

**THE DEVELOPMENT OF PROGRAM OF ENTREPRENEURSHIP
(POE) ACCELERATOR TO IMPROVE ENTREPRENEURIAL
SELF EFFICACY
(DESCRIPTIVE STUDY FOR NEW STUDENT FROM OUTSIDE
OF CITRA BERKAT JUNIOR HIGH SCHOOL CITRA BERKAT
HIGH SCHOOL SURABAYA)**

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ABSTRACT

This study starts from the need to overcome the gap of experience and knowledge between students from SMP Citra Berkas internally and externally students who are not from SMP Citra Berkas. External student tend to have low entrepreneurial self efficacy. Therefore, this thesis is intended to find the strategy, steps, and evaluation tool in accelerator program to improve entrepreneurial self efficacy, revealing the challenge and obstacle in the process of accelerator program, and to observe the possibility of POE Accelerator program to improve entrepreneurial self efficacy of students who are not from SMP Citra Berkas.

Entrepreneurial self efficacy aspects targeted on this study is based on theory from Mueller and Goic (2003) Jeffrey E. McGee (2009), that are searching idea, planning, marshaling, implementing to people and implementing to financial. This is a descriptive qualitative study with triangulation method from observation, interview ad questionnaire. Sample for thus study is 21 new students who are not from SMP Citra Berkas Junior High School. The research is conducted from August to November 2015.

Based on the data analysis, it is found out that there are 12 steps need to be executed to conduct accelerator program. The obstacle of this program is on managing the time of this program that leads to inconsistent students presence. Evaluation tool for this program in line with the aspects of entrepreneurial self efficacy os the assessment rubric that has been adjusted to meet the school expectation. The result of accellerator program indicates that this program can improve students' entrepreneurial self efficacy in 5 aspects.

Keywords : entrepreneurship, entrepreneurial self efficacy, searching idea, planning, marshaling, creativity