

THE EFFECT OF BUSINESS CAPITAL AND LABOR QUALITY ON THE SUCCESS OF MSME BUSINESSES

Larasati^{1*}, Lili Syafitri², Mutiara Kemala Ratu³

¹ Student of the Faculty of Accounting Economics, Universitas Indo Global Mandiri, Palembang

^{2,3} Lecturer at the Faculty of Accounting Economics, Universitas Indo Global Mandiri,
Palembang

E-mail: ¹⁾ Larasatias0001@gmail.com

Abstract

This study aims to determine the effect of business capital and labor quality on the success of clothing sewing services in Ilir Timur I district, Palembang city. The research used a quantitative analysis method. The population in this study consisted of 186 business actors in clothing sewing services, and the sample used was 65 respondents, selected through simple random sampling. Primary data was collected through questionnaires distributed to clothing sewing service businesses in Ilir Timur I District, Palembang City. The data analysis technique used multiple linear analysis with the SPSS version 25 program. The results showed that both business capital and labor quality have a positive and significant influence on the success of clothing sewing services in Ilir Timur I District, Palembang City, either partially or simultaneously.

Keywords: Business Capital, Business Success, Labor Quality

1. INTRODUCTION

Indonesia is one of the developing countries where there is a strong focus on economic development and growth towards a better direction. Essentially, Indonesia's economy relies on people's economy, as evidenced by the growth of Micro, Small and Medium Enterprises (MSMEs). MSMEs are economic activities carried out by the community to earn a living (Reza & Immanuela, 2022). Currently, MSMEs are growing rapidly in the midst of society. The continuous development of MSMEs is marked by the increasing number of MSMEs that emerge and offer a diverse range of products. Business owners are the key to the success of a business in an increasingly competitive industry, especially for small-scale businesses with high levels of competition like MSMEs (Hertati & Zarkasyi, 2015; Syafei & Jalaludin, 2021).

Generally, anyone who wants to start a business requires capital for the smooth operation and development of their business. Without capital, a business unit may not be able to function and grow. Therefore, capital is a crucial aspect for any business, whether it is small, medium or large-scale. The operational activities of a business also rely on the available business capital (Kamaludin, 2018). Capital is a factor that plays a significant role in the development process of a business, as it is required when an entrepreneur intends to establish a new business or expand an existing one. By increasing the amount of capital used, it will increase revenue, as the higher the capital used, the more revenue the business will generate due to its expanded scale with the presence of a large capital (Ade Tati, 2021; Hertati, 2015b).

By starting a business, a person will know whether the business will grow and succeed in the future or not. Entrepreneurial ability can also affect business success. Good entrepreneurial skills will drive success, as business practitioners already have the knowledge and skills to create something new (Ginting & Syamsuri, 2021). herefore, it

is necessary to have skilled workers in their field to support the work process (Hertati et al., 2019; Seran & Prayekti, 2022). The stronger the foundation is built, the more solid the house will be, just as the influence of capital in a business, its presence becomes the initial foundation of the business to be built. Some capital required to run a business include determination, experience, courage, knowledge, and money, but most people are hindered from starting a business because it is difficult to obtain money. Having business capital is crucial for conducting business operations. This implies that a specific amount of financial resources is essential for measuring the business's financial performance. Business capital can be obtained from various sources such as personal investments, government grants, and financial institutions including both banks and non-banks. Capital is a prerequisite for carrying out any business activities and the amount of capital available will have a significant impact on the company's revenue and overall development. Capital is very important in establishing a business, and the amount of capital required depends on the size of the business established (Hertati, 2015a; Lestari & Hertati, 2020).

Based on the background above, this study aims to determine the effect of business capital and labor quality on the success of garment sewing services in the Ilir Timur I District of Palembang City. The research findings will provide insights into the factors that contribute to the success of clothing sewing services, which can be used as a reference for business actors in the industry to improve their business performance. This study can also be used as a basis for further research in the field of entrepreneurship and business management.

2. LITERATURE REVIEW

2.1. Business Capital

Business capital usually refers to assets that are used to generate income or increase wealth. Business capital also means assets that can be valued in terms of money and used to finance all entrepreneurial activities. The operational activities of a business also depend on the available business capital (Kamaludin, 2018). Capital is a factor that plays a fairly important role in the development process of a business, because capital is needed when entrepreneurs want to establish a business or expand an existing one (Syafarudin & Hertati, 2020). Capital can be physical or non-physical. In a physical sense, capital is defined as everything that is attached to the intended production factor, such as machinery and production equipment, vehicles and buildings. Capital can also be in the form of funds used to purchase all variable inputs for use in the production process to produce industrial output. Capital is used from the beginning of industry construction until the industry operates. Capital is useful for purchasing various production inputs, including the location of the company. For companies, capital plays a very important role. Capital is usually found in its operational area and to obtain it is determined by its own environment. In developing countries, the development of industrial companies is slow due to the scarcity of capital availability (Sahban & SE, 2018).

2.2. Labor Quality

The workforce is defined as any person who is able to perform work that produces goods and/or services that are useful for themselves or society in general. The workforce is referred to as human resources, personnel, workers, employees, or staff. The workforce is an important production factor to consider in the production process not only in terms of the availability of workforce but also their quality (Dewi, 2020). The workforce is an equally important factor in increasing income because they are the driving force in the production process. By increasing productivity, it will stimulate production income which will also increase (Nurzam, 2021).

2.3. Business Success

Good entrepreneurial skills can contribute to success, as business owners have the knowledge and skills to create something new (Ginting & Syamsuri, 2021). An entrepreneur's ability to generate innovative ideas and remain optimistic, with a positive mindset, is one of the keys to success. The success of a business or company can be seen through its progress (Muslih, 2021). This study also focuses on labor, but the difference is that the previous research focused on the financial performance quality provided by rice-drying labor to customer satisfaction, while this current research focuses on financial performance effectiveness. In running a business, one of the supporting factors needed is capital. If we compare starting a business to building a house, having capital is an essential part of it.

2.4. The Influence of Business Capital on Business Success in Clothing Sewing Services in Ilir Timur I District, Palembang City

Capital in the form of money is needed to finance all business needs. In a business, working capital is closely related to business development and various other activities aimed at generating profits or income, as well as adding capital to improve product quality so that sales turnover can increase (Aprilia & Melati, 2021). Without adequate capital, the business being run will not be in line with the expected results. Brick production depends on capital and labor. The factors of capital and labor have a very close relationship with the products produced (Hertati et al., 2019). The product as the output of the production process is highly dependent on the production factors as inputs in the production process. The available capital must be able to finance daily expenses or operations. The amount of capital used in the business will certainly affect the income earned by the entrepreneur (Hertati & Sumantri, 2016). Adequate capital is needed to ensure that the production process runs smoothly. Meanwhile, labor is a very important production factor in influencing income levels, as it is a driving factor for other inputs. The amount of production obtained is highly determined by the production factors used (Hertati & Zarkasyi, 2015).

H1: Business capital has a positive and significant effect on business success.

2.5. The Influence of Labor Quality on Business Success in Clothing Sewing Services in Ilir Timur I District, Palembang City

Every person who is capable of performing work to produce goods and/or services to fulfill their own needs or those of the community is called labor. Business actors must improve the specifications of their workforce, including the skills and knowledge they possess. This way, the production process can run maximally and the resulting products

can be of good quality (Apriliani & Widiyanto, 2018). Quality labor will help a business to develop further and achieve its goals. The similarity with the research conducted by the researcher lies in the influence of capital and labor, but the difference is that the previous research discussed the impact of capital and labor of traditional batik craftsmen on the level of production, whereas the current research discusses the influence of capital and labor on the productivity of the brick industry. The difference in this study is the type of production that will be examined (Ilyas & Hertati, 2022; Lestari & Hertati, 2020).

H2: The quality of the workforce has a positive and significant effect on business success

2.6. The Influence of Working Capital and Labor Quality on the Success of MSME Businesses

Capital in business also means an asset that can be valued in money and used to finance all entrepreneurial activities. Capital is also the main foundation in running a business to meet production needs with the aim of generating profit (Apriliani & Widiyanto, 2018; Naully et al., 2022). In addition, labor also plays an important role in entrepreneurial activities because without labor, no product or goods can be produced. The sufficient number of labor is not only seen from the availability of enough labor but also the quality of the labor itself (Jalaliah et al., 2022). Although they both examine capital and labor, the difference lies in the type of production being studied. The previous study focuses on kerbau skin crackers production, while the current study focuses on brick production. There is also a difference in the location where the samples are taken (Hertati, 2021; Hertati & Sumantri, 2016).

H3: Business Capital and Labor Quality Have a Positive and Significant Influence on Business Success

3. RESEARCH METHODS

The researcher used a quantitative research method, and the data source used in this study was primary data. The primary data obtained in this study were from questionnaires distributed to clothing tailoring business owners in the Ilir Timur I sub-district of Palembang City.

The population under study consists of all the tailoring services located in the Ilir Timur I sub-district of Palembang City. The study population includes all the micro, small, and medium enterprises (MSMEs) that provide clothing tailoring services in the aforementioned area. The number of MSMEs in the Ilir Timur I sub-district of Palembang City was obtained from the Palembang City Cooperative and MSME Office in 2021 and amounted to 186 businesses. The sampling technique used for this study was simple random sampling, which involves selecting samples randomly from the population members. The study utilized a sample size of 65 respondents.

In this study, the author used the multiple linear regression analysis technique. Furthermore, the questionnaires that had been filled out by the respondents were calculated and processed using SPSS version 25.0. The method used in processing data in this study is data quality testing (validity and reliability tests), classical assumption tests (normality test, multicollinearity test, and heteroscedasticity test), multiple linear regression analysis, and hypothesis testing.

4. RESULTS AND DISCUSSION

To conduct this research, questionnaires were distributed to the chosen respondents, specifically the clothing tailoring services in Ilir Timur I District of Palembang City. The study utilized the dependent variable of business success, and the independent variables of business capital and labor quality. The data processing program used was version 25 of SPSS.

4.1. Multiple Linear Regression Test

This test aims to determine and prove the truth about the influence of independent variables on the dependent variable using regression analysis, where the independent variables are Business Capital (X1) and Labor quality (X2), and the dependent variable is Business Success (Y).

Table 1. Multiple Linear Regression Test Results

Coefficients ^a						
Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Betas		
1	(Constant)	10.466	3,038		3,445	,001
	Business capital	,075	,144	,063	4,523	,003
	Labor Quality	,616	,123	,606	5,000	,000
a. Dependent Variable: Business Success						

Source: Processed Outputspss 25, 2022

The constant value is 10.466 and the regression coefficients are 0.075 (X1) and 0.616 (X2). The regression equation is $Y = 10.466 + 0.075 (X1) + 0.616 (X2) + e$. From the equation above, the detailed explanation of the effect of each variable, namely business capital and quality of labor, on business success is as follows:

- 1) The value of a at 10.466 is a constant or a state when the success of the business variable is not influenced by other variables, namely the business capital variable (X1) and the quality of labor variable (X2).
- 2) The value of b1 (regression coefficient of X1) at 0.075 indicates that the business capital variable has a positive influence on business success, meaning that every increase of 1 unit of business capital will affect the success of the business by 0.075 units.
- 3) The value of b2 (regression coefficient of X2) at 0.616 indicates that the quality of labor variable has a positive influence on business success, meaning that every increase of 1 unit of labor quality will affect the success of the business by 0.016 units.

4.2. Classical Assumption Test Results

4.2.1. Normality Test

The normality test is performed to determine whether the independent or dependent variable exhibits a normal distribution. The Kolmogorov-Smirnov formula is commonly used to conduct this test, where a significance level > 0.05 indicates that the data is normally distributed, whereas a significance level < 0.05 indicates that the data is not

normally distributed.

Table 2. Normality Test Results

One-Sample Kolmogorov-Smirnov Test		Unstandardized Residuals
N		65
Normal Parameters, ^b	Means	,0000000
	Std. Deviation	1.58664850
Most Extreme Differences	Absolute	,106
	Positive	,077
	Negative	-,106
Test Statistics		,106
Asymp. Sig. (2-tailed)		,069 ^c
a. Test normal distribution.		
b. Calculated from data.		
c. Lilliefors Significance Correction.		

Source: Processed Outputspss 25, 2022

Since the Asymp. Sig (2-tailed) value is 0.69, which is greater than the significance level of 0.05, it can be inferred from the Kolmogorov-Smirnov normality test that the data meets the normality assumption or is normally distributed. In addition to this test, the researcher also utilized a histogram and normal probability plot graphs to confirm the normality test results.

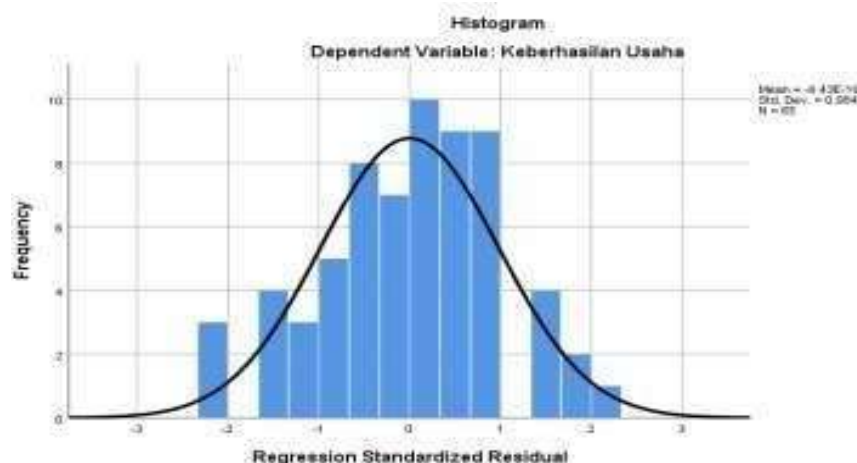


Figure 1. Normality Test Histogram Graph

The normal P-P Plot graph of the data residuals shows that the data is following a normal distribution. Therefore, the residual data is normally distributed and the regression meets the assumption of normality.

4.2.2. Multicollinearity Test Results

The purpose of this test is to evaluate whether there is any correlation among independent variables in a regression model. The assessment is conducted by examining the tolerance and variance inflation factor (VIF) values, where the presence of multicollinearity can be inferred from a VIF value > 10 or a Tolerance value < 0.01 .

Conversely, if the VIF value is < 10 or the Tolerance value is > 0.01 , it is interpreted as an absence of multicollinearity.

Table 3. Multicollinearity Test Results

Coefficients ^a							
Model	Unstandardized Coefficients		Standardized Coefficients	Q	Sig.	Collinearity Statistics	
	B	Std. Error	Betas			tolerance	VIF
1 (Constant)	10.466	3,038		3,445	,001		
Business capital	,075	,144	,063	,523	,003	,734	1,362
Labor Quality	,616	,123	,606	5,000	,000	,734	1,362

a. Dependent Variable: Business Success

Source: Processed Outputspss 25, 2022

The result of the multicollinearity test shows that the tolerance value for business capital (X1) is $0.734 > 0.01$, and for labor quality (X2) the tolerance value is $0.734 > 0.01$. Meanwhile, the VIF value for the business capital variable (X1) is $1.362 < 10.00$, and for labor quality (X2) it is also $1.362 < 10.00$.

4.2.3. Heteroscedasticity Results

The heteroscedasticity test determines whether the regression model has similarities or differences between observations. The Glejser test results can be used to determine the presence or absence of heteroscedasticity.

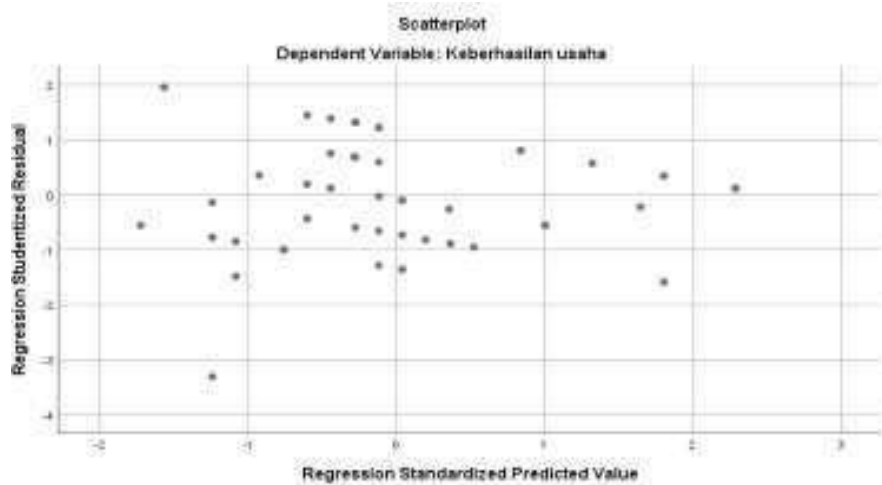
Table 4. Glejser Test Results

Coefficients ^a						
Model		Unstandardized Coefficients		standardized Coefficients	Q	Sig.
		B	std. Error	Betas		
1	(Constant)	6,624	3,788		1,749	.093
	Business capital	-.051	.145	-.070	-.352	.728
	Labor Quality	-.195	.129	-.302	-1,512	.144

a. Dependent Variable: Abs_Res

Source: Processed Outputspss 25, 2022

The variable of business capital has a value of 0.728, while the variable of labor quality has a value of 0.144. As the significance value is greater than 0.05, it can be concluded that there is no indication of heteroscedasticity, and this study did not identify any problems related to heteroscedasticity. Additionally, the researcher also provided scatterplot graphs to support the statistical results of the heteroscedasticity test.



Source: Processed Outputsps 25, 2022

Figure 2. Heteroscedasticity Test Results

The scatterplot graph presented in Figure 2 indicates that the points are evenly spread above and below the line of 0, which suggests that there is no heteroscedasticity present in the regression model used in this study. Therefore, the regression model is considered suitable for predicting business success using the independent variables of business capital and labor quality.

4.3. Hypothesis testing

4.3.1. Simultaneous Test Results (F Test)

Simultaneous test (F test) is used to determine whether there is a simultaneous or simultaneous influence between the Capital (X1) and Labor Quality (X2) variables on the Business Success variable (Y) with a significant value of 0.05.

Table 5. Simultaneous Test Results

ANOVA ^a						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	58,171	2	29,085	15,377	,000 ^b
	Residual	117,275	62	1,892		
	Total	175,446	64			
a. Dependent Variable: Business Success						
b. (Constant), Labor Quality, Business Capital						

Source: Processed Outputsps 25, 2022

The results of the F test (simultaneous) in table 5, it can be seen that the significant value for the influence of business capital (X1) and quality of labor (X2) on business success (Y) is $0.00 < 0.05$ and the F statistic value is $15.377 > F_{table 2, 76}$. This proves that H_0 is rejected, H_3 is accepted. This means that there is a significant influence of business capital (X1) and labor quality (X2) on business success (Y).

4.3.2. Partial Results (t test)

The t test is used to determine the effect of each independent variable, namely business capital (X1) and labor quality (X2) on the dependent variable, namely business success (Y) with a significant value of 0.05.

Table 6. Partial Test Results

Coefficients ^a					
Model		Unstandardized Coefficients		Standardized Coefficients	Sig.
		B	std. Error	Beta ^a	
1	(Constant)	10.466	3,038		,001
	Business capital	,075	,144	,063	,003
	Labor Quality	,616	,123	,606	,000

a. Dependent Variable: Business Success

Source: Processed outputspss, 2022

Based on the results of the t (partial) test in table 6, it can be seen that the significant value for the effect of working capital (X1) on business success (Y) is $0.03 < 0.05$ and the tstatistic value is $4.523 > t_{table} 1.670$. This proves that H0 is rejected, H1 is accepted. This means that business capital (X1) has a positive and significant effect on business success (Y). While the significant value for the influence of labor quality (X2) on business success (Y) is $0.00 < 0.05$ and the tstatistic is $5,000 > t_{table} 1,670$. This proves that H0 is rejected, H2 is accepted. This means that the quality of labor (X2) has a positive and significant effect on business success (Y).

4.3.3. Determinant Coefficient Test Results (R²)

The determinant coefficient test aims to measure how far the percentage (%) of the ability of the variable or contribution of influence is given by the influence of the independent variables on the independent variables.

Table 7. Coefficient Test Results (R²)

Model Summary ^b					
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.576 ^a	.332	.310	1,375	1,780

a. Predictors: (Constant), Labor Quality, Business Capital

b. Dependent Variable: Business Success

Source: Processed outputspss, 2022

The test results of the determinant coefficient (R²) are influenced by the coefficient value of R Square (R²) of 0.310 or 31.0%. So it can be concluded that the magnitude of the influence of business capital variables (X1) and labor quality (X2) on business success (Y) is 31.0%.

5. CONCLUSION

The conclusion of this study is as follows: Firstly, Business Capital Partially Has a Positive and Significant Influence on the Success of Clothing Sewing Services in Ilir Timur I District, Palembang. Secondly, Labor quality Has a Positive and Significant Influence on the Success of Clothing Sewing Services in Ilir Timur I District, Palembang. Thirdly, Business Capital and Labor quality Have a Positive and Significant Influence on the Success of Clothing Sewing Services in Ilir Timur I District, Palembang. Another important factor is the workforce. In production activities, the workforce cannot be separated as it is the dominant factor for smooth production activities. With sufficient workforce, production activities can be carried out quickly, and the output produced is higher. Conversely, if there are only a few workers, the amount of production will be limited. As known, the workforce is anyone who is capable of performing work to produce goods or services to fulfill their needs or for the community.

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