

# Plagiarism Scan Report

## Summary

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Some program development support system for cooperative effort, Micro, Small And Medium aims to simplify, accelerate and broaden access Cooperatives, Micro, Small and Medium Enterprises to productive resources to be able to take advantage of the opportunities and potential of local resources to develop KUMKM businesses, as well as adjustment scale its business to be more efficient. Results if the data using the method of AHP and expert choice software assistance to the respondents' answers on a variety of criteria that affect the Program Business Development Services (BDS) Against management Performance Network Expansion Markets And Products For Small and Medium Enterprises (UKM) in Region

Gerbangkertosusila.

Cooperative development of Micro, Small and Medium Enterprises ( KUMKM ) is a strategic step , because it has a major role in improving the living standards of the people at large to support the economic growth of the region , as well as efforts in the creation of new jobs . This is demonstrated by the existence of UMKM which is the biggest part of the economy - social residents of East Java . KUMKM large role demonstrated by the contribution to the GDP formation KUKM East Java and its ability to create jobs and provide employment . In times of crisis , the business scale of Micro, Small and Medium Enterprises ( UKM ) have shown toughness in the face of macroeconomic shocks . Scale is even able to grow at a significant rate . Therefore, the future economic development , the Medium Term Development Plan (RPJMD ) East Java is directed to further strengthen alignments to the economic empowerment of the people . This business through the growth and development of a comprehensive and integrated so that the existence of SMEs can be one of the main pillars in boosting the regional economy.

Business Development Services ( BDS ) are services that can improve : ( i ) the performance of a business , ( ii ) market access , and ( iii ) the ability to compete . The definition of " business development services / business development services " in these Guiding Principles include coverage of business services , both strategic and operational . BDS is designed to serve individual businesses , not for the larger business community . Business Development Services / Business Development Services ( BDS / LPB ) is a service provided by the Service Organization Providing Business Development Services ( LPLPB ) to KUKM to run the business . These services are dynamic , covering broad aspects KUKM as needed , but not including financial services .

Each area has a small and medium enterprises (UKM), small and medium Enterprises (UKM) illustrate the potential of an area or region's ability to produce products, creating value, leveraging resources, providing employment opportunities, income communities and local governments, and have prospects for improving productivity and investment. An SME

products (UKM) is said to excel if it has high competitiveness in the market. But in order for the product has high competitiveness it is necessary to add value. As well as the southern coastal area of East Java Province.

Potential of small and medium enterprises (UKM) in the region Gerbangkertosusila are the focus of this research can then be mapped into several sub-sectors of the food crops sub-sector of agriculture and horticulture, plantation sub-sector, sub-sector, forestry, fisheries sub-sector, livestock sub-sector, sub-sector of the industry , and tourism sub-sectors.

So that the product of the sub-sector has a high competitiveness, it is necessary to add value. However, due to several limitations such as availability of raw materials, processes, and markets do not lead to all small and medium enterprises (UKM) in the region Gerbangkertosusila of these subsectors can be a plus. By reason of these limitations, it is necessary to investigate the small and medium enterprises (UKM) in the region Gerbangkertosusila what needs to be prioritized to be value-added. Results are expected to be taken into consideration in developing the East Java Government small and medium enterprises (UKM) in the region

Gerbangkertosusila.

Conceptual Framework For Research

Based on the exploration results of scientific thought clan theory developed in this study, can be abstracted within the theoretical framework of the study as follows:

Factors ↔ BDS planning

Factors ↔ implementation of BDS

Factors ↔ BDS development ↔ motivation factor

Program Business Development Services (BDS), is a business development services to improve corporate performance, market access and competitiveness, which are non-financial. These services can be grouped into:

#### 1. planning factor

the range of services related to the planning aspects given in an effort to improve performance consisting, dari\_ : information services, consulting services, coaching / mentoring, business development and proposal writing.

#### 2. implementation factors

the range of services related to aspects of the implementation are given in an effort to improve performance consisting of: training services, facilitation in organizational development and management, and facilitation in obtaining capital. business contacts, facilitation in expanding markets, and facilitating the development of technology.

Performance is a result of the implementation of the good work that is physical (material) and intangible (non-material) with indicators of achievement of the work compared to predetermined targets related to: capital, business unit, aspects of production, marketing, turnover and operating profit

Based on the background, the formulation of the problem as well as the theoretical framework of the research hypothesis can be formulated as follows:

1. Business Development Services (BDS), which consists of the factors of planning, implementation factors, development factors and motivational factors have a significant influence on the performance of managers of UKM in Gerbangkertosusila.
2. Factors dominant influence on the performance of the implementation of UKM managers in Gerbangkertosusila.

Selection Of Respondents

The study involved two components, namely respondents respondent experts and consumers directly. Respondents experts involved in total consists of 100 members, namely Academics (30 people), Bureaucracy (50 people) and Practitioners (20) A description can be seen in Table 3.1 below

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