



CHANGING THE MINDSET OF THE YOUNG GENERATION INTO GREAT ENTREPRENEURS IN THE GLOBAL ERA (Training Entrepreneurship For Students and Teachers at GENOVA Pasir Vocational School White – Nagawutung – Lembata – NTT)

Christiyanti Abel^{1*}, Thomas Ola Langoday²

¹⁾ Lecturer Institute Teaching and Technology Larantuka (IKTL), Email: yantiabel1989@gmail.com

²⁾ Lecturer at STIE OEmathonis Kupang), Email address: thomasolalangoday01@gmail.com

*email Koresponden: yantiabel1989@gmail.com

DOI: <https://doi.org/10.62567/micjo.v2i2.757>

Abstract

Becoming a great entrepreneur in the global era is not as easy as flipping the palm of your hand. A successful and happy great entrepreneur is not solely determined by high academic performance, a high IQ, or attending a prestigious school. In fact, GPA, IQ, and attending a top school do not even rank among the top ten factors that guarantee someone will become a great and successful entrepreneur. What truly determines entrepreneurial greatness and success are soft skills. The top 10 soft skills referred to are: Honesty (Being honest with all people) ranked first, followed by Strong Discipline (Being well-disciplined); Sociability (Getting along with people); Support from a Partner (Having a supportive spouse); Hard Work (Working harder than most people); Passion for the Work (Loving my career/business); Leadership (Having strong leadership qualities); Competitive Personality (Having a very competitive spirit/personality); Well-Organized Life (Being very well-organized); and finally, Ability to Sell Ideas (Having an ability to sell my ideas/products). These ten soft skills will become even more meaningful when accompanied by a good heart, positive thinking, wise words, good deeds, good habits, positive culture, and strong character—all of which shape good fortune. Ultimately, good fortune begins with a good heart.

Keywords: Entrepreneur, Soft Skills, Heart, Destiny.

Abstrak

Menjadi Entrepreneur hebat di jaman global, tidak semudah membalikkan telapak tangan. Entrepreneur hebat yang Bahagia dan Success tidak saja ditentukan oleh indesk prstasi yang baik, IQ yang tinggi dan bersekolah di sekolah faforit. Ternyata IP, IQ dan sekolah faforit tidak masuk dalam kelompok 10 besar yang menjamin seseorang dapat menjadi entrepreneur hebat dan sukses. Menjadi entrepreneur hebat dan sukses ditentukan oleh softskill orang. Adapun 10 besar softskill yang dimaksud adalah Kejujuran (Being honest with all People) di nomor satu, diikuti Disiplin Tinggi (Being well-disciplined); Mudah Bergaul (Getting along with People); Dukungan Pendamping (Having a supportive spouse); Kerja Keras (Working harder than most people); Kecintaan pada yang Dikerjakan (Loving my career/business); Kepemimpinan (Having strong Leadership qualities); Kepribadian Kompetitif (Having a very competitive spirit/Personality); Hidup Teratur (Being very well-Organized) dan terakhir Kemampuan Menjual Ide atau Gagasan (Having an ability to sell my Ideas/Products).



Kesepuluh kemampuan softskill ini akan menjadi lebih lengkap jika disertai dengan hati yang baik, pikiran yang positif, perkataan yang bijaksana, perbuatan baik, kebiasaan baik, kebudayaan baik, karakter baik yang menentukan Nasib baik. Ternyata Nasib baik bermula dari hati yang baik.

Kata Kunci: Entrepreneur, Entrepreneurship, Softskill, Hati, Nasib.

1. INTRODUCTION

Training Entrepreneurship This organized by the Kroman Malaka Foundation - Atambua - Belu - NTT Province , at Genova Vocational School in Mingar - Loang - Lembata - NTT. Genova Vocational School is under the auspices of under the care of the Kroman Malaka Foundation which is based in Malaka Regency - Timor Island - East Nusa Tenggara Province .

High appreciation given to management of the Kroman Malaka Foundation even though office the parent is in Malaka Regency , but brave opening a vocational school in Lembata, precisely in the capital city Subdistrict Nagawutung , namely Mingar or more known with Village Sand White . Sand Name White This is identical to a sandy beach The long puti more less than 2 km stretch from the tip of Tanjung Naga facing with Suanggi Island to Mingar Village , Village Sand White .

Opportunity open school intermediate vocational (vocational school) with Health and Tourism Interest This in accordance with General public request and the business world . When this , the business world tourist need power Work skilled educated equivalent school intermediate on but with adequate compensation . While the world of Health continues developing , not just need power medical in center Health services but also for service House stairs . Besides that , the world of entrepreneurs is not only limited to the field economy , but covering various aspect life including health and tourism .

For that , initiative management of the Kroman Foundation and management of Genova Vocational School for organize education and training entrepreneurship This need appreciated . Foundations and schools Want to build generation the purple For Long term with prepare child educate start from Now For entering the global era.

Participant training This are the teachers of Genova Vocational School in Lembata and the students consisting of from Health and Tourism interests . The workforce educators /teachers and staff education that follows activity This totaling 8 people and students as many as 21 people.

As for the purpose activity This is " Changing the mindset of participants so they can become a great entrepreneur in the global era. The process of changing this mindset given No just question knowledge but also about practice and games . Activity This implemented on November 20 , 2024.

Changing the mindset of candidates businessman or students This become important , because general public behavior is nature consumptive and rare very find the real one behave productive . Source Power natural available in abundance in the villages , but because of the mindset of the people nature consumptive so that seldom work on it become valuable product plus more tall .

The process of changing the mindset is the focus in article this is what is given title : “ Changing the Mindset of the Young Generation to Become Great Entrepreneurs in the Global Era ”.

2. RESEARCH METHOD

Activity This use approach qualitative . Approach qualitative in accordance objective activity This is to collect various document or related literature with changing the mindset of a generation young to be able to grow and develop become an entrepreneur who doesn't just success but Happy. Therefore activity This focuses on changing the mindset then literature collected please with motivation and ways



influence thought generation young so at least can observe , imitate and implement (ATM) and understand theories and or practices smart and intelligent who has carried out by people and /or institutions in many countries and has proven succeed .

Therefore that is , the focus of the literature that is collected and used reference in activity This is related literature with dig truth through approach biblical , and theories and practices that are well known in many countries that have proven successful and influential the country 's economy .

Besides equip participant with theory and knowledge , participants are also equipped with games and exercises to think and solve question .

3. RESULTS AND DISCUSSION

Changing Mindset

Activity changing the mindset of education and training participants entrepreneurship started with give training to participant For think out of the box.

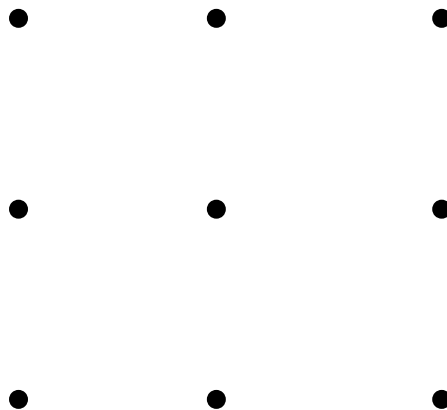


Figure 1. Thinking out of the box.

Source : Langoday, TO, 2023.

Activity Opener This give chance to participant For connecting 9 dots in the shape four rectangle with four (4) straight lines that do not disconnected as in Figure 1, Activity This give message that : something problem entrepreneurship or business , no can completed solely within internal business environment That alone . There are several problem business , it turns out only can completed If management think out of the box.

Objective Life

In Book : “ Becoming a Happy & Successful Entrepreneur: Becoming a Successful Entrepreneur” Balance Mind and Business (Langoday, TO, 2024) said that objective life the first human



in this world is Happiness . Happiness is door enter going to success in many aspect life like success financial , success career , success Health, family, style live and succeed build relation .

For that , every individual pushed For create happiness moreover previously which has been Of course followed with success . Happy people are already Certain successful , but a successful person Not yet of course Happy.

UNTUK APA ANDA DI SINI?



thomasolalangoday@gmail.com

3

Figure 2. Process of achieving success started with a sense of happiness.

In principle , all human beings in this world born For live happily; and not There is human being born For living in poverty and suffering . Poverty and suffering happen Because error think and act man That alone . Concept This based on the foundation biblical , where in Psalm 139:14 says that “I am grateful to You because of my incident terrible and miraculous; Wonderful what You have done and my soul truly realize it .

On the basis of said , each generation young people who jump in the world of entrepreneurship must Certain that they will be happy and successful , because the Almighty has design it Far day before man That created . It is also as said in Jeremiah 1:5 that “ Before I formed you you in your mother's womb , I have know you , and before you go out from content , I have to sanctify you , I have set you become a prophet for nations .

With foundation biblical this , every human being human , every generation young today This follow education and training entrepreneurship this , must believe that God has plan the best in journey life this ; the key there is a will For do it right and well or No .



The Concept of Entrepreneurship (Changing Rubbish Become Gold)

Change rubbish become gold , is philosophy main entrepreneur. Entrepreneurs are distinguished with entrepreneurship. Entrepreneurship is the process of creating , developing , and managing business or efforts new . Langoday, TO, (2023) stated that related entrepreneurship concepts with the process of changing source limited power (resources) Power nature , source Power human , source capital power , resources Power technology and resources Health capital in a production process become goods half So or goods So with mark add more high . This process requires ideas, creativity and innovation .

The concept of entrepreneurship is distinguished with entrepreneur concept . Entrepreneur is a person or entrepreneur who creates value , which changes source power , problem economy , dirt and even rubbish through brilliant ideas , ideas with creativity high and innovation great become worth plus in the form of money or gold .

Draft change dirt or rubbish into money or gold can depicted like following .



Figure 3. The Process of Building an Entrepreneurial Spirit.

Entrepreneurial spirit is built or forged from issues the economy around public like what is consumed , what is distributed and what is consumed ; why producing , distributing and consuming ; who produces , distributes and consumes ; where to produce , distribute and consume ; when produce , distribute and consume ; how produce , distribute and consume ; how much there is a lot to do produced , distributed and consumed . Questions fundamental this (5W-2H) opens thought entrepreneur For build ideas or idea in various discussion .

From the ability intellectual this is it be born creativity For answer business what fits For answer 5W-2H questions . Creativity this is what produces goods and or services . If the product produced That



Already in demand sold in the market and brought in profit so product the Already classified as in category innovation . Innovation this is what makes the difference somebody Already can classified as an entrepreneur or not yet . Peak from the success of an entrepreneur is become hero for self alone capable fulfil primary, secondary and tertiary needs , as well as needs family , produce product for the general public , creating chance work and be happy many people.

The Key to Success in Building an Entrepreneurial Spirit

Thomas J. Stanley did research to 733 millionaires in the United States . Research This dig depth “ **Why they success become millionaire** ”. From the research results the 100 determining factors were obtained **success they in Work** and then **become Millionaire** . The surprising thing is , in factor success **Thomas Stanley , his top 10 is interpersonal skills (soft skills)** . Research results This published in book **The Millionaire Next Door: Survival strategies For build wealth (1998)**.

top 10 soft skill factors : includes : first , Honesty (Being honest with all People); second , High Discipline (Being well-disciplined); third , Easy Getting along with People; fourth , Support Having a supportive spouse; fifth , Work Hard (Working harder than most people); sixth , Loving my career / business ; seventh , Leadership (Having strong Leadership qualities); eighth , Personality Competitive (Having a very competitive spirit/Personality); ninth , Life Being very well-Organized; and finally , tenth , Ability Selling Ideas or Ideas (Having an ability to sell my Ideas/Products).

Question We furthermore is , where mark report card or index performance We ? Where is our IQ ? Where school we are classified superior That ?

Thomas J. Stanley find that : **successful people** because **good grades (namely NEM, GPA and Ranking)** are in **the 30th position** ; **successful people** Because factor **IQ** is at **21st place** and **successful person** Because **attend university/ school Favorite** is at in **order 23rd** . With results research like that , come on We reflect , what is wrong with our education system ? Let 's practice yourself and carry out as well as improve 10 soft skills from results research the .

4. CONCLUSION

If you want to To become a happy and successful entrepreneur in this global era , start to organize self from Now this . Follow it Thomas J. Stanley's rhythm combined with the thoughts of the Dalai Lama, a Buddhist priest about Ocean Wisdom following this , namely : Maintain Your heart – because from good heart will to guide thought become good . From good thoughts will to guide words become more good . Good words will to guide more deeds good . Good deeds will to guide habit become more good . Good habits will create good culture . Good culture will create good character . From good character this is it create good fate . And finally , good luck That started from good heart .

5. REFERENCES

Bible Deuterocanonical . 2018. Publisher of the Indonesian Bible Society . Jakarta.

Dalai Lama XIV and Howard Cutler. 1998. "The Art of Happiness". Riverhead Books



Langoday, TO, 2023. Entrepreneurship and Business Ethics : Changing the Mindset of the Young Generation to Become SUCCESSFUL Entrepreneurs. Sonpedia.com

Langoday, TO, 2024. Happy & Successful Entrepreneurs : Keeping Balance Mind and Business . KBM Indonesia Publisher .

Thomas J. Stanley and William D. Danko. 1998. The Millionaire Next Door: The Surprising Secrets of America's Wealthy. Gallery Book .