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UNIVERSITAS ISLAM MALANG



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FOR CORPORATE GOVERNANCE, UKRAINE

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MAGISTER MANAJEMEN
UNIVERSITAS ISLAM MALANG



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ON ECONOMICS, BUSINESS AND SOCIAL SCIENCES
(ICEBUSS 2016)

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RECTOR'S WELCOME

I am delighted to welcome you to ICEBUSS 2016 in Malang, Indonesia. The Purpose of ICEBUSS is to bring together researchers and practitioners all over the world to share new ideas and present latest development in the theoretical and practical area of Economics, Business and Social Sciences. This year's conference brings together more than 177 presenters and practisioners to discuss the latest issues.

We are honored to have keynote speakers in the conference: Professor Raghavendra Rau from University of Cambridge and we are hoping that all participants of the conference to take time not only for paper and presentation, but also actively engage one another and to take this opportunity to further develop your professional link.

The conference will not be possible to be organized the dedicated effort of many individuals who have contributed to the various process that make up this event. For their dedication , I sincerely convey my appreciation. My sincere gratitude also goes to our institution' partner that provide their support a joint host Global Virtus Center for Corporate Governance Ukraine, cohosts and sponsors in this conference.

Rector
University of Islam Malang

Prof. Dr. H. Maskuri, M.Si

SPEECH FROM DEAN

Nur Diana, SE, MSi

Dean of Faculty of Economics University of Islam Malang

In the Name of Allah, the Most Beneficent, the Most Merciful.

It is with great pleasure that I welcome the participants of the International Conference Economic, Business and Social Sciences 2016. The Prophet Muhammad (peace be upon him) said 'Acquire knowledge and impart it to the people.' (Al Tirmidhi). The quest for knowledge has been from the beginning of time but knowledge only becomes valuable when it is disseminated and applied to benefit human kind. It is hoped that ICEBUSS 2016 will be a platform to gather and disseminate the latest knowledge in economics, business and social sciences.

Academicians, Scientist, Researchers and practitioners of economics, business and social science will be able to share and discuss new findings and applications of economics, business and social sciences. It is envisaged that the intellectual discourse will result in future collaborations between universities, research institutions and industry both locally and internationally.

This is our first ICEBUSS and we shall continue to conduct it every year, wish that research fellow and academicians from universities in Indonesia and in foreign countries take part we would like to express our highest gratitude those who have participated as both presenters and participants.

We would like to express our highest gratitude those who have participated as both presenters and participants. We would also like to extend our sincerest appreciation to all the host University of Islam Malang and Global Virtus Center for Corporate Governance Ukraine and Co-host : Universitas Esa Unggul Jakarta, Universiti Malaya Kelantan , UPN Veteran Yogyakarta, Universitas Islam Madura Pamekasan, Sekolah Tinggi Ilmu Ekonomi ASIA, Universitas Ma Chung, Universitas Darma Persada Jakarta , Universitas Islam Lamongan, Sekolah Tinggi Manajemen Informatika & Komputer ASIA, Universitas Hangtuah Surabaya, Universitas Tama Jagakarsa Jakarta, Sekolah Tinggi Ilmu Ekonomi Widyagama Lumajang and Magister Manajemen UNISMA.

Please accept our deepest apologies for all the imperfection during the seminar. Till we meet again next year. God Willing , Insya Allah.

KEYNOTE SPEECH

"THE GLOBAL PATTERN OF ALTERNATIVE FINANCE"

Professor Raghavendra Rau

Judge Business School University of Cambridge

Although various forms of alternative finance have long existed, the combination of weaker financial institutions following the financial crisis, disruptive disintermediation-Enabling technology and underlying socio-economic as well as cultural shifts is challenging the paradigm of how finance will be provisioned in the future. The UK alternative finance industry alone has raised more than £1.6 billion for individuals, start-ups, small and medium firms, social enterprises and good causes between 2011 and 2015. Several economies, particularly the US, Europe and emerging markets, are already witnessing significant alternative capital formation and financing activities in venture capital, consumer credit, SME finance, high-tech and creative industries, social impact investing, development and renewable energy sectors.

However, little academic research is currently available to inform policy makers, regulators, industry players and other stakeholders about why various forms of alternative finance are emerging or how new financing instruments and intermediaries are functioning and evolving. There are a number of unanswered research questions of relevance to these stakeholders. How and why do funders invest, lend or donate through alternative finance channels? From fundraisers' perspective, how do they compare alternative finance instruments and channels with financing alternatives available via the traditional financial system? In a macro-economic context, is alternative finance expanding the existing pool of capital/credits or merely rechanneling it? What is the socio-economic impact of alternative finance in terms of job creation, revenue generation and community engagement at local, regional and national levels? Do some economies have a comparative advantage in enabling alternative finance, and if so, why? How will public policy and regulations affect the trajectories of alternative finance? Are developments in alternative finance a threat or an opportunity for incumbent financial institutions, and how is their response influencing broader change within the financial system?

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IMPACT CHARACTERISTICS OF ENTREPRENEURSHIP AND LOCAL WISDOM ON ENTREPRENEURSHIP ACTION IN BATIK CRAFTSMEN GROUP

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ABSTRACT

The purpose of this study to analyze the influence of entrepreneurial characteristics and local wisdom to the actions of entrepreneurs. Characteristics of entrepreneurship consists of self confident, task and results oriented, risk takers, leadership, authenticity, and future-oriented. Sampling Batik craftsmen group selected by purposive sampling consisting of a group of craftsmen Mangrove Batik in the District Wonorejo and Batik craftsmen Group Semanggi in District Benowo in Surabaya. Data analysis technique using Structural Equation Modeling (SEM) with the method of Partial Least Square (PLS). Based on the analysis of PLS result is that local wisdom has an influence on entrepreneurship action on batik craftsmen. While the dimensions of entrepreneurial characteristics, only the authenticity of which has an influence on entrepreneurship action.

Keywords: Local Wisdom, Batik, Entrepreneurship Action, Entrepreneurship Characteristics

BACKGROUND OF STUDY

Development of micro enterprenour and macro enterprenour become one of the alternative efforts to increase the people income. This case is also support the activity economy in the community generally, it means that the activities of economic is not only supported by the micro enterprenour only, but also it grows from the community or people in upper class to develop the micro enterprenour and maxro become the strong enterprenour that have capability to compete in market and follow to fulfill the need of people generally. Micro industry and small had proved that they are the integrity industry and able to stand up in strong to pass the difficult situation, namely economic crisis. Hitt, Ireland and Hoskisson (2001) stated that the integrity enterprenour compared to the big enterprenour is flexibility,

smart, and diligent that has been belongs to micro enterprenour.

To reach action of macro enterprenourship and small business are hoped to need work hard and really to work from the doer, but this case does not run well. Many problems and variation as the complicated that faced by the enterprenourship and small businessman to develop business in Indonesia and still many problems to get growing so in low competitive. Research toward the small enterprenour and micro in Indonesia that had done by the businessman shows that the prior problems which often be faced by businessman is less financial capital to develop business, result of micro enterprenour often used to fulfill the daily need so the purpose to add financial capital difficult to reach, a small businessman and micro generally never entry business with the outcome the family so financial capital often uses it as daily need, it is depend on the micro and macro enterprenour in high enough to the marketing demand. It makes this enterprenour become fluctuative and difficult to grow up the problem that related to the legal formal business and less knowledge and capability managerial (Smeru, 2003). Even Hylant. Al (2000) stated that enterprenourship generally does not have strategies or less expert of strategy. The result analysis in which done by Widiastuti, Wibowo and Siswadi (2011) stated that there are some factors that reducing of macro enterprenour in development business is process production of technology, marketing also organization and management. The technology problem, product design and production process reached the first range that impeded the development macro entrepreneur and small business that followed the marketing also organization and management.

While, according to the Narver and Slater (1990), Jaworski and Kohli (1993) and Deshpande et al. (1993) in Blankson and Stokes (2002) stated that micro enterprenourship faced the complicated in the case market oriented to support the succesfull their business. The weakness micro enterprenour are less of research, no plan works system well, more give

advantages to the intuition and energy from the own enterprenourship, put on the marketing in low priority compared to the other aspect.

Batik is one of the prior products that have been gotten by every regency and city in Indonesia, that managed by macro, small, medium enterprises. Batik has been familiar since 17 cenuty, and at the year 2009 has gotten confesing from UN namely UNESCO as the world heritage. The confession of these batik craftsmen will get income for development batik in Indonesia. Since the UNESCO's confession, part of province in Indonesia began to develop the batik that has types and design based on the of unique for each territory in Indonesia. It is included in Surabaya city. The development of batik in Surabaya city is left out if it is compared to the other city in Indonesia such as Surakarta, Pekalongan, Madura and etc.

Generally, the Surabaya's batik does not have difference between the other batik such as Sidoarjo and Madura's batik. However, if we observe detail about Surabaya's batik, so it will be gotten differences namely about concepts color Surabaya's batik stronger and brave as the description of Surabaya's people who have brave and strong. There are many motive's batik in Surabaya that begun to develop. Some of them are familiar such as Semangi's batik and Mangrove's batik. Semangi's batik is by group of mother or program at village level to education women on various aspect of family welfare in Sememi's village Benowo district since 2009 with the number of batik craftsmen with number 20 people. Semangi's motive is the batik in which has leaf's semangi motive. Semangi is special food of Surabaya's people that it had been extinct. However Mangrove's batik is develop by the pioneer of environment such as Mrs. Lulut Sri Yuliani in Wonorejo village Rungkut district. The number of mangrove's batik is 30 people. But nowadays the batik craftsmen in Semangi's batik group or mangrove's batik have been reduced the member of their groups. According Sule and Mulyana (2006) stated that the reducing small enterprice and micro is because of weak in specialization, financial capital in limited development, and the employers found difficult

getting in good skill. While its more specific is the free to do action, be appropriate to the human needs, and the role in doing enterprise/action.

Based on the survey introduction toward batik craftsmen Surabaya in generally have obstacles in continuity production process, design motive that less interesting, product development only limited to the dress and style, technology that used, less human resources, and distribution marketing that have not created well yet. The program of recruitments lately has not been effectively running well. The endeavor skill in which has done during lately uneffective done. Endeavor skill is till focusing on the digging new craftsmen by using illumination and workshop's batik. However after doing workshop, the craftsmen did not want to continue their enterprise. This case is causes low the productivity of batik. In other side batik's craftsman.

Surabaya has the limitation in accessing marketing information, acceivment marketing, net working, and accessing the strategies enterprises. The craftsmen are part of people only doin marketing in around of Surabaya its self and the most of people in Surabaya has not been familiar to Batik. That is not in the strategies location. However, the financial capital side is still faced by the macro, small, medium enterprise in generally the batik craftsmen in Surabaya also face the same problems. That is shown by the enterprise scale that still small effort things and the financial capital is also still small. The relation between the production and result work of enterprise that has been done to continue as well and it is not efficiently production and less well in distribution.

The macro, small, medium enterprenours batik is as the same to other who has the spirit in enterprenour. According Alma (2016), a businessman must have charateristics such confidence, orientated to duty and income, take risk, leadership, the original, and future oriented. A businessman is charatericed having spirits and responsible and also social characters, commitment toward the duty, chosen risk, keep secret capability of skill, fast see

the chance, future oriented and always see the past success, the thirsty behavior toward “mone”, skill in organization, tolerance toward the ambition, and flexibility in high spirit. Steinhoff and Burgess (1993) stated that a businessman must have some characteristics below if he/she wants to success, (a) having confidence himself independently, work hard, and understand the risk case as one of things in success; (b) having capability of organization, can decide the aim, income oriented, and having responsibility toward income, in good condition even bad; (c) creative and always face the chance to get more creatively; (d) like complicated and get satisfying when the success in reaching the ideas.

Hofer and Sandberg (in Hunger and Wheelen, 2003) stated that there are three factors that influenced toward the skill works enterprenour especially to new businessman. Based on the influence levels, these factors are industry structure, business strategies, and characteristic enterprenour. There are four factors the enterprenour characteristic that influenced toward the success business, namely: (a) having capability in identification the potencial change case; (b) having sense of urgency that make them oriented in action;(c) having knowledge detail for the key factors that need to success in industry and fisic stamnina that needed to their works; and (d) having capability to look for aids industry from the out side. Steinhoff and Burgess (1993) stated that the success of enterprenour is influenced by some factors, such as having mission and the aim business, brave taking risk and money, having capability to arrange the planning business, make organization in business dealing the human resources, and implementation, having capability for work hard, capability to build the relation with the costomer, employers, production, and the other, and having responsibility toward the success and fall.

Harefa(2007) found that the success business influenced by the charactersic business namely the capability self and social capable. The capability itself is dealing how the enterprenour manage by him. Three importants elements to score the capability a businessman, namely: awarens, knowledge, and motivation. The capability of social dealing

is how the enterprenour can manage the relations. The two elements of capability are dealing to the skill social. The other researches is dealing to enterprenour and find the education enterprenour showing positif result toward behavior attitude (Sowmya et al. 2010) negative effect toward work from the employers especially soft skill (Li & Liu, 2011), positive effect toward the the power competence macro, small, medium enterprise that has core capability (Chew, *et al.*, 2008; Toppinen, *et al*, 2007).

While the Sapir result of research et all (2014) showed that the enterprenour individuality can support some one to do action in enterprenour that includes entrepreneurship (plan and manage enterprenour) and intrapreneurship (innovation process management and invovation product management). Further, Sapir et al (2014) found that local wisdom as culture and related each other, example of cultural, religious culture and tradition and also culture success of fall have constribution strategies to do action enterprenour even entrepreneurship or intrapreneurship

Based on the description above, so it can be formulated that hypothesis related to characteristic enterprenour and local wisdom with the enterprenour action. Detailly, these hypothesis are H1: confidence positive influence and significant toward the enterprenour action, H2: duty oriented and income positive influence and significant toward the enterprenour action, H3: taking risk has positive influence and significant toward the enterprenour action, H4: the leadership has positive influence and significant toward the enterprenour action, H5: the original has positive influence and significant toward the enterprenour action, H6: future oriented positive influence and significant toward the enterprenour action, and H7: the local wisdom has positive influence and significant toward the enterprenour action. The concept of draft research can be seen as figure 1 below:

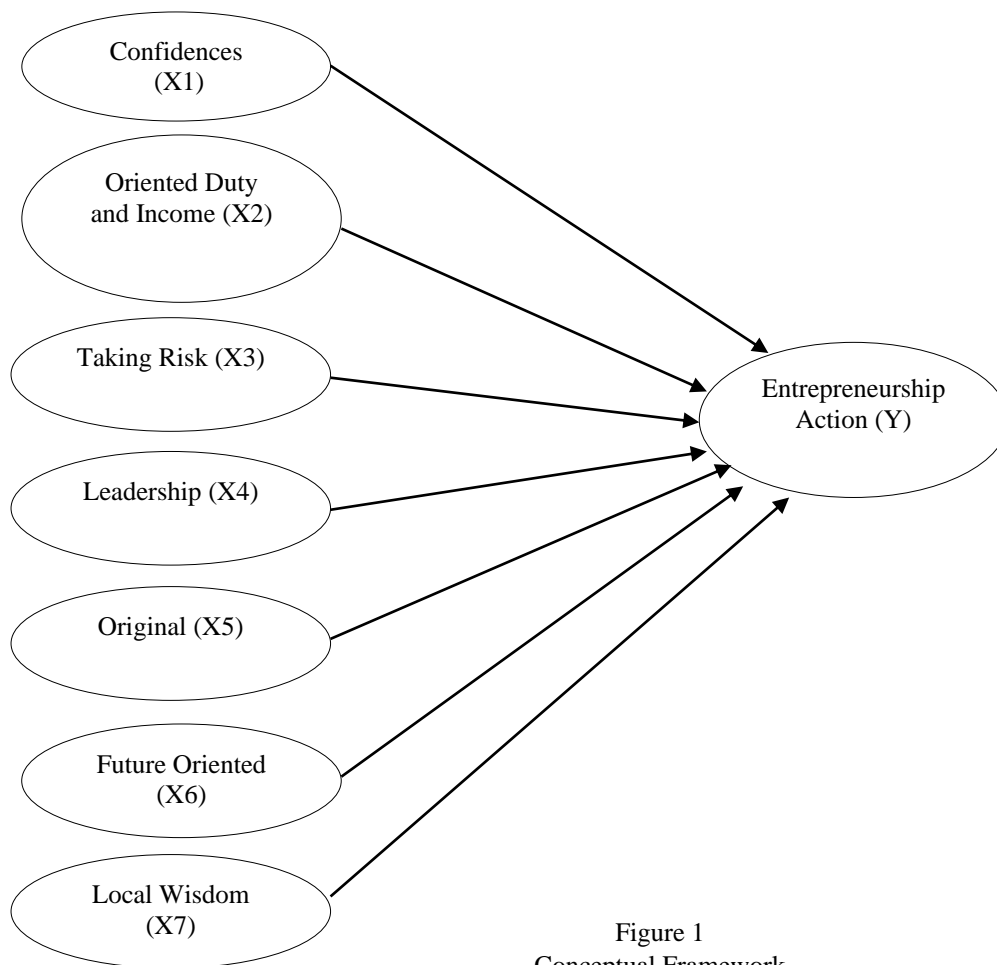


Figure 1
Conceptual Framework

METHODOLOGY

Generally this research is aim to develop the model enterprenour action related to characteristics of enterpreneur and local wisdom for the craftsmen. However this research in specially has an aim to test the characteristic influence enterpreneur toward the entrepreneurship action and test the local wisdom toward entrepreneurship.

This research is included as categories in explanatory research. This case is remember that in this research to explain the relation cause effect between variable through hypothesis tested. The prior method in this research is survey, namely the research is done by taking sample data from population and use questioners as prior collection data.

The location in this is in Wonorejo Village Rungkut District and Sememi village Benowo District Surabaya city. In Wonorejo Village are 30 people the mangrove batik craftsmen, while in Sememi village are 20 people the semangi batik craftsmen. Those two groups of craftsmen from mangrove even semangi are the central which has been developed by Surabaya City. The technic of collecting data is done by purposive sampling namely by take requirement in continue the batik entrepreneur till year 2016.

Collection data in this research is done by using technic and questionaries procedures and interview. Technic of collection data with questioners is done by offer some questions or written dealing the variable research to respondences. The contents of questioners consists about questions or statements that are characteristic entrepreneurs include confidence, duty and income oriented, risk taking, leadership, the orginal, and future oriented and also local wisdom and entrepreneurs action. The collecting data is done by using interview with the aim to complete the data from questioners.

The instruments from each variable in dimension entrepreneurs of characteristic is follow the indicators that develop by Alma (2016). While the instruments from variable local wisdom and entrepreneur's action is developed by Sapir's research et al (2014). All answering from respondences in these data is taken and measured by using scale likert 1-5.

Validation test is done by the using the item validation from questions in questioners. The test is done by the way in counting between score for each item questions with total score. A questioner is said valid if the question in questionaries able to describe something that can be measure by these questioners or it can be said when there is probility less 0.05 or count bigger than the table and positive score. The validation score is helped by computer by using correlation concept of product moment from Pearson.

This research used quantative analysis technique. In this research, quantative analysis technique is done by using the quantification data researcj so result information that needed to

analyze data. before data to be analyzed, the data has been collected that must be done purification and refinement with doing evaluation toward validation and reliability construct based on the abstract level with giving score convergent validity and discriminant validity and also evaluate goodness of fit model (Ghozali, 2012). This process is done by help *software Smart PLS2.0*.

RESULTS AND DISCUSSION

Description the Subject Research

Based on the collection data is gotten the result of questioner fill answering from respondents that suitable or accuracy to analyze with the numbers of 30 respondents with 19 people from batik semangi group and 11 people from batik mangrove group. The characteristics of the respondents as seen in this table 1 below.

Table 1
The Characteristic of Responses

Categories	Total (orang)	Percentage
Jenis Kelamin		
Male	1	3,33%
Female	29	96,67%
Ages		
21 – 30 years	2	6,67%
31 – 40 years	10	33,33%
41 – 50 years	11	36,67%
51 – 60 years	4	13,33%
61 – 70 years	3	10,00%
Civil Status		
Marriage	30	100,00%
No Marriage	0	0,00%
Education		
Elementary School	2	6,67%
Junior High School	7	23,33%
Senior High School	18	60,00%
Diploma	1	3,33%
Bachelor	2	6,67%
Drop Out from elementary school	0	0,00%

Source: Result of primary data (2016)

Based on the characteristics data response can be gotten that part of the responses is female reached 97%. This condition showed that majority of batik craftsmen are house wives in the middle activities as a house wife did something advantages as chance to be batik craftsmen. In the beginning the house wife did not have activities unless they are as house wife. They are treated to batik craftsmen by the city government of Surabaya begun since 2009. As the unlucky time, the government Surabaya city at that time had a program in development batik in each villages or district based on local wisdom by each territory that hoped by the government of Surabaya city has difference batik motive with the other territory and it becomes the Surabaya Icon. The ages of the craftsmen majority in productive ages between 31 till 50 years ages reached 70%. While the education level most of them were graduation from junior high school and senior high school.

Test Result of Validation and Reliability

The testing of instruments in this research used the test of convergent validity because every indicator is only 1 (one) instrument. By using PLS program, the test result of convergen validity can result as description on table 2. In this table shows that oriented variable duty and result, taking risk, future oriented, and entrepreneur's actions, all indicators are valids. While the variable confidence, leadership, original, and local wisdom, there are some indicators was not valid because the score original sampel estimate less from 0.5 or the score its T-statistics less from 1.96. So the this condition of indicators were not valid would through out and not taken in the analysis more.

The testing reliability to indicator in research used composite reliability testing. According to Solimun (2010), the instruments research with composite reliability would be fine if the score above 0.7. The fact that is out put testing realibility on table 3. can be seen that the score composite reliability had fullfiled score above 0.7 so the research instrument was said reliable.

Table 2
Testing Result Validation Indicator with Use Convergent Validity Test.

Variable	Indicator/ Instrument	original sample estimate	mean of subsamples	Standard deviation	T-Statistic	Adverb
Confidences (X1)	X1.1	0,721	0,705	0,158	4,575	Valid
	X1.2	0,270	0,217	0,312	0,866	Not Valid
	X1.3	0,142	0,140	0,193	0,734	Not Valid
	X1.4	0,390	0,366	0,290	1,348	Not Valid
	X1.5	0,466	0,345	0,294	1,586	Not Valid
	X1.6	0,734	0,632	0,227	3,226	Valid
Oriented Duty and Income (X2)	X2.1	0,884	0,888	0,124	7,151	Valid
	X2.2	0,871	0,844	0,131	6,647	Valid
	X2.3	0,636	0,467	0,330	1,964	Valid
	X2.4	0,890	0,835	0,156	5,709	Valid
Taking Risk (X3)	X3.1	0,499	0,493	0,255	1,967	Valid
	X3.2	0,739	0,712	0,108	6,836	Valid
	X3.3	0,760	0,690	0,242	3,135	Valid
	X3.4	0,732	0,675	0,213	3,441	Valid
Leadership (X4)	X4.1	0,652	0,638	0,141	4,620	Valid
	X4.2	-0,052	-0,095	0,265	0,196	Not Valid
	X4.3	0,624	0,596	0,229	2,728	Valid
	X4.4	0,538	0,479	0,263	2,046	Valid
	X4.5	0,738	0,716	0,153	4,827	Valid
	X4.6	0,752	0,684	0,157	4,778	Valid
	X4.7	0,637	0,647	0,156	4,072	Valid
Original (X5)	X5.1	0,199	0,204	0,280	0,712	Not Valid
	X5.2	-0,088	-0,063	0,278	0,316	Not Valid
	X5.3	0,740	0,690	0,169	4,374	Valid
	X5.4	0,450	0,405	0,197	1,945	Not Valid
	X5.5	0,675	0,628	0,126	5,344	Valid
	X5.6	0,792	0,811	0,061	12,898	Valid
	X5.7	-0,098	-0,008	0,231	0,424	Not Valid
Future Oriented (X6)	X6.1	0,799	0,802	0,085	9,409	Valid
	X6.2	0,967	0,963	0,017	57,588	Valid
	X6.3	0,954	0,936	0,044	21,537	Valid
	X6.4	0,984	0,980	0,012	80,621	Valid
Local Wisdom (X7)	X7.1	0,928	0,922	0,023	40,004	Valid
	X7.2	-0,069	-0,082	0,249	0,276	Not Valid
	X7.3	0,083	0,066	0,109	0,769	Not Valid
	X7.4	0,901	0,878	0,063	14,314	Valid
Entrepreneurs Action (Y)	Y1	0,910	0,911	0,033	27,846	Valid
	Y2	0,678	0,661	0,125	5,439	Valid
	Y3	0,672	0,645	0,156	4,298	Valid
	Y4	0,812	0,819	0,056	14,568	Valid
	Y5	0,778	0,789	0,054	14,268	Valid
	Y6	0,800	0,797	0,051	15,705	Valid
	Y7	0,920	0,922	0,021	42,930	Valid

Source: Result of Primary Data (2016)

Table 3
Composite Reliability

Variable	Composite Reliability	Adverbs
Confidence (X1)	0,738	Realible
Future and Income Oriented (X2)	0,895	Realible
Taking Risk (X3)	0,781	Realible
Leadership (X4)	0,822	Realible
Orininal (X5)	0,789	Realible
Futur Oriented (X6)	0,962	Realible
Local Wisdom (X7)	0,911	Realible
Entrepreneurs Action (Y)	0,925	Realible

Source: Result Primary Data (2016)

Description Research Variable

Description variable in this research used the averages score from the response's response toward each indicator or item statement with scale 1-5. The each criterion for item the statement included from 4 (four) criterion namely 1-1.99 in criterion worse; 2-2.99 not well; 3-3.99 well; and 4-5 creterian very well.

Table 4
The Average Score Response Answering Toward Item Research Statement

No.	Statements	Averages	Criterion
Confidence (X1)			
1	Not depend to the other people, when taking decision of business (X1.1)	3,17	Well
2	Having confidence that the decision taken will give the good result (X1.6)	3,77	Well
Average Variable Confidences		3,47	Well
Duty and Income Oriented (X2)			
1	Willing that it always conduct entrepreneurs that has potential in getting big advantages (X2.1)	3,87	Well
2	My motivation is prestation (X2.2)	3,73	Well
3	Always look for chance to get advantages (X2.3)	4,03	Very Well
4	As habitual in work hard and planed (X2.4)	3,97	Well
Averages of Oriented Variable Duty and Result in Taking Risk (X3)		3,90	Well
1	Always consentrate the risk from all decisions that had taken (X3.1)	3,97	Well
2	Be happy to try the new one in over coming the work (X3.2)	3,80	Well
3	Already receive the effect that caused from the decision taken (X3.3)	4,07	Very Well
4	Have confidence that people takes risk tendency more better than never (X3.4)	4,10	Very Well

Averages Taking Risk Variable	3,99	Well
Leaderships (X4)		
1 Always want to have influence to other people (X4.1). Alyats have the difference styles if it is compared with other	2,70	Not Well
2 people (X4.3)	3,57	Well
3 Able to get solve alternative quickly (X4.4)	3,57	Well
4 Always begin before the other people done (X4.5)	3,67	Well
5 Master entrepreneurs field that I have done (X4.6)	4,00	Very Well
Always ask the employers to give critics, suggestion and opinion		
6 well toward myself or even my entrepreneurs that I have (X4.7)	3,93	Well
Averages Leaderships Variable (X4)	3,57	Well
Original (X5)		
1 Always prepare my imagination that I do (X5.3)	3,07	Well
2 Result new ideas with resourcing on these ideas that had done by the other people. (X5.5)	3,67	Well
3 Always wants to be pioneer toward product that gotten, even in product or marketing (X5.6)	3,10	Well
Averages Original of Variable (X5)	3,28	Well
Orientated Future (X6)		
1 Always arrange the purpose business, even in long priod, middle priod even long period prigrams (X6.1)	3,53	Well
2 Stated vision toward entrepreneurs that I had done (X6.2)	3,57	Well
3 Stated mission to reach vision that had decided (X6.3)	3,50	Well
4 Always think the continue entrepreneurs for 10 years later (X6.4)	3,50	Well
Averages Oriented Variable Future (X6)	3,53	Well
Local Wisdom (X7)		
1 Culture in each help with groups of batik craftsmen that I keep caring well. (X7.1)	3,27	Well
2 Local Wisdom is very influence me to develop batik product (X7.4)	3,17	Well
Averages Local Wisdom Variable (X7)	3,22	Well
Entrepreneurship Action (Y)		
1 Have planed and managed the entrepreneurs well (Y1)	3,20	Well
2 Have done marketing in product that I made (Y2)	3,30	Well
3 Have planed and managed work skill to my entrepreneurs in my age well (Y3)	3,27	Well
4 Have planed and managed product of batik entrepreneurs well (Y4)	3,33	Well
5 Have planed and mannaged the financial entrepreneurs batik well (Y5)	3,27	Well
6 Have done negoisation with communication with the suppliers (Y6)	3,23	Well
7 Have done the relation with costumers well (Y7)	3,27	Well
Averages Entrepreneurs Actions (Y)	3,27	Well

Sources: Result Primary Data (2016)

Analysis Structural Model

Table 5
Path Coefficients

	original sample estimate	mean of subsamples	Standard deviation	T-Statistic	Adverbs
Confidence (X1) -> Entrepreneurs Actions (Y)	-0.179	-0.122	0.160	1.122	Not Significant
Duty and Provite Oriented (X2) -> Entrepreneurs Actions (Y)	0.119	0.123	0.101	1.180	Not Significant
Taking risk (X3) -> Entrepreneurs Actions (Y)	-0.059	-0.051	0.095	0.617	Not Significant
Leadership (X4) -> Entrepreneurs Actions (Y)	-0.107	-0.099	0.190	0.562	Not Significant
Origin (X5) -> Entrepreneurs Actions (Y)	0.558	0.539	0.150	3.722	Significant
Future Oriented (X6) -> Entrepreneurs Actions (Y)	-0.121	-0.098	0.095	1.274	Not Significant
Local Wisdom (X7) -> Entrepreneurs Actions (Y)	0.702	0.666	0.153	4.580	Significant

Source: Result of Primary Data (2016)

Based on the result of analysis in structural model with use PLS's type shows that confidence is not proof to influence entrepreneur's actions. This is evidenced with the score big counting 1,122 smaller than 1.96. This finding is not suitable to the result of Sapir's research at al (2014) that is concludes confidence from an entrepreneur has implication toward the entrepreneurship.

Structural model analysis result that variable oriented to the duty and income not influence toward the entrepreneur in a group of batik craftsmen in Surabaya. This result is shown by the score reached 1.180 smaller from 1.96. So it also is the taking risk, leadership, duty oriented does not have influence to entrepreneur action that shown with score in smaller from 1.96.

The result of structural model analysis has proved that the variable of confidence is not influence toward entrepreneur action. This finding shows that no depending to the other or confidency of the batik craftsmen in Surabaya who does not have influence toward

entrepreneur action. It happens based on the type description group of organization batik craftsmen in Surabaya, especially the group of mangrove batik craftsmen and semangi batik craftsmen. Generally the groups of Batik in Surabaya are led by a coordinator that has considered superior in human resources. The groups of coordinators are often handled by someone who has considered superior based on the intellectual, social and economic cases. By consideration superior make the groups of coordinators batik are as the domain figure to manage all business in those groups. The domain of coordinator from groups in batik craftsmen can be seen from the whole process in their entrepreneurs start from fulfill the raw things, design motive, distributive the jobs to the craftsmen till reach in marketing level. This condition is causes the batik craftsmen in Surabaya do not have high confidences. The dependence the batik craftsmen are in Surabaya to high appreciation for their coordinators. In the process of business and all things need treated by the batik coordinator. So that why that the craftsmen are as employer as to group coordinator of batik group. This finding is not suitable to Sapir's research (2014) that concluded the confidence from an entrepreneur has the implication toward the entrepreneurship actions.

The result and duty oriented variable does not have influence toward the entrepreneurship. This result is not suitable based on the conclusion that the orientation result and duty have effect to the entrepreneurship action in as explained by Alma (2016). This condition describes that the characteristic of entrepreneurship as the wish that always do in which has potential to get big profite, the willing of pretation, always look for chance to get profit and as usual work hard and to be planed does not have an influences toward business action. This finding is suitable to the phenomena in the groups of batik in Surabaya that as the coordinator of craftsmen groups have the important roles in management of business so the result of craftsmen are only followed by business action that done by coordinator. The willing of getting result of business better rare felt by the craftsmen. The craftsmen only do the job

which given by coordinator, after finishing the jobs so the employers or craftsmen make raport to the coordinators.

Structural model analysis had result tha the variable take risk does not have influence toward entrepreneurship action. This finding is identification that indicator always considers from all decisions that have been taken, be happy to try the new one in solve the jobs, already accept the effect from decision tha taken and preference toward the highest risk, not has effect to the entrepreneurship action to the batik craftsmen in Surabaya.

The characteristic always considers risk, try to the new one, accept the effect decision that had taken, and preference of the risk in high level that does not beloenged by the batik craftsmen in Surabaya. The fourth characteristic is taker risk only done by the coordinators groups of batik craftsmen in Surabaya.

The batik craftsmen do not follow in consideration taking risk, try to the new one, and case that dealing to the risk. The result of this result isn contradictive to the Sarpin's research et al. (2014) that stated the taker risk is never influence toward the entrepreneurship action.

The influence of leadership testing is toward the entrepreneurship action result that the leadership does not influence to entrepreneurship action. The result describes that the characteristic have influence to the people, wish in difference styles and become superior if it is compared to the other, get alternative solcing correctly, begin first before the other people do and master entrepreneur that lead recently and it is not getting effect to the business action for batik craftsmen. The five factors above is not belongs by the batik craftsmen. Dealing to giving motivation, thinking motivation and deferencial is not done by batik craftsmen. The batik craftsmen only receive what are the ordered by the groups of coordinators batik craftsmen. The giving motivation and product innovation are done by coordinator of group. So dealing with this is to give suggestion to over come the problem for the own business batik, that done by coordinator of batik craftsmen. This finding is not suitable to Sarpin's

research et al (2014) that stated the taking policy is never has influence to the entrepreneurship action.

Based on the result of hypothesis testing influence is variable of original toward the entrepreneurship action. Imagination factors are needed for the batik craftsmen in doing work make batik. It includes new idea that resource from the other product even belongs himself. Accoding Alam (2016) stated that the origin character of course not often to himself as the own, but it also can be from othe people. The origin is not meant new, but the product describes the result of the combination or reintegrated from components before so it creates something new in that product. In this work as batik craftsmen need imagination so the scratch of its batik result the high quality creating. The batik craftsmen in Surabaya need dig or trigger the origin idea to develop the batik motive so creat the varian motive of batik which can be intereting costumers.

The result of structural model analysis is to the provement of hypothesis influence the oriented the future toward the entrepreneurship action. This finding indicated that the arrange of aim business, visi and mission entrepreneurship, and continueity the work case not have effect to the entrepreneurship action. Whereas according to Alma (2016) an entrepreneur must have perspective mission, also the future that want to reach. Because of the firm is not built for while, but it is forever. So that, the continuity factors has to keep and view to the future cases. To face the future time an entrepreneur will arrange the planning and strategy in good prospect, in order to the steps run well based on planning. But the result of research is difference to Alma's opinion (2016). The result of the research has oriented future time and it is not influenced by entrepreneur action. In the component of group batik's craftsmen, that has visi and mission development of business only the group of coordinators batik's craftsmen, while the batik's craftsmen are parts of them in which have mission and business.

The testing with use structural model analysis show that variable local wisdom has influence toward to entrepreneurs action to the group of batik craftsmen in Surabaya. This case indicate that the culture work between batik craftsmen can support someone to do entrepreneurs action. Whereas with the local wisdom can support the batik craftsmen in making new motive. The internalization the local score can influence the behavior of entrepreneurs in doing batik firm of entrepreneurship.

CONCLUSIONS

Based on the discussion can be formulated some conclusion that explain the relationship between characteristic of entrepreneurship with businessman to the group of batik craftsmen in Surabaya. The result of conclusion in this research is mention below: 1) the confidence from the batik craftsmen has not supported yet the businessman of batik in Surabaya to do entrepreneurs action; 2) the characteristic of oriented duty and income can not be influenced the craftsmen to do the entrepreneurship action; 3) the characteristic from the policy in taing risk will not influence toward entrepreneurship action; 4) the characteristic of batik craftsmen have not supported the batik craftsmen in Surabaya to do entrepreneurship action; 5) the origin of the evedence can be supported a batik craftsman to do entrepreneurship action; 6) No batik craftsmen who have mission and business mission so there is no supporting to do entrepreneurship action; and 7) the values of local wisdom can integrate in all effort and action the batik craftsmen in Surabaya to do entrepreneurship action

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