

THE CULTIVATION OF ENTREPRENEURIAL SPIRITS TO THE STUDENTS OF VOCATIONAL HIGHS SCHOOL (SMK) THROUGH SUBJECT OF ISLAMIC RELIGIOUS EDUCATION AND ETHICS

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Abstract: One important aspect that is needed in the face of the current industrial 4.0 era is how to interest entrepreneurs can thrive, especially in the younger generation. Vocational High School (SMK) as an educational institution is a very strategic place to instill entrepreneurial spirit. Planting the spirit of entrepreneurship to be more effective must be done through all subjects. The subjects of Islamic Religious Education (PAI) and Ethics (Budi Pekerti) are one of the compulsory subjects in Vocational School and should also contribute to instilling the entrepreneurial spirit. The form of contribution from Islamic Religious Education is in the way of non-technical skills that are strictly related to attitudes and behavior or character that must be possessed by an entrepreneur or in other words Islamic Religious Education contributes to instilling the spirit or spirit of entrepreneurial spirit in students. The cultivation of entrepreneurial spirit is not necessary by adding new material but can be integrated with PAI and Ethics learning material that already exists in the curriculum. The PAI teachers are an essential and central component in determining success in integrating PAI and Ethics character subjects with the entrepreneurial world. Therefore, the PAI teachers need to have adequate insight into entrepreneurship and create a conducive learning atmosphere to instill an entrepreneurial spirit in students.

Keywords: Entrepreneurship Spirits, Vocational School Students, PAI Subjects

INTRODUCTION

Facing the economy in the future, Indonesia is believed to be facing some challenges that must be overcome. Moreover, in early 2016 Indonesia participated in the implementation of the Southeast Asian free market or

commonly referred to as the Asean Economic Community (MEA). This situation of course greatly influences the economic condition of the Indonesian nation which cannot be said to be stable, especially in business competition and the challenges of potential local productivity. Therefore, the future condition of the Indonesian economy will be very much based on stretching entrepreneurs, both on a macro and micro scale.

However, unfortunately, as said by the former Minister of cooperatives and SMEs Anak Agung Gede Ngurah Puspayoga that number of businesspeople in Indonesia only about 1.65 percent of the current population. About the MEA, certainly this number very risky when compared with neighboring countries, such as Singapore amounted to seven percent and Malaysia Thailand four percent.¹

In another perspective, David Mc. Clelland said that countries that have many businesspeople are a country that its economy has the potential to move forward quickly and become a prosperous country. Therefore when there is no attempt to infuse the soul of entrepreneurship in the national agenda of a state, then the ideals to escape from poverty and rose grabbed the prosperity is merely a utopia. A nation will prosper if it has at least two percent of the population is an entrepreneur.²

One crucial aspect that is needed at this time is how to make an interest in entrepreneurship flourish. School as an educational institution is a place that is considered very strategic to instill this entrepreneurial spirit. There are at least three reasons why formal schools can instill an entrepreneurial spirit. First, schools are educational institutions that are highly trusted by the community for a better future. Second, the network already exists throughout the country. Third, through school can also reach and influence the families of students.³

Vocational High School (SMK) is a formal educational institution under the auspices of the Ministry of Education and Culture which has the aim, among others, of producing graduates who are ready to enter employment independently as entrepreneurs. With the age of students who are on average still productive to receive science and technology including entrepreneurship, Vocational School becomes very important in preparing graduates who are ready

¹ Agung Sasongko, "Jumlah Pengusaha Indonesia Hanya 1,65 Persen" dalam berita www.republika.co.id edisi Kamis, 12 Maret 2015, diakses pada tanggal 06 Februari 2016.

² Z. Heflin Frinces, *Be An Entrepreneur (Jadilah Seorang Wirausaha)*, cet. ke-1, (Yogyakarta: Graha Ilmu, 2011), p. 4.

³ Riant Nugroho, *Memahami Latar Belakang Pemikiran Entrepreneurship Ciputra* (Jakarta: PT. Alex Media Komputindo, 2009), p. 192.

for entrepreneurship. In the constitution, this shows that the implementation of Vocational Schools has a strategic role in encouraging the growth and development of the business world which will ultimately improve the economy and prosperity of the nation.

By these objectives, the vocational education program should be able to answer the challenges and changes of the era in the era of globalization, especially in the field of entrepreneurship to face the MEA. Based on the latest Central Bureau of Statistics (BPS) report in August 2015, the unemployment rate of vocational school graduates was the highest compared to other education level graduates.⁴ Of course, this reality is counterproductive to what is aspired. The interest in entrepreneurship that is expected to grow from the students of Vocational School is faced with the fact that most unemployed are born from this educational institution. Therefore there must be an effort to examine and track why this can happen. Furthermore, improvements to the ongoing education process must be sought.

The cultivation of the soul of entrepreneurship in students of SMK should not just be imposed on certain subjects only for example issues of Entrepreneurial Education, but simultaneously and integrated on each of the subjects taught in the CMS. Islamic religious education subjects (PAI) and the Character is one of the compulsory subjects in the curriculum structure of CMS should also participate in planting the entrepreneurial soul. implementation Islamic religious education and Manners in the Vocational secondary school (SMK) should be able to encourage and instill the entrepreneurial souls within protégé as one part of the preventive and curative activities against the phenomenon of the moment and anticipation in the future. This paper seeks to elucidate and elaborate contributions to the subjects of PAI and Manners in instilling the soul of entrepreneurship and encourage the spirit of autonomy regarding environmental economics at the Vocational secondary school (SMK).

The cultivation of entrepreneurial spirit in vocational students should not only be charged to particular subjects such as Entrepreneurship Education subjects, but simultaneously and integrated into each subject taught in Vocational High Schools. The subject of Islamic Religious Education (PAI) and Ethics is one of the compulsory subjects in the structure of the vocational curriculum should also contribute to the planting of the entrepreneurial spirit.

⁴ Herianto Batubara, "Lulusan SMK Paling Banyak Menganggur, Kenapa?" dalam berita www.news.detik.com edisi Jum'at, 06 November 2015, diakses pada tanggal 07 Februari 2016.

Organizing Islamic Religious Education and Ethics in Vocational Schools (SMK) should be able to encourage and instill the entrepreneurial spirit in students as one part of preventive and curative activities on current phenomena and anticipation in the future. This paper seeks to examine and highlight the contribution of PAI and Budi Pekerti subjects in instilling entrepreneurial spirit and encouraging self-reliance in economic matters within the Vocational High School (SMK) environment.

THEORETICAL FRAMEWORK

Definition of Entrepreneurial Spirit

Entrepreneurship is the equivalent of the word entrepreneurship (English), *unternehmer* (German), *ondernemer* (Dutch). This term begins with Richard Cantillon, namely entrepreneurial innovation and individual developing unique and new. Economist J.B. later popularized this term Say to describe entrepreneurs who can manage resources that are owned economically (effectively and efficiently) from a low level of productivity to a higher level.⁵ According to Coulter, entrepreneurship is often associated with the process, formation, or growth of a new business that is oriented to profitability, value creation and the establishment of new and unique products or services.⁶

Peter F. Drucker said that entrepreneurship is the ability to create something new and different. This definition contains the intention that an entrepreneur is a person who can create something new, different from others or able to create something different from what already exists. According to Yuyun Wirasasmita, entrepreneurship and entrepreneurship are current production factors that can mobilize and utilize other resources such as natural resources, capital, and technology, to create wealth and prosperity through the collection of jobs, income, and products needed by the community.⁷

From the description of the definition of entrepreneurship above, it can be concluded that entrepreneurship is synonymous with knowledge, personality or attitude, life philosophy or foundation of life, skill or skill, art (in finding ideas, inspiration and business opportunities requires imagination, visualization and thinking that sometimes must be opposed to general logic), profession, instinct,

⁵ Muhammad Anwar, *Pengantar Kewirausahaan Teori dan Praktik, cet. ke-1*, (Jakarta: Prenada Media Group, 2014), p. 2.

⁶ Yuyus Suryana dan Kartib Bayu, *Kewirausahaan Pendekatan Karakteristik Wirausahawan Sukses, cet. ke-4*, (Jakarta: Prenada Media Group, 20014), p. 25.

⁷ Yunus Suryana dan Kartib Bayu, *Kewirausahaan Pendekatan...*, p.25.

one's dreams and life choices. Based on the explanation above, it can be concluded that what is meant by entrepreneurial spirit is a life force in humans to work and produce something that is useful for the well-being of themselves and others, find new ways to use resources, reduce waste and open employment people like through creative ideas, innovative, dare to take risks and always look for opportunities that have not been thought of by others.

According to Yuyus Suryana and Kartib Bayu, the characteristics of entrepreneurial spirit are a character, psychological traits, morals or manners, which distinguish someone from others. The general features of entrepreneurship according to Suryana can be seen from various aspects of personality such as the soul, character, attitudes, and behavior of a person. The attributes of the entrepreneurial spirit can be examined from six essential components, namely self-confidence, results-oriented, risk-taking, leadership, independence and orientation in the future. These characteristics can be seen from several indicators as follows; (a) Full of confidence, the indicators are full of confidence, optimism, commitment, discipline, and responsibility; (b) has an initiative, the indicator is full of energy, deft in acting and active; (c) having achievement motives, the indicators are results-oriented and future insight; (d) has a leadership spirit, the indicator is to be brave to be different, to be trustworthy and robust in acting; and (e) dare to take calculated risks and therefore like challenges.⁸ In addition to these characteristics, there are still many other characteristics depending on the perspective and context of its application. Experts always express the aspects of entrepreneurial spirit with different concepts, but generally, have almost the same meaning. Among them is Geoffrey G. Meredith, he argues that there are six characteristics and character of entrepreneurial spirit, namely as follows:

1. Be confident and optimistic; his character is to have strong self-confidence, non-dependence on others and individualism.
2. Task-oriented and results-oriented, their character is a need for achievement, profit-oriented, have the strong, energetic, persistent and steadfast drive, determined to work hard and take the initiative.
3. Dare to take risks, and like challenges, his character is the ability to make reasonable risks.
4. Leadership, its character is to have the soul of a leader, quickly adapt to others and be open to suggestions and criticism.

⁸ *Ibid.*, p. 66.

5. Originality, his character is innovative and flexible.
6. Future-oriented, his character is to have a vision and perspective on the future.⁹

According To M. Scarborough and Thomas W. Zimmerer, there are eight characteristics of entrepreneurial soul that includes the following:

1. A sense of responsibility (desire for accountability) that have a sense of responsibility for the effort that he did. Someone who has a sense of responsibility will always remain committed.
2. Choose a moderate risk (preference for moderate risk), i.e., preferably a medium chance, meaning always avoid risk, either too low or too high.
3. Confident against the ability of self (confidence in their ability to success) that have high confidence over the ability of assets to gain victory.
4. Requires immediate feedback (desire for immediate feedback), which always involves the existence of instant feedback, wants to rapid success.
5. Passion and hard work (high level of energy) that have the desire and hard work to realize his wish for the sake of a better future.
6. Future-oriented (future orientation) that is future-oriented and have a perspective and insight into the far future.
7. Freedoms of Association have the skills (skill at organizing) that have skills in organizing resources for creating added value.
8. Appreciating the achievements (value of result over money), which is valuing feat more than money.¹⁰

Arthur Kuriloff and Jhon M. Mempil, put forward the characteristics of entrepreneurial spirit in the form of entrepreneurial values and behavior, as follows:

1. Commitment, which is completing the task to completion.
2. Moderate risk, namely not taking speculative actions, but based on mature calculations.
3. Look at opportunities, which are utilizing the opportunities that are as good as possible.
4. Objective, this is making real observations to get clarity.
5. Feedback, which is to release time performance data to guide activities.
6. Optimism, demonstrates great self-confidence even in difficult situations.

⁹ Geoffrey G. Meredith dkk, *Kewirausahaan: Teori dan Praktik, cet. ke-6*, (Jakarta: Pustaka Binaman Presindo, 1996), p. 5-6.

¹⁰ Suryana, *Kewirausahaan Kiat...*, p. 23.

7. Money, which is given seeing money as a resource, not an end.
8. Proactive management, namely managing based on future planning.¹¹

Someone who has an entrepreneurial spirit is always committed to doing his job so that he gets the expected results. He was not half-hearted in doing work because he was still diligent, tenacious and never gave up. The sign is not based on speculation, but rather a mature calculation. Therefore, someone who has an entrepreneurial spirit is always brave enough to take moderate risks, meaning that the risks taken are calculated so that the risks faced are not too high and not too low. Courage to face risks supported by firm commitments encourages someone to continue to struggle to find opportunities to get results. The results must be real, transparent and objective and provide feedback for the smooth running of activities. With a high spirit of optimism because there are expected results. An entrepreneurial person always manages money proactively and is seen as a resource, not an end.

The characteristics described above are essential elements of the quality of an entrepreneur. This quality provides a pretty clear picture that an entrepreneur is different from the other attributes that are not an entrepreneur and that element also at the same time illustrates the basis for the formation of a professional entrepreneur. A professional entrepreneur reflects that a person has made a planned and systematic choice to become an entrepreneur. Entrepreneurship as a profession means that the person concerned has plunged himself, scored himself and developed himself to live as an entrepreneur.

Planting the Spirit of Entrepreneurship in Islam

The principal and challenging aspect in forming the entrepreneurial spirit in a person is how to instill the spirit of entrepreneurial spirit in a person. The elements of the entrepreneurial spirit are combinations, mixtures, and interactions of various cultures and the values, characteristics, skills, expertise or competencies of entrepreneurship. As explained in the Frances study that one of the processes of the formation of an entrepreneur is due to offspring. But scientifically being an entrepreneur can be done in ways that include: (a) formal and informal education and/or training; (b) work in an organization engaged in the business sector; and (c) are in one environment, be it an organization or society in which various business activities or creativity occur continuously. This process can only happen if: (a) there is a strong willingness from the person

¹¹ *Ibid.*, p. 23-24.

concerned to become an entrepreneur and leader; and (b) the existence and creation of an environment and conditions (conditions) and situations (places or locations) that are conducive to the growth and development of an entrepreneurial spirit.¹²

About the efforts to instill and instill the entrepreneurship, the Islam as the perfect religion of God has given a clue to the human regarding the harmonious business, how to try and how humans must arrange with their respective relationships to grow to share benefits and can create prosperity and prosperity for all human beings. Islam not only to make people work for its interest in halal but also commands humans to work with others for the benefit and benefit of human life in this congregation. Therefore in the field of business and entrepreneur of Islam is providing clear clues to be made to make guidelines doing business and entrepreneurship.

Islam recommends Muslims to work hard, independent (*biyadihi*) and not crying.¹³ The Prophet Muhammad taught his people to traverse business (*a'mal*) or livelihood (*ma'isyah*) according to the orders of Allah SWT. In the Qur'an as the primary source of PAI and Budi Pekerti subjects, it is found that many verses ordered humans to work looking for Halal Rizki. The Messenger as the example of humankind has given a real example of an entrepreneur. Since the young, Prophet Muhammad was a hard figure and good trader. Even trade expeditions he does have covered across countries in the past. The plot of Prophet Muhammad in early trading is not separated from the fact that sues her to learn independent life to be able to minimize his dependence on his grandfather and uncle who are his guardians.¹⁴ Many verses of the Qur'an and the Hadith of the Prophet who can be a referral message of the entrepreneurial soul, the spirit of hard work and independence, including the following:¹⁵

He it is Who made the earth smooth for you, therefore go about in the spacious sides thereof, and eat of His sustenance, and to Him is the return after death. (Q.S. Al-Mulk [67]: 15).

267. O you who believe! Spend (benevolently) of the good things that you earn and or what We have brought forth for you out of the earth,

¹² Z. Heflin Frinces, *Be An Entrepreneur...*, p. 126-127.

¹³ Muhammad Anwar, *Pengantar Kewirausahaan...*, p. 125-126.

¹⁴ Muhammad Syafii Antonio, *Ensiklopedia Leadership dan Manajemen Muhammad SAW "The Super Leader Super Manager"* Jilid 2. *Bisnis dan Kewirausahaan*, (Jakarta: Tazkia Publishing, 2010), p. 12.

¹⁵ *Ibid.*, p. 29.

and do not aim at what is wrong that you may spend (in alms) of it, while you would not take it yourselves unless you have its price lowered, and know that Allah is Self-sufficient, Praiseworthy. (Q.S. Al-Baqarah [2]: 267).

But when the prayer is ended, then disperse abroad in the land and seek of Allah's grace, and remember Allah much, that you may be successful. (Q.S. Al-Jumu'ah [62]: 10).

The same thing can also be found in the surah At-Tawba: 105 [9]. Some of the Hadith also tells us the same thing with the paragraph above, among others:

"Verily, Allah loves a servant of his work. Anyone who worked hard to earn a living that halal for her family, she is the same as God's way of mujahid "(narrated by Abu Dawood, no. 4121).

"Seeking sustenance that halal is the obligation after obligation praying obligatory prayers" (narrated by Al-Bayhaqi, no. 1191).

"O God give blees to my people when (find rizki) morning" (narrated by Abu Dawood, no. 2608).

Also, the success of an entrepreneur in Islam is independent. It means excellence centered on his integrity, not from outside himself. It is in addition to raises reliability challenges, is also a warranty does not get caught up in negative and practices contrary to the rules, either both religious and state regulation of business. The integrity of Muslim entrepreneurial spirit can be seen of:¹⁶

1. Faith, trust, remembrance, and gratitude.

A Muslim entrepreneur has a firm belief in the truth of his religion as a way of salvation and that with his faith he will be superior. This belief will make him do business and work as a remembrance and trust and be grateful after his efforts.

2. Have vertical and horizontal motivation

Horizontal motivation can be seen in the desire to develop their potential and benefit others. Meanwhile, vertical motivation is intended as an encouragement to dedicate themselves to Allah SWT. This motivation serves as a driver, direction and priority setting.

3. Sacred intention and worship

¹⁶ Muhammad Anwar, *Pengantar Kewirausahaan...*, p. 129-132.

For a Muslim, running a business is a religious activity so that he must begin with a pure intention (*lillahi ta'ala*), the right way and purpose and the correct use of the results. Because with that he will get a guarantee of success from God.

4. Wake up consistently

The Prophet taught us to start working since the morning. After morning prayers, if not forced, you should not sleep again. Move to find fortune from your rabbits. Angels will come down and share sustenance from dawn until sunset.

5. Always trying to improve knowledge and skills

Science and skills are two pillars for the conduct of a business. Therefore, managing a business based on knowledge and skills by faith and piety is one of the keys to the success of a Muslim entrepreneur.

6. Honest

Honesty is one of the keywords in the success of a Muslim entrepreneur. Because an effort will not be able to develop itself without any connection with other people. While the success and permanence of relationships of other people or other parties is determined by the honesty of both parties.

7. Likes to connect with friendship

A Muslim entrepreneur must often conduct friendships with business partners and even with his customers. It is part of the integrity of a Muslim entrepreneur. Because from the Islamic perspective, friendship besides increasing the bond of brotherhood will also open up new business opportunities.

8. Carry out zakat, infaq, and alms

Carrying out zakat, infaq, and almsgiving must be a culture of Muslim entrepreneurs. According to Islam, it is clear, the assets used to pay ZIS will not be lost, even our savings will be doubled by Allah, in the world, and the hereafter.

9. Fasting, sunnah prayer and evening prayer

The relationship between business and family is like two sides of a coin that cannot be separated. As a Muslim entrepreneur, in addition to being a leader in his company, he is also a leader in his household. Familiarizing wives, children, to carry out fasting, sunnah prayers and evening prayers must be carried out by a Muslim entrepreneur, because it can provide spiritual provisions to run the business.

10. Caring for orphans

As an entrepreneur, caring for children is an obligation. Parenting means giving love and living (food, clothing, shelter and education fees). Even

better if we also provide provisions (knowledge, religion, and skills) so that they will be able to live their lives later on independently.

As a consequence of the importance of entrepreneurial activities, Islam emphasizes the importance of building and enforcing an entrepreneurial culture in every Muslim. Muslim entrepreneurial culture is human and religious, different from other cultures which may not make religion the basis of its work. Thus the effort of planting and instilling the spirit of Muslim entrepreneurship will encourage the birth of a Muslim person who is creative and reliable in carrying out his business. The entrepreneurial spirit in a person is not a hereditary factor but can be studied scientifically and grown for anyone. Efforts to plant and instill entrepreneurial spirit can be made if educators already have a high entrepreneurial spirit. The most important and the main thing about planting and instilling entrepreneurial spirit is the enthusiasm to continue to try and learn from experience.

FINDINGS AND DISCUSSION

The Spirit of Entrepreneurship in Material Teaching of Islamic Religious Education

The cultivation of entrepreneurial spirit in students at the vocational school level is not only an assignment and responsibility for certain subjects, but all subjects should contribute to the advancement of the entrepreneurial spirit. In this way, the advancement of entrepreneurial spirit in students will be far more meaningful and productive. The contribution of each subject is not the same, because each subject has different characteristics

The subject of Islamic Religious Education (PAI) and Budi Pekerti is one of the compulsory subjects in Vocational School and should also contribute in instilling entrepreneurial spirit for students. The contribution of PAI and Budi Pekerti subject in instilling the entrepreneurial spirit of students is certainly not the same as the form of contribution given by other subjects that are directly related to the world of entrepreneurship. If the type of contribution from other subjects is directly related to entrepreneurship, such as entrepreneurship subjects or subjects focusing on concentration of majors, be it audio video, electric power installations, wood construction, building drawings, automotive, machinery, multimedia and computers and networks, it provides technical skills or concrete actions in the form of direct teaching, training and guidance on entrepreneurial activities to students, while the types of contribution of PAI and Pekerti subject are in the kind of non-technical skills that are firmly related to

attitudes and behaviors that must be possessed by a person entrepreneurs or in other words PAI and Budi Pekerti subject contributes in instilling the spirit or spirit of entrepreneurial spirit in students.

The form of a contribution of PAI and Budi Pekerti subject in instilling the entrepreneurial spirit in students is not necessary by adding new material but can be integrated with PAI and Pekerti learning material that already exists in the curriculum. Based on the results of a review of the 2013 curriculum PAI and Budi Pekerti subject for Vocational School there are some subject matter that can be used as a way to instill an entrepreneurial spirit in students. The material includes verses of the Qur'an on the environment, buying and selling issues including problems with accounts payable, cooperation, conventional and sharia banking, moral element about honesty, truth, trust, hard work, and not easily discouraged. These materials can be briefly explained as follows.

1. Teaching Material in Grade X

a. I am always close to God

In learning this material, students are directed to believe, understand the meaning and apply the good behavior of al-Asma'u al-Husna in life. Asma'u Husna discussed in this material is very relevant to be used as media in instilling the spirit or spirit of entrepreneurial spirit. Asma'u Husna which is considered is al-Karim/God who very much has merit (the Most Noble, Most Generous, Most Gracious, Giver of Favors and Virtue), al-Mu'min (Giver of security), al-Matin (Mostly strong, firm in His qualities), Al-Jami (The One Who Gathered), al-Wakil (The One Who Represent or Maintain), al-'Adl (The Most Just), al-Akhir (Which The ultimate). After understanding the meaning of Asma'u Husna, students are expected to apply noble behavior by being generous people (al-Karim), being honest and providing security (al-Mu'min), becoming an independent person (al- Deputy), being a strong and firm person (al-Matin), having the character of a leader (al-Jami), being fair (al-'Adl) and being a devout person (al-Akhir). All of Asma'u Husna's study, if understood and integrated with the entrepreneurial world, will become the basis of the character of an entrepreneur in carrying out his activities.

b. Dressing in Islamic style is a mirror of personality and beauty

In learning this material, the students are directed to practice dress according to Islamic law, understand the meaning of Muslim clothing and cover their genitals, order to dress Islamic attire and apply good behavior. Wearing clothes that are under Islamic sharia aims to keep

- human dignity awake and will avoid various possibilities that will bring disaster and fatigue to him. The following are some noble behaviors that must be carried out as the practice of clothing in accordance with Islamic Shari'a, both in the family, school, or community, (1) courtesy and hospitality, (2) honest and trustworthy, (3) fond of worship (4) love to help others and (5) run *amar makruf* and *nahi munkar*. The entire contents of this learning material, if understood and integrated with the entrepreneurial world, will become an activity that should have been done and the character of an entrepreneur. Therefore the article about dressing Muslim and Muslim is a mirror of personality and beauty of self can be used as a medium to instill the entrepreneurial spirit of students
- c. Maintaining honesty as a reflection of personality

In learning this material, students are directed to understand the meaning of honesty, orders to be honest and apply good behavior by behaving honestly. Honest is a very generous behavior because the glory must be possessed by the prophets and apostles of Allah SWT. Half of the prophetic titles will be rested on people who always apply honest behavior, including the success of the Prophet Muhammad in trading are to promote honesty as the first capital. Therefore, it is evident that this material is very relevant to be used as media to instill entrepreneurial spirit. Because it cannot be denied anymore, that a profession as an entrepreneur must always be honest in all matters considering the entrepreneurial requirements with honesty values.

- d. Al-Quran and Hadith are the guidelines of my life

In this learning material, students are taught to understand the Koran, Hadith, and Ijtihad as a source of Islamic law and apply good behavior by making the Qur'an, Hadith, and ijihad a way of life. The teachings of Islam originating from the Koran, Hadith, and Ijtihad ordered to do well and leave evil. The Qur'an contains three aspects, namely *aqidah*, shari'a and *akhlak* that are universally applicable, which means that entrepreneurial activities have also been regulated in them and become part of the discussion of *mu'amalah* law and morality. Someone who makes the Koran and Hadith as a way of life, he will always try his utmost to realize the teachings of the Koran and Hadith in his life, familiarize himself with rational thinking while sticking to the Koran and Hadith and also always be careful heart in acting and implementing something, whether it can be done or abandoned. Evidence of an entrepreneur who holds fast to the Qur'an who ultimately gains success in trading is the

Prophet Muhammad SAW. Therefore, learning material about the Koran and Hadith as my life guide is relevant to be made into the media in instilling the spirit or spirit of the entrepreneurial spirit of students.

e. Imitating the struggle of the Prophet in Makkah

The purpose of learning material discussing struggle of the Prophet in Makkah is to invite students to understand the substance and strategy of the mission of the Prophet and apply good behavior by emulating the struggle of the Prophet. In the learning material, there is a part that is relevant to the world of entrepreneurship, which is applying a strict and unyielding attitude. To obtain success, it takes a firm, and stiff position as exemplified by the Prophet Muhammad SAW when he struggled to eradicate polytheism. See also how people who succeed in achieving their goals, they struggle to strive continuously tirelessly so that they reach in their dreams. There is no struggle without sacrifice, and there is no success without hard work and resilience. Thus, the material emulating the struggle of the Prophet Muhammad in Makkah is very relevant to be used as a medium in instilling the spirit of entrepreneurship with students.

f. Life with glory

In this learning material, learners are taught to understand and implement self-control, prejudice, and husnuzzan in everyday life by moving the brotherhood. One's ability to control and precisely well with all these people is perfect with the properties to do and applied by an entrepreneur in everyday life. The value is needed by a self-employed if you want to succeed in the field he does. Without self-control, precisely of the others and faltering the brother and make sure the business of business will fail, because entrepreneurship activities involve many people. So the material lives through the glory can be used as a medium in instilling spirit or spirit of entrepreneurial souls.

g. Enjoy searching for the beauty of the science and knowledge sharing

In learning materials, learners are directed to understand the meaning of pursuing knowledge and its virtue, able to mention laws of seeking knowledge, and implementing the precious behavior with always learning and teaching knowledge. Technically it is evident that an entrepreneur must continually learn and teach knowledge. If an entrepreneur does not want to learn, then it can be certain he cannot compete with other competitors. So this material is highly relevant to make the media in instilling spirit or spirit entrepreneurial soul of learners.

2. Teaching Material in Grade XI

a. Al-Qur'an as a way of life

In learning this material is directed at learners understand the importance of the books of Allah, the differences of *kitab* and the *suhuf* book as well as the recipient. Then students asked to apply this behavior by making the Glorious Qur'an as a guide to life. By making the Qur'an, Allah will life guidelines promising salvation upon himself. It is true that the success of the Prophet Muhammad in trading is caused by his using of the Qur'an as guidance in doing daily activities included in the activities of its trade. Thus the material of the Qur'an as a guide to life can be used as media in imparting the entrepreneurial spirit or spirit soul learners.

b. Live comfortably with honest behavior

In the learning of the comfort of this honest behavior, learners are directed to understand honest behavior, the virtue of honest behavior, the homestead, the disaster of lies and hymns prevalence honestly. As in the discussion of the previous section, that honesty is a fundamental value to be held and in use in entrepreneurial activities. Honesty in this entrepreneur is fundamental to implement in entrepreneurship activities if an entrepreneurial wants to succeed in entrepreneurship as example of the Messenger of Allah Muhammad Saw. Based on the explanation, the teaching material of honest behavior is highly relevant to be used as a medium to instill entrepreneurial spirit.

c. Tell from me to others although one *ayat*

In learning this material, students are directed to understand the sense and importance of preaching (*khutbah*, *dakwah*, and *tabligh*). As already mentioned in the previous section, that's been very clear that in the Qur'an or Hadith that orders Muslims to not despair in searching for sustenance or the grace of God Almighty, then the Messenger has also confirmed that nine times out of ten the door there is a provision in the trade. It explains that the material conveys me although one verse is relevant for the media in imparting the entrepreneurial spirit into learners.

d. The golden age of Islam

Learning material about the Islamic heyday teaches students to understand the periodization of Islamic history, the heyday of Islam and figures in the heyday of Islam. In this material discussed, one form of Islamic glory is shown by the intense stretch of the economy at that time

which significantly affected the welfare of the community, with the strength of the economy affecting all other sectors. As mentioned by David Mc. Clelland, a country that has many entrepreneurs, is a country whose economy has the potential to move forward and become a prosperous country. Therefore if there is no effort to instill the entrepreneurial spirit in the national agenda of a state, then the aspiration to escape poverty and rise to prosperity is the only utopia. A nation will prosper if it has at least two percent of the population is an entrepreneur.¹⁷ Based on this explanation it can be concluded that this learning material is very relevant to be used as a medium in instilling the entrepreneurial spirit of students.

- e. Building a nation through obedient behavior, competition in goodness and work ethic

In this learning material, students are directed to understand the importance of obeying rules, competition in goodness and having a high work ethic. Like the character of an entrepreneur, it is obvious that he must have a high work ethic, be able to compete healthily and behave nobly. So from that Islamic education material about building the nation through obedient behavior, competition in goodness and work ethic is very relevant to be used as a medium in instilling the spirit or spirit of the entrepreneurial spirit of students

- f. The apostles were lovers of Allah SWT

In this material, students are directed to understand faith in the apostles of Allah SWT, understand their characteristics, understand their duties, and wisdom in believing in the messengers of Allah SWT. In this material, it is also mentioned that the mandatory nature of the apostles includes *As-Siddiq*, *Al-Amanah*, and *Al-Fatanah*, which are strictly related to the character of an entrepreneur. Entrepreneurs if they want to achieve success, they must say accurate, trustworthy and intelligent, as exemplified by the Prophet Muhammad SAW in trading. Therefore, this material is very relevant to be used as a medium in instilling the spirit or spirit of the entrepreneurial spirit of students.

- g. Islamic economic principles and practices

Islamic learning material that discusses the principles and practices of Islamic economics is very clearly relevant to be used as a medium in instilling the entrepreneurial spirit of students. In the discussion of this

¹⁷ Z Heflin Frinces, *Be An Entrepreneur...*, p. 4.

material, students were invited to understand *mu'amalah*, the types of *mu'amalah*, *syirkah*, banking and *syariah* insurance within the scope of Islam.

h. Awake and arise, o Islamic fighters

In this learning material, students are taught to understand modern-day Islam, figures of the modern Islamic world renewal and examine the development of modern-day Islam. One of the reformist figures discussed in this material is Muhammad Ali Pasya; he mentioned that the decline of Muslims was caused by several factors, including the weakness of the ummah's economy which resulted in the next generation being unable to get an education. As a result, setbacks in all fields are inevitable, including the world of education *and* the military which requires much money. Therefore if Muslims want glory again one of the critical factors that must be corrected is the economy of the Muslims themselves, from this brief description the material builds up and rises O relevant Islamic fighters to be used as a medium in instilling the entrepreneurial spirit of students.

3. Teaching Materials in Grade XII

a. Believing that *Qada* and *Qadar* caused enthusiasm to work

This learning material that discusses *Qada* and *Qadar* directs students to understand the nature of *Qada* and *Qadar*, the meaning of faith in *Qada* and *Qadar* and the wisdom of belief in *Qada* and *Qadar* which then gives birth to the spirit of work. From this material, it can be seen that Allah SWT has determined human destiny since before he was born. Even though humans have determined every fate, it does not mean that humans only stay waiting for their future without effort. Humans are still obliged to try because success does not come by itself. This enthusiasm for work is the value of someone who runs entrepreneurial activities. Therefore the material of Islamic religious education is relevant to be used as a medium in instilling the entrepreneurial spirit of students

b. Turn on conscience by thinking critically

In this material, students are taught to understand the command of critical thinking, the essential nature of thinking and the benefits of critical thinking. This material directs students to think critically about the verses of Allah (Divine Information), namely trying to understand them from various sources, analyzing and contemplating their contents, then following up with positive attitudes and actions. Regarding entrepreneurship, many verses and hadith can be used to instill the

entrepreneurial spirit of students as explained in the previous chapter, so this material is also relevant to be used as a media to disseminate the entrepreneurial spirit in students.

c. Get blessings with *mawaris*

In learning this material, students are taught to understand what is *mawaris*, the law of *mawaris*, the provisions of *mawaris*, the distribution of *mawaris* and the benefits of *mawaris*. In explaining the benefits of *mawaris*, it is stated that the importance of leaving offspring in a state of well-being is better than going him in poor condition, then it is essential to understand that someone who dies by inheriting his property is better than someone who died without leaving anything to his descendants. From here the teacher relates to the discussion such as the importance of a believer working intelligently by being able to read the opportunities and potential that is around him, which means that this learning material is also relevant to be used as a medium to instill the entrepreneurial spirit in students.

Based on the description above, it can be concluded that there are a lot of materials taught in PAI subjects of 2013 Curriculum that can be used to instill the entrepreneurial spirit of students in Vocational Schools. These materials are very appropriate and relevant to be processed and further developed by PAI teachers and used as a way to instill the entrepreneurial spirit in students.

The Role of PAI Teacher in Planting the Entrepreneurial Spirit

In the description above, it has been stated that there are many teaching materials of PAI that contain values to support the planting and development of entrepreneurial spirit in students. This opportunity will be realized if supported by the role of PAI teachers to implement in the learning process. The success of instilling an entrepreneurial spirit will mostly return to the teacher, how he can cultivate and develop the learning of PAI. It departs from the assumption that teachers, including PAI teachers, are a decisive component in the overall education system. Teachers play a leading role in the development of education, especially those formally held in schools.

The teacher also determines the success of students, especially concerning the teaching and learning process. The teacher is the most influential component in creating quality education processes and outcomes.¹⁸ Therefore, PAI teachers must be someone who masters science (Islamic religion) as well as transfers

¹⁸ E. Mulyasa, *Standar Kompetensi dan Sertifikasi Guru*, (Bandung: Remaja Rosdakarya, 2007), p. 5.

knowledge or knowledge (Islam), *amaliyah* (implementation), can prepare students to grow and develop their intelligence and creative power for the benefit of themselves and society. Besides, SMK PAI teachers need to have adequate insight into entrepreneurship and create a conducive learning environment to instill the entrepreneurial spirit in students. Teachers must be able to be a model or central self-identification and consultant for students, have information sensitivity, intellectual, moral and spiritual, able to develop interests, talents of students and be able to prepare students to be responsible in building civilizations that are blessed by Allah.¹⁹

CONCLUSION

The cultivation of entrepreneurial spirit in students, especially in Vocational High School (SMK), is an essential thing for the birth of tough young entrepreneurs. The cultivation of entrepreneurial spirit is not only an assignment and responsibility for certain subjects, but also all subjects should participate. In this way, the advancement of entrepreneurial spirit in students will be far more meaningful and productive. PAI subjects are one of the compulsory subjects in Vocational School, and should also contribute to instilling entrepreneurial spirit for students. The contribution of PAI is in the form of non-technical skills that are firmly related to attitudes and behavior or character that must be possessed by an entrepreneur or in other words PAI contributes in instilling the spirit or spirit of entrepreneurial spirit in students.

The cultivation of entrepreneurial spirit in SMK students through PAI subject is not necessary by adding new material but can be integrated with PAI learning material that already exists in the curriculum. Based on the results of a review of the 2013 curriculum PAI subject for Vocational School there is some subject matter that can be used as a way to instill an entrepreneurial spirit in students. The material includes verses of the Qur'an on the environment, buying and selling issues including problems with accounts payable, cooperation, conventional and sharia banking, good article about honesty, truth, trust, hard work, and not easily discouraged.

SMK PAI teachers are an essential and central component in determining success in integrating PAI subject with the entrepreneurial world. Therefore, SMK PAI teachers in addition to having to master their fields of expertise also

¹⁹ Muhaimin, *Pengembangan Kurikulum Pendidikan Agama Islam di Sekolah, Madrasah dan Perguruan Tinggi*, (Jakarta: PT. Raja Grafindo Persada, 2005), p. 47.

need to have adequate insight into entrepreneurship and create a conducive learning atmosphere to instill an entrepreneurial spirit in students

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