

ABSTRAK

BALQIS NAILAH, NIM 7151143008. Pengaruh *Self Efficacy* dan *Communication Skills* Terhadap Hasil Belajar Mata Pelajaran Kewirausahaan Siswa Kelas XI SMK Negeri 6 Medan. Skripsi. Jurusan Ekonomi, Program Studi Pendidikan Bisnis, Fakultas Ekonomi, Universitas Negeri Medan 2019.

Penelitian ini bertujuan untuk mengetahui 1) Pengaruh *Self Efficacy* Terhadap Hasil Belajar Kewirausahaan, 2) Pengaruh *Communication Skills* Terhadap Hasil Belajar Kewirausahaan, 3) Pengaruh *Self Efficacy* dan *Communication Skills* Terhadap Hasil Belajar Mata Pelajaran Kewirausahaan Siswa Kelas XI PM SMK Negeri 6 Medan. Sampel dalam penelitian ini sebanyak 60 orang. Pengambilan sampel dilakukan dengan teknik *Total Sampling*.

Penelitian ini adalah penelitian *Expost Facto*, dimana untuk mendapatkan data penelitian digunakan angket, observasi dan dokumentasi. Berdasarkan uji hipotesis secara parsial (uji t) diperoleh hasil bahwa variabel *self efficacy* berpengaruh positif dan signifikan terhadap hasil belajar yang ditunjukkan nilai $t_{hitung} > t_{tabel}$ ($9,443 > 1,671$) dan nilai sig ($0,000 < 0,05$), dan variabel *communication skills* berpengaruh positif dan signifikan terhadap hasil belajar yang ditunjukkan nilai $t_{hitung} > t_{tabel}$ ($2,790 > 1,671$) dan nilai sig ($0,007 < 0,05$). Sedangkan dengan uji hipotesis secara simultan (uji f) diperoleh hasil bahwa *self efficacy* dan *communication skills* terhadap hasil belajar secara bersama-sama berpengaruh positif dan signifikan terhadap hasil belajar mata pelajaran kewirausahaan yang ditunjukkan nilai $F_{hitung} > F_{tabel}$ ($134,803 > 3,16$) dan nilai sig ($0,000 < 0,05$). Berdasarkan uji koefisien determinasi, diperoleh nilai R^2 sebesar 0,909 yang artinya *self efficacy* dan *communication skills* sebesar 90,9% dapat menjelaskan hasil belajar dan 9,1% sisanya dijelaskan oleh variabel lain yang tidak dibahas dalam penelitian ini.

Kesimpulan dari penelitian ini adalah ada pengaruh positif dan signifikan *Self Efficacy* dan *Communication Skills* Terhadap Hasil Belajar Mata Pelajaran Kewirausahaan Siswa Kelas XI PM SMK Negeri 6 Medan.

Kata Kunci: *Self Efficacy*, *Communication Skills* dan Hasil Belajar

ABSTRACT

BALQIS NAILAH, NIM 7151143008. The Influence of Self Efficacy and Communication Skills on Learning Outcomes of Entrepreneurship Subjects of Class XI PM Students of SMK Negeri 6 Medan. Thesis. Education Department of Economics, Faculty of Economics, University of Medan, 2019.

This study aims to determine: 1) The Effect of Self Efficacy on Learning Outcomes, 2) The Effect of Communication Skills on Learning Outcomes, 3) The Effect of Self Efficacy and Communication Skills on Learning Outcomes of Entrepreneurship Subjects in Class XI PM SMK Negeri 6 Medan. The sample of this study were 60 people. Sampling is done by total sampling technique.

This research is Expost Facto research, where to get research data, questionnaire, observation and documentation are used. Based on partial hypothesis testing (t-test), the results show that self efficacy variables have a positive and significant effect on learning outcomes indicated by the value of $t_{count} > t_{table}$ ($9,443 > 1,671$) and a sig value is ($0,000 < 0,05$), and communication skills variables have a positive and significant effect on learning outcomes indicated by the value $t_{count} > t_{table}$ ($2,790 > 1,671$) and a sig value is ($0,007 < 0,05$). While the simultaneous hypothesis test (f-test) results obtained that self efficacy and communication skills in learning outcomes of entrepreneurship subjects which are indicated by the value of $F_{count} > F_{table}$ ($134,803 > 3,16$) and a sig value is ($0,000 < 0,05$). Based on the coefficient of determination test, obtained R^2 value of 0,909 which means interpersonal communication and student confidence of 90,9% can explain learning outcomes and the remaining 9,1% is explained by other variables not discussed in this study.

The conclusion of this study is that there is a positive and significant influence of Self Efficacy and Communication Skills on Learning Outcomes of Entrepreneurship Subjects in Class XI PM SMK Negeri 6 Medan.

Keywords: Self Efficacy, Communication Skills and Learning Outcomes.

