

## ABSTRAK

Muhadi Zulfiqri Nur Penelitian yang berjudul “ANALISIS PENGARUH PERILAKU KEWIRAUSAHAAN TERHADAP PENDAPATAN PETANI PADI SAWAH” Studi Kasus : Desa Pintu Air Kecamatan Pangkalan Susu Kabupaten Langkat. Dibawah bimbingan Ibu Desi Novita, SP.M.Si Sebagai ketua komisi pembimbing dan Ibu Khairunnisyah, SP.M.Si Sebagai anggota pembimbing.

Adapun tujuan dari penelitian ini adalah (1) Untuk mengetahui karakteristik petani padi sawah di Desa Pintu Air. (2) Untuk mengetahui perilaku kewirausahaan petani padi sawah di Desa Pintu Air. (3) Untuk mengetahui pendapatan petani padi sawah di Desa Pintu Air. (4) Untuk mengetahui pengaruh perilaku kewirausahaan terhadap pendapatan petani pada besaran hasil produksi petani padi sawah di Desa Pintu Air.

Penelitian ini dilaksanakan di Desa Pintu Air Kecamatan Pangkalan Susu Kabupaten Langkat. Metode penentuan sampel yang digunakan dalam penelitian ini adalah metode *accidental sampling* merupakan prosedur sampling yang memilih sampel orang atau unit yang paling mudah di jumpai atau di akses. Data yang digunakan dalam penelitian ini adalah data primer dan data sekunder. Metode pengumpulan data menggunakan instrumen yaitu observasi, kuesioner dan dokumentasi.

Berdasarkan hasil penelitian Analisis Pengaruh Perilaku Kewirausahaan Terhadap Pendapatan Petani Padi Sawah yang telah dilaksanakan, maka di dapatkan hasil penelitian sebagai berikut : (1) Karakteristik petani padi sawah di Desa Pintu Air secara umum antara lain Sebagian besar petani berjenis kelamin laki-laki yang berada pada umur kisaran 36-45 tahun, sedangkan pengalaman dalam berusaha tani sekitar 11-15 tahun dengan Pendidikan petani (SD dan SMA/SMK) bagi Sebagian besar petani usaha ini merupakan mata pencarian utama. (2) Perilaku kewirausahaan petani padi sawah yang paling banyak sangat setuju menurut urutan yaitu perilaku bekerja keras, perilaku percaya diri, perilaku inovasi, perilaku tanggap terhadap peluang, perilaku disiplin, perilaku pengambilan resiko. (3) Dari data yang didapatkan dari hasil kusioner yang di sebar ke 54 reponden pendapatan petani hasil panen pertama berkisar 12,380,000 Rp sampai

dengan 44,900,000 Rp dan pendapatan hasil panen ke dua berkisar 18,945,000 Rp sampai dengan 59,790,000 Rp. Petani padi sawah di desa pintu air memiliki pendapatan hampir rata-rata sekali panen pertama padi sawah 21,840,000 dan panen ke dua rata-rata 30,040,259 Berdasarkan harga dan luas lahan yang dimiliki setiap petani padi sawah di desa pintu air kecamatan pangkalan susu kabupaten langkat. (4) Berdasarkan hasil regresi variabel perilaku kewirausahaan (inovasi, pengambilan resiko, tanggap peluang, bekerja keras, disiplin, dan percaya diri) secara bersama-sama berpengaruh signifikan terhadap variabel dependen dan variabel perilaku kewirausahaan independent. ( Inovatif, Pengambilan Resiko, Tekun Berusaha, Bekerja Keras, Disiplin dan Percaya Diri ) terhadap pengaruh dependent ( Pendapatan ) sebesar 69,6% sedangkan sisanya 30,4% di pengaruhi atau dijelaskan oleh variabel lain yang tidak dimasukan pada penelitian ini. Berdasarkan hasil regresi variabel perilaku kewirausahaan (inovasi, pengambilan resiko, tanggap peluang, bekerja keras, disiplin, dan percaya diri) parsial berpengaruh terhadap pendapatan.

***Kata Kunci:*** Perilaku Kewirausahaan, Pendapatan Petani Padi Sawah

## **ABSTRAK**

Muhadi Zulfiqri Nur Research entitled "ANALYSIS OF THE INFLUENCE OF ENTREPRENEURIAL BEHAVIOR ON THE INCOME OF RICE FARMERS" Case Study: Pintu Air Village, Pangkalan Susu District, Langkat Regency. Under the guidance of Mrs. Desi Novita, SP.M.Si as chairman of the supervisory commission and Mrs. Khairunnisyah, SP.M.Si as a member of the supervisor.

The objectives of this research are (1) To determine the characteristics of lowland rice farmers in Pintu Air Village. (2) To determine the entrepreneurial behavior of lowland rice farmers in Pintu Air Village. (3) To find out the income of lowland rice farmers in Pintu Air Village. (4) To determine the effect of entrepreneurial behavior on farmers' income on the amount of rice farmers' production in Pintu Air Village.

This research was carried out in Pintu Air Village, Pangkalan Susu District, Langkat Regency. The sampling method used in this research is the accidental sampling method, which is a sampling procedure that selects a sample of people or units that are easiest to find or access. The data used in this research are primary data and secondary data. The data collection method uses instruments, namely observation, questionnaires and documentation.

Based on the research results of the Analysis of the Influence of Entrepreneurial Behavior on the Income of Lowland Rice Farmers which has been carried out, the following research results were obtained: (1) Characteristics of

lowland rice farmers in Pintu Air Village in general, among others, Most of the farmers are men who are in the age range is 36-45 years, while experience in farming is around 11-15 years with farmer education (elementary school and high school/vocational school) for most farmers, this business is the main livelihood.

(2) The most strongly agree with the entrepreneurial behavior of lowland rice farmers according to the order, namely hard working behavior, self-confident behavior, innovation behavior, responsive behavior to opportunities, disciplined behavior, and risk-taking behavior. (3) From the data obtained from the results of the questionnaire which was distributed to 54 respondents, the income of farmers from the first harvest ranged from 12,380,000 IDR to 44,900,000 IDR and the income from the second harvest ranged from 18,945,000 IDR to 59,790,000 IDR. Lowland rice farmers in Pintu Air village have an average income of almost 21,840,000 for the first harvest of lowland rice and an average of 30,040,250 for the second harvest. Based on the price and land area owned by each lowland rice farmer in Pintu Air village, Pangkalan Susu sub-district, Langkat Regency. (4) Based on the regression results of the entrepreneurial behavior variables (innovation, risk taking, responsiveness to opportunities, working hard, discipline, and self-confidence) together they have a significant effect on the dependent variable and the independent entrepreneurial behavior variable. (Innovative, Risk Taking, Diligent, Working Hard, Disciplined and Confident) on the dependent influence (Income) is 69.6% while the remaining 30.4% is influenced or explained by other variables not included in this research. Based on the regression results, entrepreneurial behavior variables (innovation, risk taking, responsiveness

to opportunities, working hard, discipline and self-confidence) partially influence income.

***keywords : Entrepreneurial Behavior, Income of Rice Farmers***