VOCATIONAL HIGH SCHOOL DEVELOPMENT INSTRUCTION OF BUSINESS AND MANAGEMENT BASE ON COMMERCIAL SECTOR IN SUB-PROVINCE TULUNGAGUNG.

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ABSTRACTION

Sub-Province Tulungagung have the big potency in commercial sector and hotel, restaurant with the contribution percentage of PDRB equal to 31.63%. This sector require to get the attention especially in the effort its human resource development. See the condition of existing of commercial sector still become the dominant sector, meanwhile in development of SMK human resources, seen there is still resistance. The resistance is caused by The program of SMK membership has not been developed yet based on the potency of commercial sector in Sub-Province Tulungagung. Target of this research is to formulate the direction of SMK membership program development of business and management to commercial sector and service in Sub-Province Tulungagung.

The qualitative research has the diskriptif character that use the Delphi appliance analyse to determine the factors that influence the development of SMK of business and management to commerce, what wight by using appliance analyse the of AHP. Mount according to Area of SMK membership of business and management in Tulungagung is obtained from the final factor of wight assessment which influence the SMK program development of business and menagement multiplied with the value creteria from stakeholder. Continued with the diskriptif qualitative research by means of analyse the Delphi to get the SMK development instruction of business and management to commerce

It is obtained by the factors of SMK membership program development of business and management to commerce that is Quality of educator energy and non education in SMK environment, Facilities and basic facilities vocational Education, the relationship between governmental institution with the Corporate World Industrial World and, Area Potency, Development of Science and technology, Labour interest, Local Government Policy. From analysis mount according is found there are 6 SMK of business and management which need the improvement. Hereinafter, this research yield the instruction for the SMK of business and management which mount according to lowering. Its instruction that is educator energy and non education have to be sent to school, Educator energy and non education join the courses and training, Students have to master the technique of marketing and sale, Students have to master the technique of bookkeeping and accountancy, Students have the interest certificate from Corporate World Industrial World and, Availability of business unit, corporate world Industrial World And recruit the SMK graduation as labour, According to program of membership SMK with the area potency, SMK graduations have the certificate of membership computer, SMK graduations can master the computer program application, facility and information technology instructor follow the technological progress, There is the aid from government to SMK, There is the governmental regulation to SMK graduation.

Keyword: Instruction, commerce, SMK of Business and management