



The Effect Of Household Mother Skills On The Household Income In Klambir Lima Kebun Village

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ABSTRACT : The purpose of this study was to map the skills of housewives to provide various trainings for them and see the influence of housewives' skills on family income. The research method used is simple regression analysis using a dummy variable, with sampling of 100 families.

The results showed that skills had a positive and significant effect on the size of the income of housewives, as evidenced by the skills of a housewife who would get a greater income when compared to housewives who did not have the skills found in the village of Klambir Lima Kebun.

KEYWORDS : Skills, Household Income

I. INTRODUCTION

The head of the family has full responsibility in fulfilling his family's needs. Meeting those needs to create a happy and prosperous family. But sometimes a husband is unable to fully fulfill all of his outgoing needs as the family's needs continue to increase. This situation forced his wife to intervene in helping her husband to make a living. Various jobs can be done by a woman in this case a wife, such as entrepreneurship, office work, even as a worker they do as long as the work can make money.

The size of a woman's income is largely determined by the nature and type of work. The fewer types of work that use physical and more use of the mind, this type of work will usually provide greater results. Work as a laborer, for example, because this type of work relies heavily on the worker's physical work, so the results obtained are relatively smaller compared to the work as a teacher, who use the power of the mind more.

Likewise, the job as a trader, besides the physical strength of the ability to sell also must be owned by someone so that the merchandise is sold more. Skills in producing an item also need to be possessed for those who try, flower arranging, for example, making cakes, designing, and other skills that they can use to produce something.

Not all women who are in business already have the skills they use in doing business. There are still many women, especially housewives who take part in the business but do not yet have the skills, so they try to use more of the energy and time they use to work also on their spare time after taking care of the household.

This phenomenon is very visible in the village of Klambir Lima Kebun, where a housewife in helping her family's economy still relies on energy because they do not have the skills on average, both hereditary and the skills obtained from training. Besides their skills, which are still very low, their education level is still low, with an average high school education and some even dropping out of school due to lack of funds.

The researcher observed that the income level in each family in the village of Klambir Lima Kebun was still much below the average. This is because generally only husbands who work and most of them are laborers in several factories around their homes, while wives or housewives work as household assistants because that is what they can do because they do not have on average skills in addition to their low education [1].

Formulation Problem



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The role of housewives in helping the family economy is still difficult because of the lack of skills possessed by housewives. They try and work without having skills so the results obtained are relatively small.

Research purposes:

- 1) As an effort to map the skills of housewives and family income in the village of Klambir Lima Kebun.
- 2) With this description of the skills of housewives in the village of Klambir Lima Kebun, it is hoped that it will become one of the benchmarks for local governments to provide training for them.
- 3) Seeing the relationship between housewives' skills and family income in the village of Klambir Lima Kebun.

II. LITERATURE REVIEW

1. Definition of Labor, Work Force and Job Opportunities

a) Labor

Workers are people of working age who are ready to do work, including those who have worked, those who are looking for work, those who attend school, and those who take care of the household. [2]

b) Work Force

The work force is those who have jobs, both working and those who are not working because of a reason, such as farmers who are waiting for harvest / rain, employees who are on leave, sick, and so on.

Not the workforce are those who are in school, managing the household without getting paid, elderly, physically disabled and so on, and not doing an activity that can be included in the category of work, while not working, or looking for work.

c) Job Opportunities.

Economic activity in the community requires labor. The need for labor can also be referred to as employment opportunities. Job opportunity itself is a condition that describes the occurrence of employment (jobs) to be filled by job seekers.

Job opportunities in Indonesia are guaranteed in the 1945 Constitution in article 27 paragraph 2 which reads "Every citizen has the right to decent work and livelihood".

From the sound of Article 27 paragraph 2 of the 1945 Constitution, it is clear that the Indonesian government is to create jobs for members of the community because this relates to community efforts to earn income.

2. Women's Participation Today

Increased participation of women in economic activities because: First, there is a change in the views and attitudes of the community about the importance of education for women and men, and more and more aware of the need for women to participate in development. Second, the willingness of women to be independent in the economic field is to try to finance their living needs from the necessities of life of those who are dependent on their own income [3].

3. Factors Affecting Women's Labor Force Participation Rates

a) Wages / Income

The wage of labor provided depends on the costs of the minimum living necessities of workers and their families, binding legal regulations on workers' minimum wages (UMR), marginal productivity of labor, pressure that can be given by trade unions and employers' unions, and different types of work. The change in wages in the labor market and the effect on the number of working hours offered will cause substitution effects and income effects.



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While income itself is income in the form of money or other forms of material that can be cashed from the results of the work done by someone. Income can also affect a person's work participation or time allocation.

b) Head of household income (husband)

Husband's income is one reason married women enter the labor market. This is because the husband's income is deemed unable to meet the increasing family needs, and is not balanced with real income. This condition is more common in the lower classes of society. The lower the husband's income, the higher the work participation of married women, because there is a negative relationship between the husband's income and the participation of women in the workforce [4].

c) Age

Indonesia's population is included in the structure of young age, this can be seen from the pyramid form of the Indonesian population. Even though population growth can be reduced but labor supply is getting higher because of the increasing number of people entering the working age, thus the supply of labor will also increase.

Productive age or working age is the age when someone is still able to work and produce something. Age has a relationship with one's responsibility for the supply of labor. The more a person's age increases, the greater the supply of labor. While during the productive age, the higher the age of a person the greater the responsibility that must be borne. Even though at some point the supply will decrease with age that gets older [5].

d) Education Level

In general, labor productivity is a function of education, technology and skills. The higher the education or skills of the workforce, the more labor productivity increases. Women who work are women who have the opportunity to get more education. Education raises the desire to develop what has been learned and raises awareness to develop the talent it has [6].

The level of education includes formal education and non-formal education obtained from various educational institutions. Education in general will lead to a desire for women to enter the workforce. Therefore, it is expected that the higher the education, the greater the participation in the workforce. So that between education and the world of work is positively related, the higher the education of a person, the greater the tendency to work.

e) Number of Toddler Children

In general, the number of children under five has a negative relationship with the supply of labor for married women. This is due to the increasing number of children under five, the more time will be spent on the labor market, because of the responsibility to take care of child growth and development. In addition, the increase in the number of children owned will be related to expenses that must be borne by the workforce.

This can be harmonized with family planning programs, by noting that there is a prohibition program on child births that is too tight. The program is intended in addition to reducing the rate of population growth as well so that parents, are able to provide quality time for their children.

f) Household Expenditures

Household expenditure is all expenses related to meeting household needs. The size of family expenses depends on several things, namely the level of income, the size of the family dependents, the level of price needs, the level of education and social position. Household expenditure is usually separated into two, namely expenditure for consumption and investment (savings).

The consumption or demand of an item for each household has a different pattern or structure. The structure can also be used as an indicator to see the level of household welfare. But in general the largest household expenditure, especially poor households, is expenditure for consumption. This expenditure is greater than expenditure for



investment, because consumption is one of the primary needs of households while investment is not a primary need. So the greater the monthly household expenditure will motivate workers to spend more time on the labor market.

4. Definition of Entrepreneurship

In essence every human being has an entrepreneurial spirit which means having creativity and having certain goals, and trying to achieve success in his life. We often witness various activities of a person or a group of people spend some money to buy a number of items. The description is an illustration of the activities of an entrepreneur in his daily life who carry out activities without feeling embarrassed, scared, embarrassed or insecure. Everything they do is derived from experiences they have done or other people's experiences.

Entrepreneurs (entrepreneurs) are people who have the courage to take risks to open businesses on various occasions. Having the courage to take risks means being mentally independent and daring to start a business, without being overwhelmed by fear or anxiety even in uncertain conditions [7].

Entrepreneurs are innovators, as individuals who have the instinct to see opportunities have the spirit, ability and mind to conquer slow and lazy ways of thinking. While entrepreneurship is a person who breaks down the existing economic system by introducing new goods and services, by creating new organizational forms or processing new raw materials [8].

Success in entrepreneurship is not obtained suddenly or instantly and by chance, but with full planning, vision, mission, hard work, and having courage responsibly. Here is a picture towards successful entrepreneurship [9].

5. Drivers of Entrepreneurial Success

Success in entrepreneurship is determined by three factors, which include the following [10]:

- a) Ability and will. People who have no ability, but many will and people who have the will, but do not have the ability, both will not be successful entrepreneurs. Conversely, people who have the will equipped with abilities will be successful people. Willingness is not enough if it is not equipped with abilities.
- b) Strong determination and hard work. People who do not have strong determination, but have the keenness to work hard and people who like to work hard, but do not have a strong determination, they will not become successful entrepreneurs.
- c) Opportunities and opportunities. There is a solution there is an opportunity, otherwise there is no solution there will be no opportunity. Opportunities exist if we create opportunities themselves, not look for or wait for opportunities that come to us.

So, the ability of entrepreneurship is a function of entrepreneurial behavior in combining creativity, innovation, hard work and courage to face risks to get opportunities.

Lambing and Kuehl in Suryana (2014: 109), propose about several key factors for developing a product, which include the following.

1. Do market research adequately.
2. Satisfying a need.
3. Having a high product advantage.
4. Use the right price and quality from the first time.
5. Use the right distribution channel.

Factors that determine entrepreneurial success include [11]: Internal factors, including:

a) Motivation

Job success requires motives to encourage or encourage work. The motives include motives for being creative and innovative which are motivations that encourage individuals to issue spontaneous thoughts in the face of a change by giving alternatives that are different from others. Another motive is the motive for working that exists in



individuals so that they have enthusiasm or interest in fulfilling their needs and carrying out their duties at work.

b) Experience or knowledge

When someone works, of course, it requires more knowledge about the work that will be done. While experience arises after the individual is looking for as much work as he can. Experienced entrepreneurs are keen to see many ways to develop their business potential.

c) Personality

A fragile personality will have a negative impact on work. A successful person is if someone can relate well and be able to adjust to the environment fairly and effectively.

2. External factors, including:

a) Family environment

Family circumstances can affect the success of one's business. Tension in family life will reduce one's work productivity. A harmonious family environment in its interactions will help motivate success and increase work productivity.

b) The working environment

The environment in which a person runs his business has a significant influence in running a business. This environment can be classified into two parts, namely:

1) Physical work situation

An entrepreneur can create his job in any situation through his talents and skills, especially in finding opportunities or taking the initiative so that his business can progress.

2) Relationships with work partners

Maintaining good relations with coworkers who are partners will make it easier to support or motivate to be able to resolve conflicts properly is something fundamental in the work.

6. Characteristics of Entrepreneurship

An entrepreneur must be able to look ahead. Looking up rather than daydreaming is empty, but looking, thinking calculatingly, looking for choices from various alternative problems and solving them. To become an entrepreneur, one must have the following characteristics [12]:

Characteristic features	Character
1. Confidence	<ol style="list-style-type: none"> 1. Trust (constancy) 2. Not dependent, a steady personality 3. Optimism
2. Oriented tasks and results	<ol style="list-style-type: none"> 1. Needs or thirsty will be achievement 2. Profit oriented or results 3. Diligent and steadfast 4. Determination, hard work, motivation 5. Energetic 6. Full initiative
3. Risk taking	<ol style="list-style-type: none"> 1. Able to take the risk 2. Like it challenge
4. Leadership	<ol style="list-style-type: none"> 1. Able to lead 2. Can get along with people other 3. Respond to suggestions and critics



5. Originality	<ol style="list-style-type: none"> 1. Innovative (renewal) 2. Creative 3. Flexible 4. Many source 5. All-round can 6. Knowing many
6. Oriented to the future	<ol style="list-style-type: none"> 1. Insight into front 2. Perceptive

Source: (BN. Marbun, 1993: 63)

1. Confidence

Confidence starts from a strong person, not easily swayed by the opinions and suggestions of others. However, other people's suggestions should not be rejected outright, using it as an input to consider, then you must decide immediately. A tall person believes he is a person who has matured physically and spiritually. A characteristic of one's maturity is that he is not dependent on others, he has a high sense of responsibility, objective and critical. He did not just absorb the opinions or opinions of others, but he considered critically. Emotional can be said to be stable, not easily offended and angry, the social level is high and wants to help others.

2. Oriented to Tasks and Results

This person did not condemn prestige first, then achievements. However, he was fond of new achievements then after succeeding his prestige will rise. Young people who always think of prestige first and achievements will then not progress. Various motivations will arise in business if we try to get rid of prestige. We will be able to work hard, energetically, without shame being seen by friends, as long as we do halal work.

3. Taking Risks

Entrepreneurship is also full of risks and challenges, such as competition, prices go up and down, goods do not sell, and so on. However, all these challenges must be dealt with in a calculated manner. If the calculation is ripe, make judgments of all kinds of aspects, then keep going without forgetting to Him.

4. Leadership

The nature of leadership is indeed within each individual. But leadership has been widely studied and trained. This depends on each individual in adjusting to the organization or person he leads. A good leader must be willing to accept criticism from subordinates, he must be responsive.

5. Originality

This original nature certainly does not always exist in someone. Original here is that it not only follows other people, but has its own opinion, there is an original idea, there is the ability to do something. The weight of original creativity will be seen to what extent it is different from what was already there.

6. Future-oriented

An entrepreneur must be perspective, have a future vision, what he wants to do, what he wants to achieve, because a business is not established temporarily but forever. To face the foresight, an entrepreneur will develop a mature plan and strategy, so that the steps will be clear.

7. Creativity

High creativity must be possessed by every individual in the field involved, not least in the world of entrepreneurship. Entrepreneurship is a combination of creativity, innovation and courage to face risk by working hard to form and maintain a business. Entrepreneurial success will be achieved if supported by various factors including creativity. Creativity can be trained and not a gift from birth. Then practice and increase your creativity for success.

8. Concept of 10 D from Bygrave



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- a) Dream, an entrepreneur has a vision of how he wants his personal and business future and most importantly he has the ability to realize his dreams.
- b) Decisiveness, an entrepreneur is a person who does not work slowly. They make decisions quickly with calculations that are key to the success of their business.
- c) Doers, they carry out their activities as quickly as possible which they can mean that an entrepreneur does not want to delay opportunities that can be exploited.
- d) Determination, an entrepreneur carries out his activities with attention, a high sense of responsibility and does not want to give up even though he is faced with obstacles and obstacles that cannot be overcome.
- e) Dedication, an entrepreneur's dedication to his business is very high, sometimes he sacrifices family relationships, forgetting relationships with his family for a while.
- f) Devotion, is a hobby or crazy. An entrepreneur loves his business work. This is what drives him to achieve very effective success in selling the products offered.
- g) Details, an entrepreneur is very concerned about critical factors in detail, he does not want to ignore certain small factors that can hinder his business activities.
- h) Destiny, is a person who is free and does not want to depend on others.
- i) Dollars, the motivation is not to get money. But money is considered a measure of the success of his business.
- j) Distribute, an entrepreneur is willing to distribute the ownership of his business to his trustworthy people who are critical and want to be invited to achieve success in the business field.

III. METHODOLOGY

The location of this study was conducted in Klambir Lima Kebun Village, Hamparan Perak District, Deli Serdang Regency, North Sumatra Province. The length of this study is for three months from the beginning of June to the end of August 2018. The type of data used in this study is primary data, which is data obtained / collected by the researcher itself, which includes data on the amount of household income and data on family income received by each family per month and other data and information related to this research.

As for the population in this study are housewives who work in the sense of having their own income and still have a husband, who is in Klambir Lima Garden in Hamparan Perak District. Samples are a portion of the population that has characteristics that are relatively the same and are considered to represent the population. The sampling technique used was simple random sampling, with a total sample of 100 families.

Data analysis

In this study, using quantitative data analysis techniques, namely technical analysis in the form of numbers is calculated to analyze the condition and behavior of data so that through the results of these calculations will be known the influence, description and conclusion from the data. The data obtained from the location of the study will be tested by a formula to determine the effect of the independent variable (Housewives Skills) on the dependent variable (Housewife Income). The influence of housewives' skills on the income of housewives in the village of Klambir Lima Kebun can be explained in the following analysis. Simple Linear Regression Analysis with Dummy Variables

The analysis used to determine the effect of the independent variables (Housewives Skills) on the dependent variable (Housewife Income) used the formula with the equation:

$$Y = \alpha + \beta D$$

Information:

Y: Dependent variable (Housewife Income)

α : Constants

β : Regression coefficient X

D: Dummy / independent variable (Housewife Skills)



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For dummy variables coded 1 and 0, with details:

Code 1: have skills

Code 0: no skills

T test

This t test is used to prove the regression coefficient between the independent variable (X) and the dependent variable (Y), with the following test steps:

- a. Determine the null hypothesis and alternative hypothesis
 - Ho: $b = 0$, meaning there is no influence between independent variables (housewives skills) on the dependent variable (housewife income).
 - Ha: $b \neq 0$, meaning that there is an influence between independent variables (housewives skills) on the dependent variable (housewife income).
- b. Determine the level of significance (α) = 0.05. $df = (\alpha / 2; n - k - 1)$
- c. Test criteria
 - H_0 is accepted if: $t \text{ count} \leq t \text{ table}$
 - H_0 is rejected if: $t \text{ count} > t \text{ table}$

IV. RESULTS & DISCUSSION

Description of Respondents

Retrieval of data in this study is primary data, namely data taken from respondents as many as 100 people. Where the researcher gives a statement questionnaire to the respondent then the respondent answers all statements according to the situation and situation of the respondent. Overall, from the age of the respondents that respondents aged 36-45 years were 45%, aged 25-35 years old were 40%, aged less than 25 years were 12%, age 46-55 years were 2% and aged above 55 years were 1%.

Simple Linear Regression Analysis With Dummy variables

The processed products from the SPSS program from the data obtained in the field are as follows:

Regression Analysis Simple linear with a Dummy variable

Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
1 (Constant)	533,939	72,834		7.331	.000
Skills	578,150	88,980	.549	6.498	.000

a. Dependent Variable: IRT Revenue

This analysis is used to determine or predict the magnitude of the influence of housewives' skills on the income of housewives. The results of data processing with the help of a computer program SPSS version 16.0 obtained a regression equation:

$$Y = 533,939 + 578,150D$$

The interpretation of the SPSS output above is:

The amount of income of a housewife is:

a) Have Skills (Yk):

$$Y_k = 533,939 + 578,150D$$

$$= 533,939 + 578,150 (1)$$

$$Y_k = 1,112,089$$

b) No Skills (Ytk)

$$Y_{tk} = 533,939 + 578,150D$$

$$= 533,939 + 578,150 (0)$$

$$Y_{tk} = 533,939$$

From the results of simple linear regression analysis using dummy variables, it can be seen that the income of housewives who have skills is different from the income of housewives who do not have skills. For housewives who have skills with income of Rp 1.112.089 while housewives who do not have skills have an income of Rp 533.939.

T test

The t test is a partial test between the independent variable and the dependent variable. The processed products from the SPSS Program can be seen as follows:

Test t

Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
1 (Constant)	533,939	72,834		7.331	.000
Skills	578,150	88,980	.549	6.498	.000

a. Dependent Variable: IRT Revenue

Based on the table above, it can be seen that the test results are partially significant in the regression coefficient of housewives' income on family income, for more details, it can be seen as follows:

The influence of housewife skill variable (X) on the variable income of housewives (Y).

Testing steps:

(1) $H_0: b_1 = 0$, there is no significant influence between housewife skills on income of housewives.

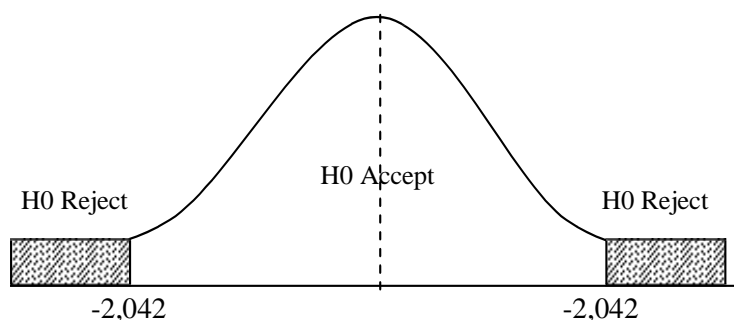
$H_a: b_1 \neq 0$, there is a significant influence between housewives skills on income of housewives.

(2) Determination of Level of Significance (α) = 0.05 with $df = n - k - 1 = 100 - 1 - 1 = 98$

(3) Testing Criteria

H_0 is accepted if $t_{count} \leq t_{table}$

H_0 is rejected if $t_{count} > t_{table}$



V. CONCLUSION & SUGGESTION

Calculating the value of t:

$$t_{count} = b / sb \\ = 578,150 / 88,980$$

$$t_{count} = 6.498$$

Decision

Because $t_{count} > t_{table}$ ($6,498 > 2,042$), then H_0 is rejected and H_a is accepted, meaning that there is a significant influence between the variables of housewives skills on the income of housewives.

Based on the results of data analysis and discussion that has been done, conclusions can be taken as follows:



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1. The results of a simple linear regression equation using dummy variables obtained different results between housewives who have skills with those who do not have skills. Housewives who have the skills to have a greater income than housewives who do not have skills.
2. The t-test results for the income of housewives with a tcount of $6.498 > 2.042$, means that H_0 is rejected and H_a is accepted, this means that the skills of housewives have an influence on the income of housewives in Klambir Lima Kebun Village.

To increase the income of housewives, it is expected that housewives have skills that they can use in trying so that the results they get can be more maximal. The skills they have can be used to do small business at home so that their role as housewives is not overlooked.

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