

Strategy Increasing Entrepreneurship Interest to Post Migrant Workers through Training and Giving of Capital

Muhammad Busro

STIE Banten, Jl. Letnan Jidun No. 5 C Kependean, Serang, Banten, Indonesia. 4115

ARTICLE INFO

Keywords:
guidance,
post migrant worker,
soft capital,
interest in entrepreneurship

Corresponding author:
m.busro25@yahoo.com

ABSTRACT

This study aims to describe: the influence of coaching and giving capital disbursement to the interest of entrepreneurship of post migrant workers. The research method used is the method of action research, where the researcher gives treatment to the respondent in the form of assistance and the provision of soft capital by cooperating with the owner of the corporate social responsibility fund, i.e. the company around the research location, and ask the opinion of former migrant workers trained through instruments that have been prepared. The research was conducted in Lampung Province, on May-August 2016. Based on the result of the research, it can be concluded that, 1) the provision of entrepreneurship training can increase the entrepreneurship interest of post migrant workers in Lampung. Provision of coaching should be done continuously. 2) the provision of soft capital is also able to increase the entrepreneurial interest of post migrant workers in Lampung, the more soft capital is channeled to full-time workers. Although the capital provided is small, but able to pump their spirits to start a business.

SARI PATI

Kajian ini bertujuan untuk mendeskripsikan: pengaruh pembinaan dan kucuran modal lunak terhadap minat berwirausaha mantan pekerja migran. Metode penelitian yang digunakan yaitu metode penelitian tindakan, di mana peneliti memberikan perlakuan kepada responden dalam bentuk pendampingan dan pemberian modal lunak dengan bekerjasama dengan pemilik dana corporate social responsibility, yaitu perusahaan di sekitar lokasi penelitian, dan meminta pendapat dari para mantan pekerja migran yang dilatih melalui instrument yang sudah disiapkan. Penelitian dilakukan di Provinsi Lampung, pada bulan Mei-Agustus 2016. Berdasarkan hasil penelitian dapat disimpulkan bahwa, 1) pemberian pembinaan kewirausahaan mampu meningkatkan minat berwirausaha mantan pekerja migran di

Lampung. Pemberian pembinaan hendaknya dilakukan secara terus-menerus dan berkelanjutan. 2) pemberian modal lunak juga mampu meningkatkan minat berwirausaha para mantan pekerja migran di Lampung, semakin banyak modal lunak yang disalurkan kepada TKI purna. Meskipun modal yang diberikan kecil, tetapi mampu memompa semangat mereka untuk memulai usaha

© 2018 IRJBS, All rights reserved.

INTRODUCTION

The decision to become a migrant worker is not the best decision they make, but this decision is one of the best options that must be taken to overcome the poverty they have felt. The majority, their main goal being migrant workers is to get a job and get better results than working in their village. They also want to get instant capital on different payroll standards between in their own country and in other countries (Wicaksono and Muzni, 2015).

Statistically, more than 80% of migrant workers come from families with a working culture as farmers, which means they are working hard each day. Migrant workers who go abroad with the goal of obtaining capital are expected to be used for the development of entrepreneurial enterprises in their place of origin. (www.bnp2tki.go.id; Wicaksono and Muzni, 2015).

With such a noble purpose, former migrant workers need to be empowered and trained to live independently, (tribunnews.com, 14 Jul 2017). They are trained by mentoring groups that provide entrepreneurship training to migrant workers and their families. The former migrant workers pioneered and established business in their hometown after scavenging and get capital from the salary from abroad.

News in *Republika* (July 14, 2017) also mentions that former migrant workers are encouraged to

become business actors. They are given training and business capital so as not to return to migrant workers in the country of people. Assistance for the former migrant worker comes from the Ministry of Manpower and Transmigration and one of the national telecommunications companies. The average age of these former migrant workers is still productive enough to do business. The former migrant workers are not only trained, but are provided with facilities and venture capital. They will also get assistance from an integrated business service center. They welcome the positive training and business assistance programs for migrant workers who have returned to their villages.

National Agency Training and placement of Indonesian migrant workers (BNP2TKI) held an expo of empowerment of full migrant workers. Through this forum, migrant workers are encouraged to become the ideal of becoming an employer. The former migrant workers are trained, among others, how to cultivate various food products, handicrafts and services. Migrant workers are expected to save when they become migrant workers, so they can be used to open a business when they become full-time migrant workers. As it is known, the salary of migrant workers in Taiwan is 15,840 NT, now 17 thousand NT or equivalent to 7.4 million rupiah. Singapore raised 500 SGD earlier to rise to 550 SGD or up 10%. Saudi who originally salary 1,000 riyal must be raised to 1.800 riyal alias Rp 6.8 million (*Detiknews*, 05 November 2015)

The current reality is that many former migrant workers are unemployed for lack of work. At the time they work abroad, both he and his family are very wasteful in spending the money. Similarly, when returning from abroad, they spend their money to buy goods and various activities that are not productive. The nature of dissipation, like the hedonism they could feel, because of the existence of income jump which initially has no income, and immediately get a high salary, then the entire desire is filled without thinking his future. However, once 6 months in their hometown, or already 1 year stay back in their homes, looks back to the economy sluggish because of the amount of savings owned thinning, income is no longer exists, and the field of business is not occupied.

Very few migrant workers invest in the type of productive enterprise that can be used to connect their lives after becoming migrant workers. Most purchased land only produces twice a year. Houses that are built are not contracted, motorcycles and cars purchased only shrink and damage without being able to provide meaningful economic value, purchased electronic equipment and all household furniture purchased while working abroad all have no economic value.

The cost of education channeled to children is only up to senior high school level, and it is still rare for children of migrant workers who continue their education to college. As a result, former migrant workers do not have sufficient capital to open a business, and do not have the competence to conduct business ventures that are able to increase their income incomes after becoming migrant workers.

In other words, ex-migrant workers, the majority have little capital to try and little ability to do business, so it is necessary to provide mentoring and mentoring efforts in an effort to improve the competence of former migrant workers in conducting business ventures. The business capabilities possessed by the new

majority migrant workers are instincts within them. They only do objectivity to various types of businesses that have been run by others. They watched, watched for a moment as they passed in front of it, or simply while purchasing their goods and services, without ever having the opportunity to conduct interviews, participant observations, direct practitioners, and learn the various tricks that can be done to succeed.

Former migrant workers from Taiwan actually already have the skills to do business while they work there, because in Taiwan on every Sunday, Indonesian migrant workers get together, learn entrepreneurship while playing and karaoke. Especially the Indonesian businessmen who invest their capital in Taiwan according to Yuniarto (2014) are grouped into 3 levels: 1) Group of entrepreneurs with large capital such as shipping companies, money changers who have opened branches of business in other places; 2) The middle class, ie entrepreneurs who have only one type of business and have a place to sell permanently; 3) Low level entrepreneurs, i.e. individual entrepreneurs operating with subsistence income only enough to cover the needs of life in Taiwan. This third group comes from ex-migrant workers who have expired their contracts, but because they have the ability to do businesses, then they take care of all administrative needs in order to stay there by opening a business independently.

Migrant workers in Taiwan have successfully established social networks, as well as Indonesian businessmen in Taiwan; have also established social networks in order to enlarge their day-to-day business activities. Indonesian businessmen who are there, maintaining social networking relationships for their business interests. The network of Indonesian migrant entrepreneurs is based on the type of business. In this way, Indonesian entrepreneurs are able to maintain the kind of relationships while maintaining and growing their business. Thus, if ex-migrant workers from Indonesia who have expired their

contract period can extend their stay in the country of origin, no longer as migrant workers but turn into entrepreneurs despite small scale, and they exchange experiences and skills through social networks to enlarge the scale of business . Exchanging experiences through sharing in social media can also be categorized as learning and training process.

The research conducted by Tanan (2012) also said that the distance learning process managed by the Ciputra University Entrepreneurship Center in Hong Kong was able to improve the entrepreneurship capacity of the migrant workers there, which are mostly women. The training is further strengthened by up-to-date technology and information infrastructure, a comprehensive communication strategy and learning strategy, and is able to significantly improve their entrepreneurship skills. In other words, there is a significant change in the level of entrepreneurship skills of Indonesian migrant workers. Therefore, learning of entrepreneurial skills for migrant workers working overseas can be done remotely, through the creation of easy-to-use software for migrant workers.

Data from Suka Bhakti, Aji Baru Sub-district, Tulang Bawang District, Lampung Province showed that of 110 migrant workers interviewed there were only 23 ex-migrant worker owning business, the remaining 87 people did not have their own business. Of the 110 migrant workers, it is known that there are only 34 people who still have the capital to open their own business even though the amount is below Rp 20 million. The rest, as many as 76 people only have capital below Rp 20 million. In other words, former migrant workers desperately need soft capital to start a business, so they are not idle and have new income that can be used to cover all the necessities of life.

Based on the results of preliminary research, out of 110 ex-migrant workers, only 34 respondents have their own business capabilities, such as opening a

beauty salon, opening small business in the form of ice shop, maintaining catfish, maintaining ducks, opening a grocery store, renting tents, making dry bread for 'Lebaran' (Islamic holydays), sewing, embroidery, fitness massage, reflection, opening laundry service, fattening goats and cows, raising chickens, taking care of rubber, palm, and coffee plantation. The rest of 76 people claimed to have no skills except cooking, ironing, cleaning the house, taking care of children, bringing children to school, and various other domestic works.

This research tries to describe the effect of soft capital and business assistance to entrepreneurship interest to ex-migrant workers. Through this research can be known how much influence of giving soft capital (low interest) to the interest of trying, as well as to know the effect of giving business assistance to entrepreneurship interest of migrant worker.

Theoretical basis

Theoretically, migrant workers returning to their home countries are believed to bring new knowledge and skills to their home countries that can help develop the skills of youth in their region and be able to build their job careers after returning. Knowledge and skills related to business activities also have great opportunities in developing entrepreneurial spirit (Akuat, 2017).

At the time of leaving for migrant workers, the majority of them were low-skilled, low-educated, and dominant migrant workers solely to meet the needs of domestic workers or employment in the destination country (Palmer, 2016). Under such conditions, when they return to the countryside they have no interest in entrepreneurship.

Interest in entrepreneurship is a boost from within a person who is able to provide the spirit to conduct business activities in order to earn income without depending on others. Interest in entrepreneurship can also be understood as a spirit that grows from the self without any coercion from others

to conduct productive business activities that not only able to generate income but also able to recruit workers so as to absorb unemployment.

Interest in entrepreneurship is influenced by several things, among others, ownership of capital, access to capital, business skills, confidence, the availability of facilities and infrastructure and resources, business climate, commitment to success, family support, and guidance from others, and others.

Ownership of capital can be money saving, gold jewelry saving, business place, animals livestock, moving capital such as transportation facilities that can be used to support business, facilities and infrastructure already owned, productive land, capital brain ware in the form of ability, who will conduct productive business activities or entrepreneurial activities. Current capital in form is the main capital for current and whether business will be opened. Fixed capital in the form of business premises, facilities and infrastructure, including movable capital in the form of transportation means is also a very important type of capital. Above all, capital in the form of competence and enthusiasm for conducting business activities is also a very important capital and cannot be abandoned.

Many aspiring entrepreneurs who do not yet understand the strategy of doing business well include former migrant workers who have returned home. They do not know how to start a business, manage a business, and raise a business, win business competition, and attract customers, so it should be given entrepreneurship mentoring. The ability of entrepreneurship is the competence possessed by business actors ranging from mastery of business science, business understanding, and business skills. Business skill is not only on the ability of hard skill but also the ability of soft skill. Hard skills include skills in planning, business execution, procurement of goods and or business services, production processes to produce products, the ability to sell goods and services and

other capabilities. The ability of soft skill includes business communication skills, resilience, leadership, friendly attitude, negotiation ability, ability to approach potential customers, ability to convince customers, ability to serve various types of customers, and other skills.

Theoretical and empirical literature states that factors affecting entrepreneurial interest include, entrepreneurship and capital (Kihlstrom & Laffont, 1979), family characteristics (Mohapatra et al., 2007), institutional factors such as access to credit institutions (Blanchflower & Oswald, 1998), local labor market conditions (Haile, 2008). All the above theory lays the basic theory in understanding entrepreneurship behavior and interest.

ILO (2008) explains that the capability or mastery of migrant workertechonologyandtheabilitytodiversify economic enterprises in the non-traditional sector will also affect entrepreneurship interests. The ILO (2008: 25) explains that individual competence, level of education, is the foundation for migrant workers to innovate in their entrepreneurial activities after their return to their home country. Migrant workers, while working overseas, are basically able to absorb new technologies, so as to encourage creativity and innovation so as to be able to engage in higher value-added economic activity once they return to their home country Experience during migration has affected the ability to choose entrepreneurial activities. There are several literatures that focus on the choice of migrant work types when returning to their home country, partly influenced by entrepreneurial activity while working abroad (Dustmann & Kirchkamp, 2002).

Once migrant workers return to the developing countries where they are from, the majority of them focus more on experience while working abroad, which will affect the type of entrepreneurial activity in their home country.

In relation to the entrepreneurial learning trends

that can be given to returning migrant workers to their home countries, according to Fayolle (2006) has various methods and approaches that all use adult learning methods. He states that there is no universally applicable method of pedagogy to teach entrepreneurship, but he agrees that 'learning by doing direct practice' or directly confronted with real business activity situations or using direct learning methods of practice in the field in order to train new entrepreneurs can be an option.

Education entrepreneurship basically can also be done when migrant workers get a day off in the country where they work. Tanan (2012) illustrates that government involvement in which migrant workers work (the host) is a must. Host country regulations that allow migrant workers to get a day off can be used maximally for entrepreneurial learning and training. According to Tanan (2012) the Hong Kong Government is one of the few countries that can serve as a role model for other countries that host migrant workers. The government (host) must have and enforce a regulation that all migrant workers in Hong Kong have to take a day off in a week to get together in migrant workers as they are filled with fun activities including entrepreneurship training.

Tanan (2012) reminds the Government of Indonesia that it is time to campaign and promote the importance of any learning including entrepreneurship learning to fellow members of the migrant workers association. It needs to be done, because there are so many migrant workers who have been growing up in families that are not concerned with entrepreneurship education. In other words, all migrant workers should get a good entrepreneurship education, so they will no longer be migrant workers once their contract is exhausted.

The ILO (2008) explains that education, training, and lifelong learning especially for migrant workers are able to encourage productivity

growth. The activity is also capable of producing quality products, which in turn can increase the income of better migrant workers. Skills development of migrant workers should be an integral part of a range of employment strategies including migrant workers. It is necessary to do so when seeking broader development and increased contribution of migrant workers as a whole (ILO, 2008).

Démurger and Xu (2015) found that returned migration to their home regions was able to help revitalize rural economies and reduce poverty in disadvantaged areas in China, and take-home capital was a key factor and stimulation in promoting rural entrepreneurship. In this context, remittances sent by migrants to their rural families are expected to help increase income and reduce poverty in rural areas.

A study focusing on the impact of remittances sent by migrant workers to rural development (Giles 2006). Du et al. (2005) found that remittances sent by migrant workers to rural areas were able to increase per capita household income by 8.5-13.1%. However, the overall impact of remittance on poverty is insignificant, since the poorest people do not migrate because they cannot afford the cost of departure. The study also found that the effects of migration on asset accumulation and community resource development depend largely on the size of the money being shipped (De Brauw & Rozelle, 2008). For the specific case of China (Démurger and Xu, 2015) found evidence that households make remittance investments for various entrepreneurial activities. On the other hand, Huang and Zhan (2005) argue that remittances to rural areas are used more for the consumption of family members than for investment and therefore remittances basically have only a short-term impact on rural poverty reduction.

Wicaksono and Muzni (2015) with stakeholders provide training to groups to train the skills

of developing real-life businesses that are commercial to former migrant workers and the results are significant. Murphy (2002) highlights the contribution of working experience of migrant workers who are working abroad in a business enterprise overseas. He found that the desire of migrant workers to work longer in the country of people allows migrant workers to gather management experience, income, business contacts. Ma (2002) finds that skilled migrants are easier to succeed in mobilizing local social capital after they return to their home areas, so they are able to promote their entrepreneurial activity to their peers.

In applying the model, a synergy mentoring relationship between policy makers and the surrounding environment is required because knowledge of entrepreneurship skills can be realized in real behavior (Wicaksono and Muzni, 2015). He recommends that all former migrant workers who are trained are also motivated with self-confidence, so that they are fully prepared for entrepreneurship.

METHODS

The research method used is action research method, in which the researcher gives treatment to the respondent in the form of assistance and the provision of soft capital by cooperating with the companies around the research location through corporate social responsibility fund. After the action is completed, the researcher asks the trainees' opinions through instruments distributed to 78 former migrant workers. Research is done by approaching one by one when former migrant workers fill out questionnaires. This method is very easy, it only takes a long time, therefore, when there are some former migrant workers who have difficulty in filling instruments, researchers can directly assist them in filling the instrument. Researchers can also provide explanations when there are some former migrant workers who are less clear about the questions that exist within the instrument. All former migrant workers have filled

in and the number has collected 78 people. Thus, the sampling method in this study is the population sample in the village linkup. Data that has been collected done coding, tabulating, and analyzing. Data analysis is done descriptively, check list and percentage.

RESULTS AND DISCUSSION

Implementation of Entrepreneurship Workshop

The provision of entrepreneurship training to ex-migrant workers who have not had a job is done in order to reduce the number of unemployed migrant workers without any income at all. Whatever the rest of the savings while working abroad, will undoubtedly be exhausted when there is no input after no longer working. Savings are always taken to meet the needs of life that is used extravagantly. Therefore, with this entrepreneurship training felt by former migrant workers can be quickly applied in adding to the business.

This training aims to internalize knowledge, understanding, and skills. First, business knowledge involves knowledge of starting a business, choosing the type of business to be undertaken, choosing a strategic place, preparing facilities and infrastructure, finding resources, accessing resources, selecting and hiring employees, training employees, empowering employees, business, looking for good quality raw materials and low prices, knowledge on how to do promotion, building a marketing network, recruiting customers, maintaining prestige, excellent customer service, market risers, and other business knowledge.

Second, the business understanding, that is the soft skills that must be owned or controlled by the prospective businessman in this case the former migrant workers, such as understanding of the importance of doing business assessment most appropriate to the location to be used as a place of business, the understanding of the importance of studying the type business undertakings, understanding of self-competence, understanding

of the importance of improving the quality of goods and services, understanding of the importance of excellent service, and understanding of the importance of promoting.

Third, the skill of managing the place of business, the skill of displaying the merchandise, the skill of doing the pleasant service, the skill to make the product with maximal quality, the skill to do research in order to improve the product quality, skill to beat the business competitor, skill pull and retain the customer, doing promotion, finance managing skill, marketing network expanding skill, skill to seek additional capital in order to enlarge business scope, skill to do various innovation.

The three types of competencies above, ranging from knowledge, understanding, and skills, are all taught in the business training that has been done to migrant workers who have returned home. As for the composition of the time required to conduct the training in order to internalize the above three domains, the realm of knowledge requires a time allocation of 20 hours (25%), the understanding sphere of 20 hours (25%), and skill domain for 40 hours (50%). Total allocation of time required is as much as 80 hours face to face.

The entrepreneurship training that has been done for former migrant workers is recognized by them as very useful, because they can directly apply their ability to open a small business. They are trained on how to read market opportunities, choose strategic locations, learn the field of business

to run, manage capital, manage assets, look for auxiliary workforce, promote, advertise, attract customers, create market networks, and how to win the competition.

The participants' responses to the quality of training materials, the majority of participants said very satisfied as many as 56 people (71.8%) and there are as many as 20 people (25.6%) who said satisfied with the quality of training materials provided. The participants' response to the quality of training implementation, the majority of participants said very satisfied that as many as 54 people (69.2%) and there are as many as 19 people (24.3%) who said satisfied with the implementation of the training.

The participants' response to the training outcomes, the majority of participants said they were very satisfied as many as 53 people (67.9%) and there were 22 people (28.2%) who said they were satisfied with the quality of the training materials and hoped to be routinely counseled, guidance, socialization, and education so that knowledge and skills of migrant workers. They assume, when the guidance received does not run sustainably then their ability will decrease can even disappear.

Their hope is reasonable because the development of business science at all times is always evolving so that they will be able to follow that development, when they are continuously guided, directed, socialized, and educated.

Table 1. Satisfaction of trainees

| Response of respondents | Training materials | | Training process | | Training outcomes | |
|-------------------------|--------------------|------|------------------|------|-------------------|------|
| | Amount | % | Amount | % | Amount | % |
| Very satisfied | 56 | 71,8 | 54 | 69,2 | 53 | 67,9 |
| Satisfied | 20 | 25,6 | 19 | 24,3 | 22 | 28,2 |
| Not satisfied | 2 | 2,6 | 5 | 6,5 | 3 | 3,9 |
| Amount | 78 | 100 | 78 | 100 | 78 | 100 |

Source: research data

The principles that are firmly held by the researcher during the training are: 1) always prioritize the satisfaction of all the trainees, 2) provide excellent service to the trainees so they have high motivation during the training, 3) provide the complete material so that can be learned during and after the training, 4) perform various adult learning methods so that the participants are well treated, 5) provide the widest opportunity to the trainees to ask unclear questions, or ask for reexamination, 6) provide learning and training with the level very high seriousness to gain confidence that all participants have mastered the knowledge, understanding, and skills taught, 7) ensuring that all participants have the competence and confidence to open the business after training.

In other words, the strategy to improve the motivation of the participants is to: 1) provide good training facilities, such as space, room temperature, facilities and infrastructure, 2) prepare the complete training materials, 3) provide consumption, accommodation, and transportation maximally; 4) choosing the best mentor, capable of hypnotizing the participants so that they are always interested in continuing the training; 5) designing and implementing the training that will make the participants always feel happy; 6) closer the distance between trainers and participants, so they feel like brothers, 7) using the most up-to-date multimedia tools, so as to make the participants comfortable, and 8) give the participants an opportunity to follow the out bond, in the hope that they are not saturated.

The resource persons are entrepreneurship experts, marketing experts, human resource experts, capitalists and experts, business experts and business infrastructure, and other experts who can make former migrant workers a powerful businessman.

The results obtained by the participants of this training are: 1) the mindset of the participants from not having the interest to do business to be

eager to do business, 2) the ability to prepare, plan, conduct business, 3) the ability to choose the most strategic business location, 4) ability to start and maintain business, 6) ability to seek and care for customers, 7) ability to create network marketing, 8) ability to get business partners, 9) ability to manage assets, capital, and other resources, 10) the ability to create an income statement.

Giving Capital low-interest

As explained above, the savings of former migrant workers on average have been exhausted when they are no longer traveling abroad. All the savings, no matter how big the amount will be quickly discharged when used to provide homes, land, cars, and various household purposes such as meals, clothing, and other secondary needs. Therefore, the majority of them require a soft fund (low interest and long installment).

Capital is needed by them for initial capital, so they have interest to entrepreneurship. Interest in entrepreneurship is basically very high, it's just that their savings money is running low, even some of them no longer have savings, so their interest to entrepreneurship is only buried, waiting for a helping hand from other parties, such as bank, cooperative, or company in the area giving soft loans for all former migrant workers who are no longer extending their contracts.

With the soft capital provided by banks together with cooperatives, they become re-inspired to entrepreneurship, let alone supported by the guidance of the speakers, both from practitioners and from researchers. They feel very happy, because, all this time, the desire to become an entrepreneur is only a mere wishful thinking. However, with the help of soft capital with low interest and a very long loan period, the wishful thinking, became a reality.

Each participant who is the subject of research development model get capital Rp 3 millions. With the capital, ex-migrant workers, some are using

to: buy goats, open a business selling meatballs, open a business salon, open a business fattening chicken, selling raw vegetable raw materials, selling 'rujak', 'uduk rice' business, 'pecel' business, 'gado' and 'keredok' (traditional food), cattle fattening business, party seat rental, custom clothing rental, amplifier rental, jeans business, buying motorbikes, raising catfish, opening simple food stalls, opening ice stalls and eating small for children's snacks, opening small shop, selling 'somay', open a business 'bakso' stalls, open counter refills, and others.

Based on the results of monitoring and evaluation is known that, after they get the capital, entirely do business in accordance with the direction of the companion. When they get technical difficulties, they immediately contact the companion and deal with the difficulties and solutions that must be taken, so that business business can be smooth.

During the 3 months running, the majorities have started to run smoothly business, but some are not developed. Undeveloped business is still being considered to move the business type of business. It's just that, if they move business type of business, and then need more capital, and this will incriminate the concerned.

In the business endeavor, it can be assured will be faced with a very big risk, whether the risk is just running in place, losing, or unable to restore the capital that has been embedded. Failure is mostly due to the lack of participants, the type of business is not in accordance with the location, less strategic place, lack of capital,

Of the ex-migrant workers trained and capitalized, the majority (84%) was successful, 10% very successful, and the remaining 6% failed. Successful people are engaged in food, agriculture and transportation. That is because, the majority of the population needs food, agricultural equipment, fertilizer, and agricultural pest medicines, transportation from the village to the city, gasoline / diesel, and various things related to transportation.

As for the failed, the average on the buying and selling sector of clothing, shoes, and grocery stores (department stores). This happens because rural people do not pay much attention to clothing, most importantly clothing owned still deserved to wear; the majority of villagers are also not so concerned with the appearance of shoes. Grocery stores opened by former migrant workers are also a lot of losers and close, because minimarkets such as 'indo mart' and Alfa Mart has mushroomed into rural areas.

Table 2. Capital utilization by former migrant workers

| Description | Cleric time (month) | | | | |
|--|---------------------|----|-----|----|---|
| | I | II | III | IV | V |
| Starting a business | √ | | | | |
| The business started walking | √ | √ | | | |
| Most have started to grow | | √ | √ | √ | √ |
| Some already have regular customers | | √ | √ | √ | √ |
| Some of his efforts are very advanced | | | | √ | √ |
| Some of his business is closed and no longer trading | | | √ | √ | √ |
| Some have changed business types | | √ | √ | √ | √ |
| Some have opened a new branch | | | | | √ |
| Some have employees between 1-2 | | √ | √ | √ | √ |
| Some have more than two employees | | | | √ | √ |

Source: research data

The table above shows that in the first month all the trainees have started the business and in the second month, the majority has run smoothly has begun to grow and have loyal customers, and some even have employees between one to two people. Nevertheless, there are also those who have changed the type of business. In the third month there are many who start comfortable in trying, but there is also a closed no longer entrepreneurship. In the fourth and fifth months, some have more than two employees.

MANAGERIAL IMPLICATIONS

Ministries of labor, and skills development institutions, and vocational training centers should participate in coaching, training and entrepreneurship mentoring to former migrant workers, so that they have entrepreneurial skills that can be practiced to generate additional income.

Local government should always encourage various companies in the region to prepare their

corporate social responsibility (CSR) to be given to the former migrant workers, so that they can open their own business and not return to become migrant workers.

CONCLUSION

The study found two valuable conclusions, namely that the provision of guidance, training, mentoring, facilitation of entrepreneurship was able to increase interest in entrepreneurship of former migrant workers in Lampung. Providing coaching, coaching, training, and mentoring should be done continuously and continuously. With continuous facilitation, able to increase the motivation of new entrepreneurs in this case the former migrant workers in doing business business, and do not stop in the middle of the road. 2) The provision of soft capital is also able to increase interest in entrepreneurship of former migrant workers in Lampung. Although the amount of capital given to these former migrant workers is small, it is still able to pump their spirits to start a business. ■

REFERENCES

- Akuat, S. (2017). Knowledge Remittance and Self-Employment Career: Narratives of Indonesian Return. *Paper*. PhD Program in Business Management, University of Porto, Portugal. <http://migratingoutofpoverty.dfid.gov.uk/files/file.php?name=supriyanto-knowledge-remittance-and-self-employment-career.pdf&site=35>Migrant Workers.
- Blanchflower, D. G. & Oswald, A. (1998). What makes an entrepreneur? *Journal of Labor Economics*, 16 (1), 26–60.
- De Brauw, A. & Rozelle, S. (2008). Migration and household investment in rural China. *China Economic Review*, 19 (2), 320–335.
- Démurger, S. & Xu, H. (2015). *Return Migrants: The Rise of New Entrepreneurs in Rural China*. China: The Center for Modern Chinese City Studies (CCMC) at the East China Normal University
- Detiknews. (2015). *BNP2TKI Dorong TKI Jadi Pengusaha, Begini Caranya*. 05 November 2015. <https://news.detik.com/berita/d-3063125/bnp2tki>
- Du, Y., Park, A. and Wang, S. G. (2005). Migration and rural poverty in China. *Journal of Comparative Economics*, 33 (4), 688-709
- Dustmann, C. & Kirchkamp, O. (2002). The optimal migration duration and activity choice after re-migration. *Journal of Development Economics*, 67, 351-372.
- Fayolle, A. (2006). *Essay on the Nature of Entrepreneurship Education*. (Online), http://www.kmu.unisg.ch/rencontres/RENC2006/Topics06/A/Rencontres_2006_Fayolle.pdf, accessed Sept. 1, 2017.

- Giles, J. (2006). Is life more risky in the open? Household risk-coping and the opening of China's labor markets. *Journal of Development Economics*, 81, 25-60
- Haile, G. A. (2008). Determinants of self-employment in urban Ethiopia: Panel data based evidence. *PSI Discussion Paper*. 1
- Huang, P. & Zhan, S. (2005). *Internal migration in China: Linking it to development In Migration, Development and Poverty Reduction in Asia*, Geneva: International Organization for Migration.
- ILO (2008) *Skills for improved productivity, employment growth and development*. Geneva: ILO
- Kihlstrom, R. & Laffont, J. J. (1979). A general equilibrium entrepreneurial theory of firm formation based on risk aversion. *Journal of Political Economy*, 87 (4), 719--748.
- Ma, Z. (2002). Social-capital mobilization and income returns to entrepreneurship: the case of return migration in rural China. *Environment and Planning A*, 34, 1763-1784.
- Mohapatra, S., Rozelle, S. and Goodhue, R. (2007). The rise of self-employment in rural China: development or distress? *World Development*, 35 (1), 163--181.
- Murphy, R. (2002). *How migrant labor is changing rural China*. Cambridge: Cambridge University Press
- Republika. (2016). *Puluhan Mantan TKI Sukabumi Didorong Jadi Pelaku Usaha*. 30 August 2016. <http://nasional.republika.co.id/berita/nasional/daerah/16/08/30/>
- Palmer, W. (2016). *Indonesia's Overseas Labor Migration Program, 1969-2010*. Leiden: Brill.
- Tanan, Antonius. (2012). Distance Entrepreneurship Education as an Essential Strategy to Empower Indonesian Migrant Workers. *Journal Entrepreneur and Entrepreneurship* Volume 1 No. 1 September 2012
- Tribunnews. (2017). *Inilah Usaha Sukses Puluhan Mantan TKI usai Mengais Modal Dolar di Negeri Orang*. <http://jatim.tribunnews.com/2017/07/14/>. Jumat, 14 Juli 2017
- Wicaksono, A.S & Muzni, A.I. (2015). Model Development in Stimulating Entrepreneurship Motivation for Former Indonesian Migrant Workers in East Java. *International Journal of Science and Research (IJSR)*. Volume 4 Issue 12, December 2015. www.ijsr.net
- Yuniarto, R. (2014). "Making Connection": Indonesian Migrant Entrepreneurial Strategies in Taiwan. *Journal of Identity and Migration Studies*. Volume 8, number 1