Lecturing, (2) Market Review I "seeing and extracting idea", (3) Market Review II "Making Money Without Money", (4) Entrepreneur Seminars "Meet the business", (5) Motivational Seminars "InisiasiWirausahaMuda", (6) Open House and (7) Writing a business planThe framework of all those activity can described below;

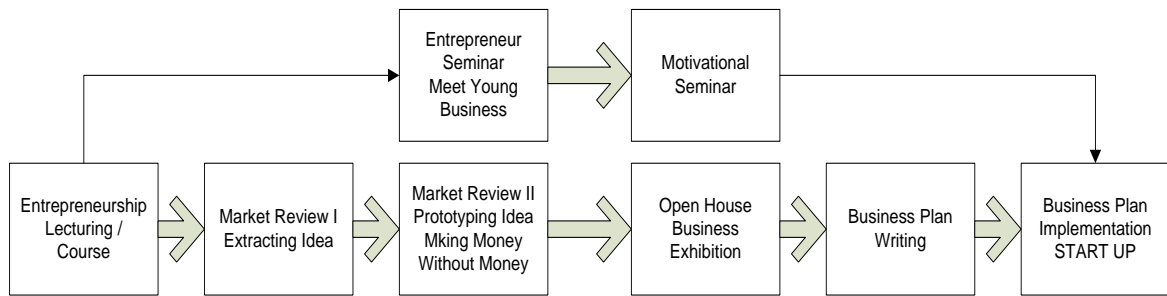


Figure 1. Framework of Activities on UNITRI Entrepreneurship Programs

UNITRI AgropreneurshipProgram

In order to build the interest of young people in commercial farming system and specially agricultural entrepreneurship, UNITRI has realized that it has required a specific effort. Entrepreneurship development program for young people on agriculture must contain some elements; (1) showed agriculture vast opportunities, (2) payload great technology, (3) ease to access resource and information, and (4). ability to manage and reduce risk. In order to enable those elements, the agriculture entrepreneurship learning system must be involved three parties stake holder which are; (1) Education Institution, (2) Research and development Institution and (3) business Institution.

Modifying the regular programs and realizing thought to contain four elements and involves three parties above, UNITRI has developed a learning entrepreneurship development scheme. This model modifies the conventional model which implemented in UNITRI. The modification was aimed to specifically suit the entrepreneurial program to certain agricultural field and opportunities. The objective of this programs is improving implemented agropreneurship programs to effectively produce new business based in agriculture field (Agrobusiness).The framework of Agropreneurship activity can described below;

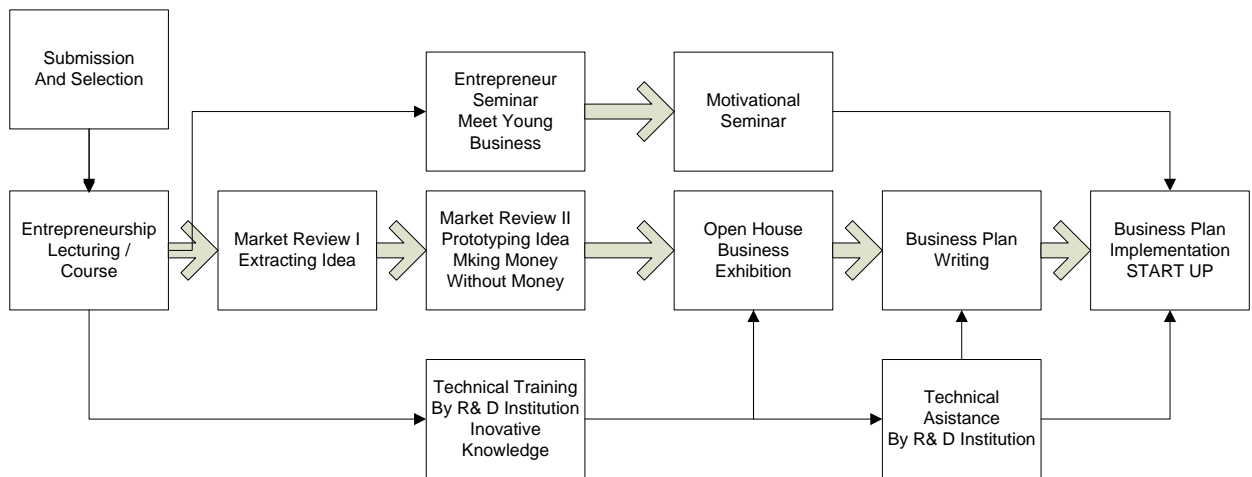


Figure 2. Framework of Activities on UNITRI Agropreneurship

UNITRI TechnopreneurshipProgram

Aligning the demand of the field of engineering to build interest of young people in developing creative idea in technical solution and specially technopreneurship, UNITRI also has constructed Technopreneurship and realized that it has required a specific effort.

Entrepreneurship development program for young people on engineering must contain some elements; (1) showed technical problems which could be as vast opportunities, (2) payload great technology, (3) ease to access resource and information, and (4). ability to manage and reduce risk. In order to enable those elements, the technopreneurship learning system must involve three parties stakeholder as there listed in agropreneurship programs. The framework of Technopreneurship activity can be described below;

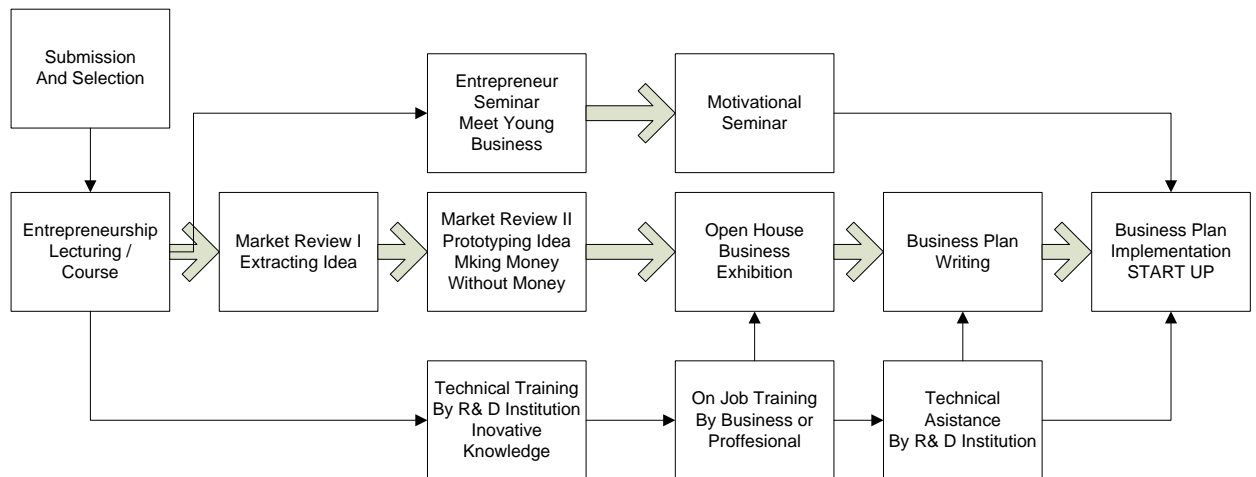


Figure 3. Framework of Activities on UNITRI Technopreneurship

The success rate of the UNITRI entrepreneurial program is measured by Gross Enrollment Rate (GER) of participants in all phases / Stages of entrepreneurship programs. Phases or stages defined as the measurement point is; (1) Entrepreneurs Lecturing or Basic Training, (2) Product Extraction, (3) Product Development, (4) Business Plan preparation, (5) Business start up / Business Plan Implementation, (6) Marketing (7) Strengthening / Continuity

The study is intended to measure the performance of an entrepreneurship programs already held in UNITRI. The objectives of this study are; (1) determine the gross enrollment rate (GER) of students in each phase of entrepreneurship programs and Comparing the GER of each program, (2) determine the critical point along the phase of agropreneurship in generating new business, and finally (3) determine the performance of each entrepreneurship program.

Material and Methods

The data for this study was collected during each certain programs i.e.;

- a. Regular Entrepreneurial programs, the data was collected during two periods of academic years 2012/2013 and 2013/2014 which started at September and ended at July for every year. The regular program involved respectively 411 and 607 participants whose are students from various fields of study and various levels of study.
- b. Agropreneurship programs, the data was collected during two period of study which conducted on July 2013 to February 2014 and March to July 2015. involving 117 selected participants whose are students from various fields of study, various levels of study and various educational institutions.
- c. Technopreneurship programs, the data was collected during the period of study which conducted on July 2014 to February 2015. involving 43 selected participants whose are

young people and students from various fields of study, various levels of education and various educational institutions.

Data has taken from the participants of the program. Structured Closed Questionnaire sheet has used to collect data of participant. Number of participants and Percentage of participants whose enrolling each phase / stage of the program are used to represent the Gross Enrollment Rate (GER) and to determine the critical point along the phase of agropreneurship in generating new business. Refer to study on Small Business Failure Rates and the New Zealand Retail Sector (Cox and Vos, 2002),

$$P = x/n \dots\dots\dots (1)$$

Where P = Sample proportion of failed businesses;
x = Number of businesses fail in a given period;
n = Number of businesses in the sample

modifying the equation (1) as :

$$GER = x/n \dots\dots\dots (2)$$

Where GER = Gross Enrollment Ratio (in percent);
x = Number of participant enrolling in a given phases / stage;
n = Number of all participant at the first phase / stage

Response sheet are used to collect data from the student to measure the performance of Agropreneurship and Technopreneurshipprogram. Class Response and Evaluation sheet in the end of semester are used to collect data from the participant of Regular Entrepreneurship programs.

Finally, a simple comparison are used to comparing the GER of each program. **StatPac Ver 4.0 Two sample t-test between percents** has been used to compare percentages drawn from GER of each stages and independent group. **One sample t-test between percent** has been used to determine the critical points along each programs.

Results and Discussion

Conventional entrepreneurial programs has started with UNITRI students enrollment to class of entrepreneurship. After the submission the students took a course which mentored by 8 entrepreneurship lectures. During the course group of 3-5 students were assigned to go to public market and do Market Review I and II. The first market review was aimed in order to make students experience process of collecting idea, synthetizing idea and extracting idea into certain entrepreneurial product or service. Market Review II was continuation of the first one, aimed to make students experiencing process of employing their idea, and selling their idea to public.

After students pass their Market Review II, they were invited to attend the seminars to meet several young success entrepreneur, and also invited to attend motivational programs, conducted by selected young entrepreneur and motivators. After surpassing those stage, the remaining participants were assigned to polish up their idea, exhibit their idea in openhouse programs, writeand presenting their Business Plan.

The best business plan has awarded by small amount of fund to initiate startup the business. Although not all the business plan have an opportunity to be funded, some of them has self-supporting to initiate the business.

Table 2. number of Participant of UNITRI Entrepreneurial Program

Academic Years	Programs	No. of Participant
2012/2013	UNITRI Entrepreneurial Programs	411
2013/2014	UNITRI Entrepreneurial Programs	607
2013/2014 and 2015	UNITRI Agropreneurship	117
2014/2015	UNITRI Technopreneurship	43

The first different from conventional programs, Agropreneurship program are started with socialization and selection of participants. The socialization conducted through correspondence to partner institution consisting of four university and two senior vocational high school. Socialization phase has interact 168 registrants in 2014 programs and 52 registrant in 2015 program (under DP2M - Iptek Bagi Kewirausahaan). After the submission, selection process has came up with shortlist of selected participants.

The second difference, Besides the regular course, all Agropreneurship participants who have passed the selection invited to attend an in-house training programs nurtured by Biotech Agro Indonesia (BAI) as a partner institute of agricultural research and technology development and Sentra Agrobisnis Banyulegi (SAB) as a partner training centers and horticultural agribusiness.

As the conventional programs, regular course was consist several basic topics of entrepreneurship. Beside the course as an addition there was a training which included with several selectable technical skills related to agricultural practices such as : cultivated horticulture products, raising probiotic broiler, producing probiotics, producing liquid organic fertilizers, hydroponics and producing organic pesticides.

The contents of the training program is compiled based on technology that has been developed and invented by BAI. Most of the technology and practices also has been trained and operated as productive business by SAB. Each additional package contained the technical aspects of production, management, marketing and economic calculation. This additional training were carried out for 4 days with total of 24 hours of practical course.

Similar to the conventional programs, every participants then assigned to extracting and developing their own product. They were invited to attend the seminars and motivational meeting. They were also assigned to exhibit their prototypes and as a final task, participants were asked to write up a business plan in a group. Business plan is then presented in front of some UNITRI lecturers, Instructor of SAB and BAI and all other participants. Panel of lecturers and training Instructor selecting a business plan presented above. Viable business plan has been initiated and subsequently funded. Implementation of production activities performed in several separate locations.

During the initiation of production, the participants have acquired mentoring from both entrepreneur lecturers and instructors. Mentoring is conducted directly through scheduled visits, and consultations through electronic media. On this occasion, participants were also introduced to indoagroinvent as a information technology media and agricultural innovation electronic portals.

At the end of first production process soon as the participant get their first production they were assigned to execute a marketing plan as written in business plan. At this stage, Lecturers and Instructors helped to provide the facilitation and information over mechanism and aspect of marketing.

UNITRI Technopreneurship program was similar to Agropreneurship programs. The difference between both were lied in its additional training. As technopreneurship was aimed to develop engineering based entrepreneurship, the selectable technical skills related to engineering practices were contains; producing civil material, designing service, construction service, construction consultant, chemical product, etc.

Different with Agropreneurship. In developing Technopreneuship, UNITRI was exploiting most of resource from Enggineering Faculty. Its includes lecturer, instructor, laboratory and related equipment.

Participant Gross Enrollment Rate (GER)

Participant Gross Enrollment Rate (GER) was measured based on participant number over several stages of the programs. To be easily compares, we put generalization of the stages conducted on each programs. GER measurement results over each programs are presented in the following table:

Table 3. Participant Gross Enrollment Rate of Entrepreneurial Program

No	Programs	Gross Enrollment Ratio of Participation				
		Course and Training	Product Extracting	Business Plan	Business Start Up	Sustain ability
1	UNITRI Entrepreneurial Programs 2012	100%	48% a	18% b	6% a	4% a
2	UNITRI Entrepreneurial Programs 2013	100%	44% a	11% a	5% a	3% a
3	UNITRI Agropreneurship	100%	81% b	64% c	24% b	15% b
4	UNITRI Technopreneurship	100%	72% b	47% c	19% b	9% ab

Alphabetic notation has shown comparison results based on **two sample t-test between percents,**

the same notation represent the similar group at significance of 5%

Table 3., has shown that participation on product extraction phase has been tends to decline slightly for Agropreneur and Technopreneur programs. But it become to decline sharply fot the first two contentional programs.

Agropreneurship has shown significantly higher GER rates compares to other programs specially at the business plan writing stages. And continue to perform best results similar to technopreneurship for last two stages. In over all, it can be says that Agropreneurship programs has given promising results to deliver high performance on creating new business.

The fact of outstanding GER on the business plan writing stages as shown above, was came from small difference of business plan writing process. Conventional UNITRI entrepreneurship programs has assigned the participants to wrote business plan as a take home assignment. Otherwise, Agropreneurship and Technopreneurship has put writing business plan as on the spot assignment, where the participant was given a whole day to working on their business plan, and write the business plan by hand.

This modified methods has implemented to ensure that all participants will be obliged to finished their business plan. This method has proven to be more effective to increase the number of business plan written.

Table 4. Business Group Gross Enrollment Rate of Entrepreneurial Program

No	Programs	Gross Enrollment Ratio of Business Group				
		Course and Training	Product Extracting	Business Plan	Business Start Up	Sustain ability
1	UNITRI Entrepreneurial Programs 2012	100%	60% bc	25% b	14% b	5% ab
2	UNITRI Entrepreneurial Programs 2013	100%	36% a	11% a	5% a	3% a
3	UNITRI Agropreneurship	100%	53% b	47% c	20%bc	13% c
4	UNITRI Technopreneurship	100%	73% c	55% c	27% c	9% bc

Alphabetic notation has shown comparison results based on **two sample t-test between percents,**

the same notation represent the similar group at significance of 5%

Business Group Gross Enrollment Rate (GER)

As every participant were assigned to sreate their own business group, we also measure Business Group GER which measured based on the business group of participants. Member of each groups were extend from 2 to 7 person per group. By this angle, as shown from Table 4.,Agropreneurship and Technopreneurship programs has significantly more effective than the conventional programs along 4 stages of entrepreneurial programs.

Critical Point of Entrepreneurship Programs

As declining of GER along the entrepreneur programs were assumed to be distributes at the normal rates, Critical points along programs statistically can be shown as significant decline or can be easily views as lowest GER along the process.The critical point of each programs has shown on the Table 5. and Table 6. Shaded cells has shown the critical points along the programs process, of each entrepreneurial programs.

Table 5. Participants Enrollment Rate Critical Points

No	Programs	Participation Critical Points			
		Product Extracting	Business Plan	Business Start Up	Sustain Ability
1	UNITRI Entrepreneurial Programs 2012	48% b	37% a	32% a	65% c
2	UNITRI Entrepreneurial Programs 2013	44% b	26% a	42% b	55% c
3	UNITRI Agropreneurship	81% c	79% c	37% a	61% b
4	UNITRI Technopreneurship	72% c	65%bc	40% a	50%ab

Alphabetic notation has shown comparison results based on **one sample t-test between percents,**

the same notation represent the similar group at significance of 5%

Refer to participants critical points along the process, data has shown that business plan writing and business plan start ups were a critical points along the programs. To increase efectivity of conventional programs, we must noticed the business plan writing process. Only 26-37% of Market Review participants were wrote their business plan. Start-up has known the most

critical points along Agropreneurship and Technopreneurship. This fact has reveal the term that even though many business plan has been made, only 43-50% of participants were believe that their plans will worked as its planned.

In average, more than half of participant which participating in the start up will steadfastly attending the programs during the first year. As mentioned above, one of the difference between conventional programs to Agropreneurship and Technopreneurship lied on the method of assignment of business plan writing. Limited time to writing the plan has results on the lack of information which caused the plan has become premature. At this point, participant has not sure yet , whether the plan can be succeeded or fail. There is why Agropreneurship and Tehnopreneurship has shown high business plan writing participation but lower business plan execution.

From the side of business groups, as shown on Table 6. We found that product extracting, business plan writing and sustainability were the critical points conducting the conventional programs. Otherwise business starts up and sustainability has to be the main critical points along Agropreneurship and Technopreneurship respectly.

Table 6. Business Group Enrollment Rate Critical Points

No	Programs	Business Group Critical Points			
		Product Extracting	Business Plan	Business Start Up	Sustain ability
1	UNITRI Entrepreneurial Programs 2012	60% c	42% b	57% c	33% a
2	UNITRI Entrepreneurial Programs 2013	36% a	30% a	50% b	50% b
3	UNITRI Agropreneurship	53% ab	88% c	43% a	67% bc
4	UNITRI Technopreneurship	73% b	75% b	50% ab	33% a

Alphabetic notation has shown comparison results based on **one sample t-test between percents,**

the same notation represent the similar group at significance of 5%

To maintain its sustainability, every business must develop their ability to markets their products or service widely. Some how many problem persist as the business could not establish their market, the business will fail at the first year. Lack of knowledge, lack of experience and courage were an important key that causes failure at the marketing execution. Supporting facts above Clancy and Shulman (1994) has noted that even among educated marketers, marketing failure is very high. The failure is due to lack of real practice marketing activities. This myth is a cause marketing is a field of work that avoided many graduates. The assumption that the marketing has come to be difficult can be avoided by providing more direct training in the real world.

The major aspect which obstruct the business to gain their marketing effort are ability in participating in marketing activities, understanding the product knowledge, courage and ability held persuasion and negotiation. Most of participants has stated that they are experienced a lot of obstacle to find appropriate methods in marketing. Participants on Technopreneurship programs, mostly did not have a adequate backgrounds related to the product. This condition has made through limited option of the programs which prompt most of participants barely recognize and understand whole aspect of the products.

Courage is an important factor to ensure business sustainability. Some of participants were not quite sure of the capabilities and power of the group in managing long-term effort. Intra-

curricular activities and other academic activities are common reasons or excuses for some participants to choose quit the business.

Performance Of Entrepreneurship Program

Agropreneurship and Technopreneurship program performance was measured with participant response sheet. The response sheet built to collect participant satisfaction over material, recency of matter, their expectation about the programs and their confidence to run business. Using Likert scale 1 to 5, participant has expressed their satisfaction shows at table below.

Table 7. Performance of Agropreneurship and Technopreneurship Program

Description / Aspects	Agropreneurship	Technopreneurship
Material	4,5	4,1
Recency of Matter	4,3	4,8
Participant Expectation	4,3	4,5
Participant Confidence	4,1	3,8

The highest performance of agropreneurship program for participants lies on the recency of matter. More than 90% of participant admitted that they were never heard about matter given before. This fact has shown that some how many theoretical matter given by their lecturer or teacher were very different from what they heard and experienced from the technical training.

The lowest performance lied in participant confidence in making a new business after the program. This fact explain that the program still have weakness. When the material has proven to be good, while participant still not sure whether they want to adopt the opportunity or not (due to lack of understanding), it become clear that some aspect still unmet. One of the factor is the market and marketing concept. In order to improve the program, no doubt marketing aspect should receive more attention.

Lower rates of confidence among the participant has known as “fear of failure” problem. This problem also noted by Cacciotti and Hayton (2014), they has shown that most problem of startup has come from this fear of failure problems. Many research has suggested some traits against this problem. Cacciotti and Hayton also suggest a Personological and Motivational Approach to deal with fear of failure.

As an improvement of previous conventional entrepreneurial program of UNITRI, Agropreneurship and Technopreneurship should deliver better results on learning outcome performance. As described above its clearly shown that both Agropreneurship and Technopreneurship program has deliver better GER in almost every stage.

In the over all average, Agropreneurship program has resulted higher Participants GER (15%) and Business Group GER (13%), Technopreneurship has also deliver similar rates of participation and Business Groups GER (9%), both were significantly higher than conventional programs. In this point of view, it can be noted that Agropreneurship and Technopreneurship programs can deliver better learning outcome for entrepreneur course, and also have a promising future if some improvement has made on the program. Even though the results were promising, some improvement shall be done to increase performance of both program.

Conclusion

This study has reveal that in order to increase performance of entrepreneurship programs to deliver a significant number of new entrepreneur and new business, there still many improvement needed.

Measuring its participant and business groups Gross Enrollment Ratio (GER), based on the significant results of GER over each phase of programs and each kind of entrepreneurial program, this study has proven that, the latest entrepreneurial program (technopreneurship and

agropreneurship) has perform better than the previous one (conventional). That indicates that the improvement upon conventional entrepreneurial programs which implemented through Agropreneurship and Technopreneurship, has proven to be significantly increase the entrepreneurship program to be effectively deliver higher number of new business.

Even though there are some increased performance given by Agropreneurship and Technopreneurship programs. While the critical points of the conventional programs has lied on sustainability (2012), product extracting and business plan (2013), a critical points of the latest program has laid at a business start up phase (agropreneurship) and sustainability phase (technopreneurship). Learning from its critical points along each programs, the study has reveal several weaknesses which need to be dealt in the future. Improving mechanism to support participant with some information in business plan writing process, may help increase the courage of participant to implement their plan. Putting some effort to increase participant knowledge and experience about markets and marketing concept, may help them to survive and maintain their business sustainability.

Due to participant response upon implementation of entrepreneurship programs, its had shown that most of participant were satisfy for the material, the recency of programs, expectations. Besides of those, some participant still leave a doubt to the business, this condition also answer the fact that many business plan has been failed to initiate as a new business. In response, some mechanism to depress fear of failure were very important to be added along the programs, and some study on fear of failure must be conducted to determine the problems.

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