

**LEMBAGA PENDIDIKAN PROFESIONAL  
CENDEKIA HOTEL AND BUSINESS SCHOOL**

**Bekerjasama**

**PELITA BANGSA UNIVERSITY**



# **1<sup>st</sup> International Conference on Economic, Business and Accounting (ICEBA) 2017**

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# **PROCEEDINGS**

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CENDEKIA HOTEL AND BUSINESS SCHOOL**

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## TERM OF REFERENCE (TOR)

Research Community for Economic and Business Studies in collaboration with  
**Lembaga Pendidikan Profesional (LPP)–CENDEKIA** And Sekolah Tinggi Ilmu  
Ekonomi Pelita Bangsa University would present:

**The 1<sup>st</sup> International Conference on Economic, Business and Accounting (ICEBA) 2017**

Theme

### **BUSINEES AND FINANCE RESEARCH PARADIGM AND BEST PRACTICES TOWARDS 21<sup>st</sup> CENTURY**

The conference is supported through a partnership between 12 higher educations in Indonesia, they are Universitas Airlangga, Universitas Indonesia, STAIN Sorong, IAIN Kendari, IAIN Palangka Raya, Universitas Muhammadiyah Palangka Raya, IAIN Manado, IAIN Palopo, Universitas Muhammadiyah Makassar, IAI Uluwiyah, Universitas Mercu Buana and Universitas Saburai Lampung.

The event would be a forum to stimulate academic enhancement, research collaboration, and joint publication. In addition, the conference is the area for young scholars to step in to the academic atmosphere in the region of Southeast Asia.

#### **RESEARCH AREA:**

are as follows, but not limited to:

##### **Economics**

Economics; Islamic Economics; Economics of Public Policy; International Trade; Macroeconomic; and others.

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# Event Agenda

DAY	TIME	TOPIC TRACK
May, 19, 2017		
	07.00 am - 07.30 am	Registration
Coffee Morning	07.30 am - 8.00 am	Opening
Welcome Greetings and Opening Remarks:	08.00 am - 08.30 am	
1. Rektor STIE Pelita Bangsa University	08.30 am - 11.30 am	Ceremonial
2. Conference Chair Person		
	12.30 am - 13.00 pm	Lunch Break
Keynote Speech:	13.00 pm - 15.00 pm	Plenary Session 1
1. Prof.Dr. Ravinder Rena (North-West University, South Africa)		
1. Assoc. Prof. ArifOrcun Soylemez(Marmara University, Turkey)		
2. Assoc. Prof . Dr. Lloyd C Bautista. (Academic STI Education, Manila Philippines)		
3. Prof. Abdul Razak bin Abdul Hadi. Phd(Universiti of Kuala Lumpur, Malaysia)	15.00 pm - 15.30 pm	Afternoon Coffee Break
4. Prof. UzairBazi, Gift University Pakistan (Universiti of Selanggor Malaysia)	15.30 pm –20.00 pm	Next Plenary Session 2
5. Prof. Dr. Tulus Suryanto (State Islamic University Of RadenIntan , Indonesia)		



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# Relationship of Farmer's Characteristics with Competence Corn Farming

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## ABSTRACT

*The purpose of this research is to know distribution characteristic farmer in farming corn, analyze competence farming controlled farmers, and analyze relations characteristic farmers with competence farming corn. This research was conducted on three Subdistricts Pohuwato Regency, namely Subdistrict Paguat, Subdistrict Patilanggio, and Subdistrict Buntulia In april up to july 2017. Research methodology is descriptive survey by analyzing relations and the influence of research between variables. Samples to research is 83 grower of corn taken by proportional a random sample, of the population grower of corn as many as 481 people. Data analyzed qualitatively descriptive. To test relations the correlation between variables the research was done by test concordance Kendall W. The research results show that the characteristic grower of corn in the research locations, consisting of: farmer's education, the size of farming, seed corn used, experience farming, and the availability of capital farming. Competence farming corn controlled farmers, among other: treatment of seeds corn, planning production costs, pest and disease, the use of technology efficiently, and entrepreneurship.*

*Key words: Competence, Characteristic, Knowledge, Skills, Attitude, farming*

## INTRODUCTION

Characteristics of farmers and farming competence is a description of the ability of farmers in managing farming based on effective and efficient planning in accordance with the technical cultivation of plants. Characteristics of farmers and farming competence shows the performance and responsibility of farmers in running the farm better and sustainable. Competitive corn farmers are those who have characteristic and measurable tools in acting and responsible on corn farming, so that the farmer is considered capable by other communities. Competent farmers are farmers with technical skills and managerial skills in implementing maize farming. The technical capabilities of a farmer can be useful in improving the quality of farming production, while a farmer's managerial capability is useful in managing farming and profiting. Pohuwato regency is one of the areas in Gorontalo Province has a potential opportunity for the development of corn crops. Corn harvesting area in Pohuwato Regency in 2010 was 14,386 Ha with production of 40,241 tons, and in 2015 the corn harvest area increased to 43,614 Ha with production of 206,935 tons (Agricultural Service and Food Security of Gorontalo Province, 2016). The potential of maize in Kabupaten Pohuwato can be improved by prioritizing the characteristics of farmers and the competence of maize farming that can support the improvement of farmer's income in a sustainable manner. Therefore, this research needs to be done as scientific information material in human resource development of farmers.

## RESEARCH METHODS

The research was conducted in three sub-districts in Pohuwato District, Paguat District, Patilanggio Sub-district, and Buntulia Sub-district. From April to July 2017. The research method was a descriptive survey by analyzing the relationship and influence among the research variables. The observed change, the free variable X and Y-free variables. In this study the X variable (farmer characteristics) consists of dimensions: (1) the age of the farmer,

(2) the farmer's formal education, (3) the availability of farming capital, (4) the farmer's experience in farming, (5) the farmer's dimensions: (1) technical skills, (2) managerial skills, (3) entrepreneurial skills. The data analyzed qualitatively descriptive. The sample of farmers who in Patilanggio District amounted to 481 people. The farmer's names in 1993), the sample size

$n =$

$n_i =$

Table 1. Size of M

Kecamatan
Paguat
Patilanggio
Buntulia
Total

## RESULTS AND

### 1. Distribution of

Maize farming in Pohuwato Regency has formal education in the medium category, old school category, sub-districts (66.6%). The experience of corn farming in Paguat sub-district, less than 10 years. In this aspect, farmers in Patilanggio district enough to support the farming of farmers in Patilanggio support the farming of farmers is one of the corn production



(2) the farmer's formal education, (3) farmland area, (4) farming experience, (5) , and (6) availability of farm capital. While the Y variables (farming competency), consists of dimensions: (1) technical competence, and (2) managerial competence. Data collected are analyzed qualitatively descriptive. To test the correlation correlation between research variables is done by using the Kendall W. Conclusion Test. Farmer population in this research is farmers who implement corn farming in three districts, namely: Paguat Subdistrict, Patilanggio District and Buntulia District. The number of corn farmers in the three districts amounted to 481 people. Sampling is done by "proportional random sampling," from a list of farmers' names in the three sub-districts available. By using the Slovin formula (Sevilla, 1993), the sample size of the corn farmer with a ten-percent error rate is explained in Table 1:

$$n = \frac{N}{1 + N(e)^2}$$

$$n = \frac{481}{1 + 481 (0,10)^2} = 83 \text{ orang}$$

$$n_i = \frac{N_i}{N} \times n$$

Description: n = sample size  
N = population size  
e = standard error  
ni = sample size of strata i Ni = population size of strata i

Table 1. Size of Maize Farmer Population in 3 District in Pohuwato Regency

Kecamatan	Number of farmer population (person)	Size of sample (people)
Paguat	132	23
Patilanggio	185	32
Buntulia	164	28
Total	481	83

## RESULTS AND DISCUSSION

### 1. Distribution of Farmer's Characteristics.

Maize farmers in Paguat, Patilanggio, and Buntulia sub-districts of Pohuwato District have formal education that can support them for corn cultivation. Formal education (50.6%) is in the medium category, ie for elementary level (SD) and junior high school (SMP) with the old school category 9-12 years. In the land area, farmers in Paguat, Patilanggio, and Buntulia sub-districts (66.3%) have a narrow land area of 0.5 to 1.5 ha. For the use of corn seeds, farmers in Paguat, Patilanggio, and Buntulia sub-districts use composite seeds (42.2%). The experience of corn farming, farmers in Paguat sub-district, Patilanggio district, and Buntulia sub-district, less than 10 years of working experience (68.7%), while on the farming capital aspect, farmers in Paguat sub-district, Patilanggio district and Buntulia district of Pohuwato district enough capital in developing corn farming. The results showed that the characteristics of farmers in Paguat, Patilanggio, and Buntulia sub-districts of Pohuwato Regency strongly support the farmers' competence in corn cultivation. This indicates that the characteristics of farmers is one of the factors that need to be paid attention by local government in increasing corn production in Pohuwato regency. This is described in Table 2.



2. Table 2. Distribution of Farmer Characteristics

No	Farmer's Characteristics	Category	Amount (people)	Percentage (%)
1	Formal education	Low: 5 - 8 yrs	26	31,3
		Medium: 9-12 years	42	50,6
		Height: 13 - 16 years	15	18,1
2	Narrow land	area: 0.5 - 1.5 Ha	55	66,3
		Area: > 1.5 H	28	33,7
3	Seeds of corn used	Local: 35 kg	26	31,3
		Composite: 25 kg	35	42,2
		Hybrids: 15 kg	22	26,5
4	Less experience	experience: <10 yrs	57	68,7
		Simply: > 10 yrs	26	31,3
5	Availability of farming capital	Less: score 7 - 11	26	31,3
		Fair: score 12 - 16	47	56,6
		Plenty: score 17 - 21	10	12,1

Source: Primary Data after being processed, 2017

Improving the characteristics of farmers can be done by continuous agricultural extension through the planning of extension program that involves farmers in accordance with the ability and potential of the location-specific natural resources. The results of this study are in line with Rosilawati, et al (2013) study which concluded that the characteristics of farmers influence the competence of farmers maize, while on the success of corn farming characteristics of farmers have no effect. The results of research from Helmy, et al (2013) concluded that there is a real relationship between the characteristics of extension and perception of extension to institutional support with the extension of the extension of cyber extension innovation that can be used to support the material extension.

## 2. Competence of Maize Farmers

Competence of maize farmers is described through farmers' behavior in farming, namely knowledge, skills and attitudes of farmers in maize cultivation.

## 2 Knowledge of Farmers in Maize

Knowledge of farmers is the basis in understanding corn farming, both in upstream subsystems and downstream subsystems. High knowledge of corn farmers in some areas of technical competence and managerial competence shows that farmers in Paguat, Patilanggan, and Buntulia districts of Pohuwato Regency have a high ability in cultivating and planning the development of maize farming in accordance with the potential area. Table 3 shows that knowledge of farmers in corn farming is high, both in technical competence and managerial competence.

Table 3. Knowledge of Farmers in Maize

No	Competence of Farmers	Farmers Knowledge Category	Amount (Respondents)	Percentage (%)
1	Farming	Height: 65 - 95	47	56,6
		Low: 20 - 64	36	43,4
2	Seed treatment	Height: 65 - 95	51	61,4
		Low: 20 - 64	32	38,6
3	Control of pests and diseases	Height: 65 - 95	62	74,7
		Low: 20 - 64	21	25,3
4	Harvest	Height: 65 - 95	45	54,2
		Low: 20 - 64	38	45,8



5	Post-harvest	Height: 65 - 95	58	69,9
		Low: 20 - 64	25	30,1
6	Selection of commodities	Height: 65 - 95	60	72,3
		Low: 20 - 64	23	27,7
7	Identify constraints and business opportunities	Height: 65 - 95	57	44,6
		Low: 20 - 64	46	55,4
8	Use of technology	Height: 65 - 95	21	25,3
		Low: 20 - 64	62	74,7
9	Utilization of land efficiently	Height: 65 - 95	31	37,3
		Low: 20 - 64	52	62,7
10	Planning production costs	Height: 65 - 95	26	31,3
		Low: 20 - 64	57	68,7
11	Entrepreneurship	Height: 65 - 95	23	27,7
		Low: 20 - 64	60	72,3

Source: Primary Data after being processed, 2017

Table 3 explains that farmers' competence in cultivation consists of: seed treatment, fertilization, pest and disease control, harvest, post harvest, commodity selection, and production cost planning. While the competence of farmers to identify constraints and opportunities for farming, the use of technology, efficient land use, and the development of entrepreneurship of farmers knowledge is low. The results of this study is in line with research from Kartono, et al (2009) which concluded that the factors are positively related and meaningful for the formation of peasant perception of rice PTT is: the level of farmers' ecospopolitan, farmer's income, business climate supporting farmer's farming, and better extension activities. Theoretical result of this research is in accordance with the opinion of Bandura (1977) which explains that farmers can learn as a result of action them and will enrich and sharpen his knowledge.

### 3. Skills of Farmers in Maize

Farmers' skills can be successful if supported by knowledge of corn farming that may have implications for increased maize production. This is described in Table 4.

Table 4. Skills of Farmers in Maize

No	Competence of Farmers	Farmers Skills Categories	Amount (Respondents)	Percentage (%)
1	Entrepreneurship	Height: 70 - 95	53	63,9
		Low: 45 - 69	30	36,1
2	Farming	Height: 70 - 95	67	80,7
		Low: 45 - 69	16	19,3
3	Fertilization	Height: 70 - 95	58	69,9
		Low: 45 - 69	25	30,1
4	Utilization of land efficiently	Height: 70 - 95	33	39,8
		Low: 45 - 69	50	60,2
5	Post-harvest	Height: 70 - 95	21	25,3
		Low: 45 - 69	62	74,7
6	Seed treatment	Height: 70 - 95	32	38,6
		Low: 45 - 69	51	61,4

Source: Primary Data after being processed, 2017

The results of the research in Table 4 indicate that the skills of farmers in corn in Paguat, Patilanggio, and Buntulia districts of Pohuwato Regency are high, namely: (1)



entrepreneurship, (2) farming and (3) fertilization. The results of this study are consistent with the research of Sudirman (2006) which concludes that the farmers' skills training must be directed at the development of productive enterprises. (2) Post harvesting and (3) adaptation to environmental conditions, and carried out in an integrated manner. The results of the study from Bandolan et al (2008) conclude that the high skills of farmers is due to the knowledge possessed by the farmers so that the skills include selection of superior seeds, planting, maintenance and harvesting can be done. Based on the theory of Jasius (1968) that skills are an improvement process attitudes, abilities, and abilities of the workers to carry out the work in particular ".

#### 4. Farmer's attitude toward corn farming

The results of descriptive research can be explained that the farmers in Paguat Patilanggio, and Buntulia districts of Pohuwato Regency (68%) consider important: (1) the treatment of corn seed, (2) the selection of commodities and (3) entrepreneurship. Production cost planning, (2) efficient land use and (3) efficient use of technology, farmers in Paguat sub-district, Patilanggio district, and Buntulia sub-district of Pohuwato regency considered less important (32%). Indrianingsih (2011) concluded that the non adopter farmer suitability and technological complexity as well as the perception of farmers on the influence of media / information interpersonal as communicative communicator for the farmers is less understood, because the knowledge of farmers in the information media of agricultural technology has not been maximally in accordance with their experience in farming. Theoretically this research is in line with the opinion of dar i Azwar (2003) who explains that the factors that influence the attitude of one of them is personal experience. Personal experience leaves a strong impression that attitudes will be more easily formed when the person occurs in situations that involve emotional factors.

#### 5. Relationship of Farmer's Characteristics with Competence of Maize Farming

The results showed that the relationship between the characteristics of farmers and the competence of maize in Paguat District, Patilanggio District, and Buntulia Sub-district of Pohuwato Regency has a very strong relationship. The high Kendall W correlation coefficient shows a high correlation between a number of farmer characteristics and their competence in maize.

1) **The relationship of Formal Education with Competence of Maize Farming.** The results showed that the farmers who have low education, the competence of the important maize farm are: (1) the seed treatment, (2) the harvest and (3) the identification of constraints and opportunities of corn farming. Furthermore, the most highly educated farmers of the most important knowledge are: (1) identification of constraints and opportunities, (2) post-harvest, (3) harvesting process, and (4) entrepreneurial management. Further fields: (1) farming, (2) fertilization and (3) harvesting process is considered less important. The results of this study is in line with the research of Abdullah and Amri Jahi (2006) which explains that each farmer has a different character attached to him. Theoretical research is in accordance with the opinion of Wiraatmadja (1986) which explains that the level of education is one indicator to see the quality of farmers. In addition, formal and non-formal education is the basic capital of farmers to consume information through the media.

2) **Relationship of Land Area with Competence of Maize Farming.** The results of the research on the characteristics of land area showed that farmers with narrow land in Paguat sub-district, Patilanggio sub-district and Buntulia sub-district of Pohuwato regency, the most important competencies of maize farming are: (1) harvesting process, (2) seed treatment and (3) identification of constraints and opportunities. For large farmers, the most important farming competencies are: (1) identification of constraints and opportunities, (2) entrepreneurship, (3) seed treatment and (4) pest and disease control. Furthermore, farming competencies such as: (1) production cost planning, (2)



selection of commodities and (3) efficient land use are considered less important. The results of this study is in line with the research of Nasution (2008) which concluded that working capital, land area, and manpower simultaneously have a significant effect on production, while the partial working capital and labor do not give a real effect on production while the land area have real effect of production. Theoretically, the results of this study are in accordance with the opinion of Mosher (1987) which explains that the area farmed by farmers tends to be related to the income of farming, and the number of dependents of the farmer's family. The large number of family members who will use the income earned will have an effect on work productivity and child intelligence, increased investment capability, and capital development.

- 3) **Seed Selection Relationship with Competence of Maize Farming.** In the aspect of selection of corn seeds used have a strong relationship with the competence of farmers. High-competent farmers prefer hybrid seeds to their farming activities, so this needs to be supported by (1) fertilizer and fertilizer provision, (2) seed treatment, (3) production cost, (4) harvesting process and (5) post harvest. Farmers with low competence, they prefer local seeds for corn farming. Therefore they need to have farming competencies regarding (1) seed treatment, (2) fertilization, (3) efficient land use and (4) selection of commodities. While the harvesting process, post-harvest and identify constraints and opportunities and production costs are considered less important. The results of this study is in line with research from Jariyah and Wahyuningrum (2008) which concluded that the selection of crops based on high selling prices, easy in marketing, easy to plant and easy to manage. Theoretically, the results of this study is in line with the opinion of Ali (2013) which explains that the production system of agricultural seeds both intended to meet their own consumption or commercially-oriented required the availability of seeds with high-yielded varieties of high yield and good quality.
- 4) **Relationship of Farming Experience with Competence of Maize Farming.** In the experience of farming in Paguat District, District Patilanggio, and District Buntulia Pohuwato District. The results of the study explain that farmers lack experience, the most important farming competencies are: (1) seed treatment, (2) harvesting and (3) identification of constraints and opportunities. For experienced farmers, the most important farming competencies are: (1) seed treatment, (2) harvesting, (3) identification of constraints and opportunities. Furthermore, farmers consider less important for farming competence: (1) production cost planning, (2) selection of commodities and (3) efficient land use. The results of this study is in line with research from Rukka, et al (2006) working on corn has an effect on how to respond to an innovation. The longer the experience of farming, the level of response to a technology will be higher. Theoretically the results of this study in accordance with the opinion of Rashid (2003) which explains that the experience berusaha tani is one factor that can be categorized to support the success of a farm. by farmers, it is expected that farmers are able to overcome the problems faced in the struggle.
- 5) **Relationship of Capital Availability with Competence of Maize Farming.** The results of research on the aspect of the availability of farming capital, corn farmers in Paguat, Patilanggio, and Buntulia Sub-districts of Pohuwato Regency indicate that farmers with less capital, the most important competence of farming are: (1) harvesting of maize, (2) efficient and (3) entrepreneurship. For the most important farmers, the most important competency of farming capital is: (1) the treatment of corn seed, (2) constraint and opportunity of corn farming, (3) corn harvesting and (4) entrepreneurship. Furthermore, for farmers with the most important competency of farming capital are: (1) harvesting, (2) fertilization, (3) identification of constraint and opportunity of corn farming and (4) seed treatment of corn. The results of this study is in line with the research of Wardhani (2011) which explains that the productivity of capital is the ability of capital to generate income, which is the comparison between the profit and the cost of generating. Secara



theory of research results in the direction of Mardikanto (1983) the main support in farming activities. Farming capital availability for farmers is closely related to the success rate of farming management. The characteristics of farmers with the competence of maize farming in three districts in Pohuwato Regency are described in Table 5.

Table 5. Relationship Characteristics with Competence of Maize Farming in Research Sites

No	Characteristics of Farmers	Competence Farmers	Correlation Coefficient Kendall W
1	formal education	Treatment of seeds, harvest, post-harvest, entrepreneurship, identification of constraints and opportunities	0,96
2	Area of farmland	The process of harvesting, pest and disease control, identification of constraints and opportunities, selection of commodities, seed treatment	0,97
3	The corn seeds used	Post-harvest, seed treatment, production cost planning, harvesting, fertilizer and fertilizer	0,94
4	Experience in farming	Seed treatment, identification of constraints and opportunities, harvesting	0,96
5	Availability of farming capital	Harvesting, efficient use of technology, entrepreneurship, identification of constraints and opportunities for farming, harvesting, entrepreneurship	0,93

Source: Primary Data after being processed, 2017

## CONCLUSION

Based on the results of research and discussion, then in this research can be concluded matters relating to the problem and research objectives, namely:

1. Distribution of the characteristics of corn farmers in Paguat, Patilanggio, and Buntulia districts of Pohuwato District are: formal education, farmland area, corn seeds used, farming experience, and availability of farming capital.
2. Competence of corn farming that must be controlled by farmers in District Paguat, District Patilanggio, and District Buntulia Pohuwato District are:
  - a. Knowledge, namely: (1) corn seed treatment, (2) production cost planning, (3) identification of constraints and opportunities of corn farming, and (4) fertilizer and fertilizer.
  - b. Skills, namely: (1) pest and disease control, (2) harvesting, (3) post-harvest.
  - c. Attitudes, namely: (1) efficient use of technology, (2) selection of commodities and (3) entrepreneurship.
3. Relationship of the characteristics of farmers with the competence of corn farming in Paguat, Patilanggio, and Buntulia Sub-districts of Pohuwato Regency has a very strong relationship based on the Kendall W correlation coefficient between 0.93 - 0.97.

REFER

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Ali

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Jacir

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