

INFLUENCE OF PARTNERSHIP STRATEGIC TO PERFORMANCE OF PRIVATE COLLEGE IN BANDUNG

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Abstract

This research as a purpose identify to influence partnership strategic to performance of private college.

A research yield shows, that partnership strategic influential as signifikan to performance college. There are cooperation with government, foreign government, BUMN, company, and the other college will be easy the college to evolving curriculum building on research yield who has been do by partnership.

This research as to the new development society and it will to curriculum developing in order to society need.

Suggestion to the research put ought to the college make to cooperation with high school in order college is more known by university student aspirant.

Key word :Partnership strategic, performance, Private College

Introduction

The emergeglobal revalry era have the inpact to education in Indonesia. Globalisation brought in entry of the foreign college in Indonesia. In the case will to considerate by private college in particular in Bandung city, because to occur free competition, either in local level, regional level, or international level. In order that can compete then privety college must to guard to its competence, by getting upgrad its performance.

In the eyes of observer and practitioner of educational as Ki Supriyoko (2007), for that matter since last years performance of national education inferential only by three word: low, bad, and wistfully. The level of quality of human resource of Indonesia fell away sharply since the people stricken of economic crisis

Follow UNDP report about Human Development Index (HDI) which publicized in year 2007, the level of Human Development Index of Indonesia only in position 109 of 174 state of member of United Nations. The level was far under neighboring countries, like as Singapura, Malaysia, Filipina, and Brunei Darussalam. Even in some state in Africa as Tunisia (101) and South Africa (103) also pass over Indonesia. More ironically, the position take about also one level under Vietnam, the state with up till now what is known as simply by posses to excess in the event of made war in forests.

The rank of human resources competitiveness of Indonesia that also all the more slip off. In case year 1997 World Competitiveness Year posted Indonesia in order 39th, then come close to the last 20th century, the position Indonesia in order 46 of 47 states. While in case supplied man power of engineers, survey research to do Institute For Management Development posted Indonesia in order 44 of 46 states.

Even according to script Ace Suryadi (2007), observer education and development of human resources, which also staff of BalitbangKemdiknas, in case of technology compromy of inter industry with research between industry and college, Indonesia instead bound in position “door-keeper”. The bottom of level of Indonesia in human resources quality mentioned advisable imperceptible according to in separates, but pertinently red yarn, that is lowgrade of quality of Indonesia human resources in the centre free competition more tightly. The human resources quality admissibility or no, have close relevancy with quality of education up till now have become the public discourse.

In the condition, so human resources development, included the college which precise and oriented pressing need absolute must be enhanced. According to AryMochtarPedju (2005), university must be ordered for achieve atmosphere certain of which most specific of campus, that atmosphere of academic which sure enough to deferent with on the premises office government or military organization. In that the college institute expectable met the need men power market. In order to, the college need to carry out many partnership between alumnus with agency where they work now, that totality capable boosted and score genesis education programs with oriented basic science or applied science.

Partnership strategic can become determinant organisation performance. Partnership give method for institution compete method become friend. With partnership strategic expectably added together resources or prosperity and competence content all together for to achieve pin interest. If matter in hand carefully partnership strategic upgrade performance of a college institute.

Problem identification

By virtue of descriptively back ground, can be identified problem, that is what partnership implementation had an in with college performance.

Research purpose

For to know the influence partnership implementation concerning college performance.

Frame of cogitation

Hift, MA Ireland and Hoskinsson RE (1997) propose, that partnership is cooperation between organization which add together and capability competition content all together for to achieve pin interest.

There are three types of prime of partnership, that service partnership, opportunity partnership, and interested party of partnership.

By virtue of letter of decision of Mendikbud No.264/U/1999, cooperation of college can do with : 1. Management contract, 2. Program in duplicate.

Follow Bernadin and Russel (2003), performance measurable by goal achievement, purpose, and target which have been quantity by indicators like as output, efficiency, and service quality. talked about

Success to implementation education included input-process-output, where totality quality talked about tied to someone's apron string by partnership behavior at development of study program, development of curriculum to determine criteria and evaluation for educate participant.

Descriptively at frame of cogitation, can be cold-drawn a hypothesis that : partnership implementation having an in with college performance.

Book review

Private college

The colleges one of education institute play a part important to effort to educate nation life, at last will be able to upgrade quality of human resources.

Interpretation of the college follow decree of the minister Pendidikan dan Kebudayaan Republik Indonesia No.264/4/1999 about the college cooperation: The college are university, institute, high school, polytechnic and academic.

Condition of The Private College the present

On Tilar's opinion (1999:181), now is gap between college world and work world. Among those is not relationship gain profit another. Campus is isolated from industry world and real work world. Whereas, follow World Bank report (2002), Korea since 1980 has been already active to promote to partnership concept between college and industry. At the span of college in point of fact the concept of link and match, is for pass to academic ability which hammered at science and technology share by research suitably for requirement of building, and professional ability which hammered at a particular competence claimed work world. With policy of link and match expectably materialized increasing professional ability graduates various lines, types and span of college agree with development of scientific and technology.

In order to damation critical college, that one of interface mutually inter industrialist and college in order to add patch capacity and upgrading as well as relevance college graduate and job demand (Sufyarma, 2003 : 169). Partnership between industry and college can produce synergy between two power who have money and facility which have idea.

Partnership Strategic

Definition of Strategic

Jauch dan Glueck (2000) explain that strategic form of programmatic comprehensive reformable and integral to guarantee achievement organization purpose. Strategic is important instrument in order to achieve superiority compete.

According to Affif F (2003:212), strategic management is act of determining direction of future an organization to implementation decision which have eligibly to an end long term or short term of the organization.

On the status of autonomous, college must be motivated to more innovation with to development new management approach, it is one of with to collect new friend. This strategic is called partnership strategic.

Interpretation of Partnership

In “The American Heritage Dictionary”(2002), partnership is definition as: a relationship between individuals or groups that is characterized by mutual cooperation and responsibility, as for the achievement of a specific goals”.

By SentanoeKertanegoro (2000:125), partnership is mutual cooperation inter parties, with put in both parties in partnership position.

Follow Tony Ledrum (2003:7), partnership is long term cooperation which so heavily relies believe another inter partnership organization and give benefit to all of partnership industry.

Concept and Principle of Partnership

In bring into really good partnership contained a number of principle, value and basic of concept high light. Most important principle is believe another inter partnership organization. Value of necessary that is characteristic and quality of human resources for achieve to perspective and mission of organization. In the case oftentimes be different in realization every organization, because at the moment collective value can defined together, but as had been the practice respective organization set at defiance so fundamental principles. Concept and idea which is carried out by partnership together properly it should also be clear that basic of join strategic, join vision, until organization respective is possessed of join responsible.(Ledrum, 2003:132).

Type of Partnership

Kanter (1997) explain, there are three types of prime partnership, that is service partnership, opportunist partnership, and interest partnership. Kanter has a notion that partnership going on five phase.

Use of Partnership

Kanter (1997), have a notion that partnership give style for organization to change rivalry as friend.

Analitical Henderson (2003) indicate that organization performance about increasing by significant through in cooperation to do an action, because with situation partnership contained risk distribution, exchange and mechanism for partnership control. Concept of partnership on occasion of an organization development in achieving performance of effective operational, that is with indicate mutual profit.

M.YminJinca, pro Unhas (2007), give a piece of mind partnership in official professional education give benefit for college, because happen interaction between academician and practitioner, even according to direct instructor can learn practical experience from student, whereas the student can direct apply science that is acquired in work.

By Rukmana (2006:124) partnership upgrading networking, curriculum development, learning technology development, develop mechanism clearer in study program opening with refer to need assessment yield, with through test trial denganmelaluiujicobabeforehand for to know what are those programs by far needed to consumer, else amendable a Career Planning Developmentprogram, which is give counseling guidance service after student is pass.

Performance of College

Interpretation of Performance

By definition BernadindanRussel (2000), performance as output retained of activity or special function over a particular period. In organization instance government environment, performance interpretation as a management instrument for upgrading to decision making. By definition N Rukamana (2006:166) performance as the work of realizable by someone or people in an organization, accord with authority and responsibility to each mean to an end of legal organization, not illegitimacy and live up to ethics moral value. B definition John Whitmore (2000:166) performance decipherable as quality and quantity output from a management process. Thereby configuration of performance it can be finished product good and service, or organized as behavior, qualification, competence, means and specific skill supportive goal achievement of organization.

Measuring of Performance

By BernadindanRussel (2000) Measuring of Performance include measurement of purpose performance consummation, goal and targets which has been quantization with indicators as output, efficiency and serving quality. Serving form service under one's belt by an organization, which is target so as to realizable customer complacency. The college institute as fallen if evidence or indicator or format of performance turned to mission achievement. Without indicate Measuring of Performance so difficult searchable social justification logical on organization mission achievement. By Siagian (2001), an organization as good as have high performance if those organization have clear direction, it is reflected to vision and mission of those organization. Those organization have courage to risk undoubtedly quit way of working, method, technique and defunct viewed that which case out of square new environment.

College performance

For measure a college performance is sense very difficult because quantitatively interested part, like as : college leader, academic staff, student, parents, government, industry and using college yield. Each party posses different interest, on that ground in performance measurement it should be agree what can referable in performance measurement. Indicator of college achievement follow Sufyarma (2003:169) interalia from appearance four thing as follow : (1) level of failure of student is low, (2) percentage pass student is high, (3) performance indexes of student is high, (4) educatin expense unit for each student is low.

Those achievement education indicator stressing to student, and not yet measure achievement in context implementation management, the way said by Sufyarma (2003:169), that those achievement of course must be supported with quality process in goal achievement.

Thereby college performance not only measurable of achievement of attainment only graduate, but also appreciable output performance. In the respect the way said by Engkoswara (2000: 80), that education achievement from appearance three prime component as follow : Performance, education condition, economical.

The same thing by Brojonegoro (2000:61) explain that quality increasing and education relevance can look at the least of five factor that is standard academic, learning process quality, administrative infrastructure support quality, achievement quality of educate participant and research activity relevance and dedication to society.

OBJECT AND METHOD OF RESEARCH

Object of Research

In the research, that become object is realization partnership and performance at four stand first colleges in Bandung. By virtue of survey as have done Tempo Magazine (2007), there are Universitas Katolik Parahyangan, Universitas Kristen Maranatha, Universitas Pasundan and Sekolah Tinggi Teknik Telkom.

Method of Research

Design of Research

This research have quality associative research with survey approach. Sugiono (2004:1) explain associative method is research as a purpose to know relatization between two or more variable. Nazir (2003:56) definition of survey is investigation to acquire fact and indication and cast about informations, about institution social, economic, or politic of a group or an are.

Operasionalisasi Variable

Appropriate with this topic which has been set in, there are two variables can be analized relationship, that are independent variabel and dependent variable.

Hypothesis Testing Design

Hypothesis Testing Design in this research include steps as follow :

1. Determining of Zero Hypothesis

In order to examine hypothesis use Rank Spearman correlation analysis, that as a purpose to see relationship between the two independent variabel and dependent variabel with if a ordinal measuring scale, that can do renking.

In data analysis the researcher has determined two variables, that is :

- a. Partnership strategic implementation, as independent variable with X notation.
- b. College performance, as dependent variable with Y notation.

2. Selection Statistic Test and Calculation

In analysis influence of production cost to income goal achievement use Rank Spearman correlation formula (Sugiyono, 2003 : 212). In conection with indicate the correlation factor. Follower Anton Dajan (1994 : 351) formula which is did to count r_s if it is the same number.

In order that countable, give hood sign X and Y. To give rank start from big to small conversely. For each at X rank less the Y rank then is quadrated. Spearman correlation coefficient value (r_s) ranging from $-1 < r_{xy} < 1$, negative / positive sign, (Sugiyono, 2003 : 183).

To more assure so hypothesis testing to do by use of t test. (Anton Dajan 1994 : 353)

3. Determining of Significance phase or Real Standard (α)

During testing is did, it is beforehand must determinable significance level or real standard. In the case to do for make a testing plan in order to ascertainable data for take choice between H_0 and H_a . Real Standard eligible it is $\alpha = 10\%$, because representatively

variable relationship which is researched and it is a significance be often use in social research.

RESEARCH YIELD

Hypothesis Testing

Validity Test and Reliability Instrument

In this research validity testing from instrument or questioner, be done correlation calculation in respective question with score total by use of technique formula: Product Moment correlation (Sugiono, 2004 : 182).

$$r_{xy} = \frac{\sum xy}{\sqrt{(\sum x^2)(\sum y^2)}}$$

Where : X = every question score

Y = total question score

XY = question score x total score

Testing criteria as follow:

- If $r_{xy\text{arithmetic}} \geq r \text{ tabel}$ then question it say valid
- If $r_{xy\text{arithmetic}} \leq r \text{ tabel}$ then question it say invalid

Value of r_{xy} in this research questioner implementation partnership strategic = 1,8 and for performance = 1,9, whereas value of $r \text{ tabel} = 1.48$, until question in questioner is valid.

Reliability testing do by use of half odd even two crack technique, where research do with grouped numeral score odd numbered as first fission and numeral score even numbered as second fission. (Sugiono, 2004 : 122)

Testing criteria as follow:

- If $r \text{ arithmetic} \geq r \text{ tabel}$ then question it say reliable
- If $r \text{ arithmetic} \leq r \text{ tabel}$ then question it say unreliable

In this research both questioner have reliable with value $r_i = 1,8$

Determining of Zero Hypothesis

Hypothesis will be tested in this research on occasion of suitability influence from X variable to Y variable, in case where zero hypothesis (H_0) that is a hypothesis about no influence, usually formulated to get the mitten. Whereas alternative hypothesis (H_a) form hypothesis which is drummed up by writer in this research.

Selection of Statistic Test and Calculation

In analysis applicable Rank Spearman Correlation. (Sugiyono, 2003 : 212).

$$r_s = \frac{1 - 6 \sum_{i=1}^n d_i^2}{n(n^2 - n)}$$

$\sum d_i^2$ = total quadrate from ranking difference between two variable

n = total sample or responden

In order that countable, give hood sign X and Y. To give rank start from big to small conversely. For each at X rank less the Y rank then is quadrated. Spearman correlation coefficient value (rs) ranging from $-1 < r_{xy} < 1$, negative / positive sign,(Sugiyono, 2003 : 183)decipherable as follow :

Spearman correlation coefficient value (rs)

Interval Coefficient	Correlation Coefficient	Interpretation
0.00 – 0.199	+ and -	Lowest effect
0.20 – 0.399	+ and -	Low effect
0.40 – 0.599	+ and -	Fairly Powerful effect
0.60 – 0.799	+ and -	Powerful effect
0.80 – 1.000	+ and -	Most powerful effect

To more assure again, then hypothesis testing to do by use of t test, with formula

$$t = \frac{rs\sqrt{n-2}}{\sqrt{1-rs^2}}$$

Where : n = total sample

rs = value of correlation coefficient

If t arithmetic value bigger than t table value, then zero hypothesis (Ho) get the mitten and alternative hypothesis (Ha) acceptable. In this resarch value of rs = 0,9375 untill value oh t arithmetic = 3,8 and value t table = 2,35.

For calculate rate of contribution from X variable to up and down Y variable countable determination coefficient with formula:

$$kd = rs^2 \times 100\%$$

Where : kd = determination coefficient

r_{xy} = value of Spearman rank correlation coefficient

In this research value of rs =0,9375 and value kd = 0,88 mean that influence significant implementation partnership strategic to performance and contribution variable imlementatatin partnership strategic as big as 0,88.

Calculation of Rank Spearman Correlation

College	X	rank	Y	rank	Difference Rank (di)	Di2
1	20	3	33	3,5	0,5	0,25
2	30	4	33	3,5	0,5	0,25
3	18	2	28	2	0	0
4	17	1	26	1	0	0
Total						0,5

Rank Spearman Correlation (Rs)

$$rs = \frac{1 - 6 \sum_{i=1}^n di^2}{n(n^2 - n)}$$

$$rs = 1 - 6 (0,5) / 4((4 \times 4) - 4) = 0,9375$$

Value of t test

$$t = \frac{rs\sqrt{n-2}}{\sqrt{1-rs^2}}$$

$$t = \frac{0,9375\sqrt{4-2}}{\sqrt{1-(0,9375)^2}} = 3,8$$

WORKING TROUGH

Implementation Partnership Strategic

Partnership of the serving

This partnership happen if a galaxy of college institution to the same need as to establish new college institution meet the need. From the four college which is researched there's only Universitas Kristen Maranatha do this partnership that is with Government of China, with founding the first Kong Hu Chu Institute in Indonesia. In the case can happen because this partnership difficult to do reason beforehand must compare to vision and mision from two different interest. Into the bargain cooperation to do in time for a long moment.

Partnership of opportunist

This partnership happen if a galaxy of college oranzation see opportunity found out the best of compete can for a long time or temporary. Whole colleges which is researched it have done this opportunist partnership, that have done cooperation with: (1) Government of Indonesia and foreign goverment wich do to pass through embassy, (2) college in domestic and foreign, (3) small and middle business domestic, (4) BUMN and privat enterprise domestic.

Opportunist partnership easier than to do because in character flexible, that is can do for temporary time, untill if on part is unbeneficial, then agreement cooperation can be stopped quickly.

Partnership of interested party

This partnership happen if a college organization shape up partnership with high school, student, academic staff. From four college is researched only one college have made this partnership that is Institut Teknologi Telkom, by undertaking cooperation with SMU 1 Bogor. This partnership some few is did, because college consider that is cooperation with SMU, only a few profit. Whereas cooperation with student or academic staff already often do, but not cooperation framework. Cooperation with academic staff and student more than at task implementation.

Performance of college

In this research college performance measurable :

Input: (1) the number of registran to college, (2) the number of research with partner in curriculum, (3) the number of lecturer tittle S2 and S3

Proses: (1) The number the making of curriculum with partner. (2) The number the making testing of development curriculum, (3) The number the making “overseas visit”.

Output : The number of labor absorption

Influence of partnership strategic implementation to performance of private college

Hypothesis testing by turn out influence that is significance partnership strategic implementation with college performance. By indicate cooperation with government, BUMN, and business, then lecturer is easier to do research from development cases in society by input acceptable from partner. By virtue of this research amendable lecture type curriculum, in order that in line with vocation requirement. Else cooperation with college either domestic or beyond seas will facilitate lecturer going on to study and do so much more research, so that can happen lecturer improvement who has titled S2 or S3. For cooperation with corporate, only a few having an in with absorption of graduate, in this case happen reason undercommunication data of the available in college concerning absorption of man power.

CONCLUSION AND SUGGESTION

Conclusion

Partnership strategic implementation influential in accordance with college performance. By existence cooperation with government, foreign, BUMN, privat enterprise, and other college, will facilitate college to development curriculum research yield it is made with partner. This research as to the new expansions is in society, and will support curriculum development in order to accord with society need.

Suggestion

The college also will do cooperation with SMU, untill college more familiar to student aspirant. College too must in collusion with business not only in research, but also in helping provision of work for graduates.

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