

## HOME VISIT: STRATEGIES OF TRAINING PROVIDER INSTITUTIONS IN IMPROVING THE QUALITY OF SKILLS OF LEARNERS IN SOUTH JAKARTA

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### ABSTRAC

Providing employment for the community requires workers who have mastered certain skills, therefore there is a need for training providers that can develop and improve the quality of a person's skills to make it more feasible to get a job or open an independent business. Training program providers can use the stay and home visit method to facilitate and expand the reach of trainees and control and assistance carried out by tutors. The strategy can utilize technology to market and can utilize direct communication. The research this time uses the Literature Study method which utilizes reading sources from scientific articles, books, and research that discuss the strategy of training providers using the home visit method to improve the quality of the skills of learning citizens. The findings obtained from various sources are that the home visit method facilitates access for students to receive learning anywhere and facilitates community service and the home visit method in a training institution results in an increase in the skills of learning citizens in certain skill areas.

**Keywords: Home Visit, Skills, Training**

### INTRODUCTION

Skills to enter the world of work are needed if you want to get a job quickly, because someone who has skills in something will be the company's privillage when recruiting prospective workers. The skills required by trainees will vary from being proficient in using technology, proficient in creating teaching media, proficient in public speaking, and others.

The method of conducting training programs varies depending on whether the training organizer wants to focus on the range of training or maintain and develop the training location. Some methods of organizing training use the stay at the training location method so that participants come to the training organizer and there is also a home visit method in this case the tutor or facilitator visits the participant's location. Both of these can be done by all institutions and tutors to strengthen effective ways of learning and have good learning outcomes and other impacts make will expand the range of participants.

Home Visit is defined as a service that helps solve problems that occur by learning citizens who are assisted by tutors or facilitators in a responsive manner. To measure the success and ability of the tutor and the organizing institution is required to hold an evaluation every year. The definition of home visit is defined as a way to detect families in relation to individual or student problems.

From various reading sources, it is stated that the home visit method for training and services will have a positive impact because it will attract people to utilize these methods and services in the area where they live. In addition, this method will also make it easier for the community to take part in training because there is no need to come to the training center to improve their skills but now it is flexible to suit the community.

In determining the strategy, the institution has certainly searched in detail regarding the advantages and disadvantages of the home visit method, this is intended so that the institution is right on target in choosing the area and participants who will take part in home visit training. Although there are no regional criteria for conducting a program, it should be noted whether it will be balanced with the facilitators and tutors at the training provider. In addition, it must pay attention to the components in applying the home visit method. The components in the home visit consist of the case or target problem, the family, and the counselor or tutor who will be a companion during the quality improvement process.

In an excerpt from Ahmad Kamil's journal article (Kamil, 2015) an activity that results in employment becoming strong and varied in creativity and the ability to create that utilizes human creativity, skills, and talents is referred to as the creative industry. The creative industry with the creative economy is an interrelated unity because both produce an impact on the economic recovery of a country, with the creative industry prioritizing human creativity driven by the creative economy in marketing and strengthening a product of human creativity that is able to compete with other regions of the country. In various regions of the country, the provision of employment has increased since the emergence of creative industries for the economy of a country.

Discussing creative industries, it is necessary to know together about the creative industry area including 16 sub-sectors, namely, culinary, fashion, craft or natural crafts, TV and radio, publishing, architecture, application and game developers, advertising, music, photography, video animation films, performing arts, product design, fine arts, interior design, and visual communication design. This is listed in the main characteristics of the creative industry concept which prioritizes the products and services made have the creativity to produce or create a variety of creative designs. (Uddin, 2022)

The South Jakarta City area is included in the creative industry city area which includes culinary, fashion, advertising, music, photography, video animation films and others, of course, it will require workers who master these sub-sectors. Based on BPS data or the Central Statistics Agency in 2020, it states that South Jakarta people aged 15 years and over are declared as family workers or unpaid workers reaching 43,715 people, this nominal is considered high and can have an impact on the sustainability of regional economic growth. This can occur because the skills and knowledge of the community are less relevant to the needs or requirements of labor recruitment in various companies in the South Jakarta area.

From these various problems, it is necessary to implement Non Formal Education in the community. In accordance with the regulations of Law No.20 of 2003 paragraph 10 concerning Education Units consisting of formal education or public school level, non-formal, and informal or family education at each type of education level. And in the National Education System Article 26 paragraphs 1 and 2 states that the role of non-formal education in the community as a substitute, enhancer, and complement.

As for how to overcome this in accordance with government regulations, education for the South Jakarta area requires training institutions that provide various skills training that support the sub-factors of the creative industry. This field of skills can be in the form of catering, cosmetology, computer operators, baristas, fashion, English, Japanese, computer engineering, graphic design, housekeeping (hospitality), motorcycle engineering, refrigeration engineering, and automotive engineering, public speaking, making learning media, and others.

From the various types of skill fields that have been mentioned, it is necessary to select a skill strategy that has a connection and role that will later lead to the formation of a particular training. The need for a strategy in training is so that all the objectives of the training that have been planned can be achieved by the learning community. (Kristin Ega Oktafiana, n.d.)

Training is an activity or occupation that involves learning to acquire specific skills or expertise. Training is formed in accordance with existing work. The way that can be done by an institution to create a training is a well-planned, structured, and systematic program so that it will have a good impact in the form of increased skills and increased proficiency that is felt directly by the trainees. (Saleh et al., 2020) This course or training is listed in the rules of Article 4 and 5 of Law Number 20 of 2003 which states that courses or training programs are designed to provide knowledge, skills, life skills, and values to the general public to help them develop their business, profession, career, or pursue their profession. more advanced education. Other similar organizations. (Mei Istiyani & Kunci, 2019)

To carry out training programs to improve the quality of skills, various methods can be used so as not to seem rigid and monotonous, this can be done by the stay method at the location of the institution or the Home visit method to make it easier for participants to participate in training and to meet the skills needs in South Jakarta.

All of the existing skill fields are held in accordance with the needs of the Jakarta area which uses the concept of the creative industry. In addition, the presence of all of these skills fields supports the condition of the area which consists of many office companies, tourism, culinary and others. The writing this time will focus on the program in the form of Home Visit: A Training Provider's Strategy to Improve the Quality of Learners' Skills in South Jakarta. Home visits are one of the training institutions' alternatives to expand the reach of trainees throughout the South Jakarta area using reading sources as a reference.

## RESEARCH METHOD

The writing of this article uses the Literature Study method or research that analyzes and reviews from various appropriate research reading sources related to the theme of the discussion raised. This method without having to go to the field to collect data can be done by utilizing various reading sources and various references that are relevant to the theme discussed as the purpose of the literature study method. The term literature study as a reference to the theory related to the theme raised can be found from reading sources, research, and one's own studies.

This data collection source uses primary data sources in the form of a series of library sources such as results data, reports, journals and other types related to the research theme. After collecting various literature sources, researchers will analyze the literature review data using the content analysis method. Problem solving related to the strategy of implementing the Home Visit program for training providers in South Jakarta by conducting a detailed discussion of the discussion raised by taking the time to analyze and investigate from the reading results fou(Nurjanah & Mukarromah, 2021).

## RESULTS AND DISCUSSION

### RESULTS

Based on the method previously described, this time the researchers found a total of 20 articles to be studied more deeply using a table to make it easier for readers to make comparisons, totaling 6 articles consisting of 3 articles discussing the application of home visits, and 3 articles on the quality of skills in training, and 1 international article related to home visit strategies. Then, 14 other articles that are also related themes support the answers to the studies that have been written. including 6 articles explaining the Quality of Skills, 9 articles explaining Home Visit, and 5 international articles explaining home visits and skills. The detailed explanation of each article is explained using the table below.

Table 1 Article Home Visit (Jalanan et al., 2021)

NO	Application of the Home Visit Method in Assisting Street Children at the Center for Child Study and Protection (Pkpa) Medan City	Note
1.	Introduction	<ul style="list-style-type: none"> <li>The phenomenon of street children is a complex problem in big cities in Indonesia.</li> <li>Strict norms for street children are considered incompatible with life in general.</li> <li>The state has an obligation to care for the poor and street children.</li> <li>Provide effective handling in the form of home assistance</li> </ul>
2.	Method	Descriptive method of qualitative approach by describing how to assist the home visit method.
3.	Discussion	<ul style="list-style-type: none"> <li>Economic problems of street children who cannot continue formal education</li> <li>Initial solution, parents report the child's problem to PKPA through complaints/reporting.</li> </ul>

	<ul style="list-style-type: none"> <li>• PKPA provides training and education for the child.</li> <li>• Home visits to strengthen personalized childcare.</li> <li>• The existence of the PKPA program helped ordinary education.</li> <li>• Home visits carried out regularly have an impact on the child's confidence and easily accept the strengths and weaknesses of the child being assisted.</li> </ul>
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Table 2 Article Home Visit (Ruth Indah Triani Aruan & Randa Putra Kasea Sinaga, 2022)

NO	Effectiveness of Home Visit in Family Strengthening Program by Sos Children's Village Medan	Note
1.	Introduction	<ul style="list-style-type: none"> <li>• The form of social intervention at the family level is a family strengthening program.</li> <li>• Assistance is provided by social workers called educators for 2 meetings a year.</li> <li>• Handling of child and family care problems is carried out as professional help in residents' homes.</li> <li>• Home visit activities are not only visits but assessments, counseling, verification and further socialization of the fostered residents.</li> </ul>
2.	Method	Descriptive method with a qualitative approach by describing how to assist mentoring to Kwala Bekala village accompanied by 2 educators and 4 program beneficiaries.
3.	Discussion	<ul style="list-style-type: none"> <li>• Implement professional home visit steps in accordance with theories, perspectives, approaches, concepts, methods, techniques, values, and principles of social work.</li> <li>• 3 educators prepare cadres from among the assisted families to help assist a number of 50-60 families so that the program can be more effective and efficient that does not rely on educators alone.</li> <li>• The provision of facilities and infrastructure is provided by the center in the form of vehicles and digital equipment for data collection and documentation, then residents are also given assistance according to the needs of each family at the beginning of the year.</li> <li>• During the implementation process, educators and the community involve partnerships such as social services to take part in providing family strengthening assistance.</li> <li>• Assistance in the form of need assessment, planning for clients, intervention to monitoring and evaluation until the family reaches the target of family independence.</li> <li>• The relationship between educators and foster families is well established so that problems in the family can be resolved properly, this is assisted by the Program Data Base (PDB) application which is continuously updated during evaluation.</li> <li>• Achieved the welfare and independence of the fostered families.</li> </ul>

Table 3 Article Home Visit (Andari et al., 2018)

NO	Home Visit Based on Telenursing Management Information System	Note
1.	Introduction	<ul style="list-style-type: none"> <li>• The goal of health development in Indonesia is to equalize health services to all regions in Indonesia.</li> <li>• The development of information technology is an opportunity to improve the quality of nursing care and the reach of nursing services throughout the region.</li> <li>• Nursing technology that continues to develop is tele nursing or telehealth nursing.</li> <li>• Home visit telenursing has not developed optimally in Indonesia.</li> <li>• Bengkulu is a city prone to natural disasters, telenursing home visits are useful in accessing health services to reduce stress in the family.</li> </ul>
2.	Method	<p>The research used is development research which functions to carry out activities to collect, process, analyze, and present data carried out systematically and objectively accompanied by developing a product. The research design uses research and development theory.</p>
3.	Discussion	<ul style="list-style-type: none"> <li>• Patient data management at RSUD Dr. M. Yunus Bengkulu has used electronics, but for nursing staff it is still manual.</li> <li>• Nursing care data processing and documentation archives already use laptop computers that use the internet.</li> <li>• Service management has not directed homevisit telenursing.</li> <li>• The development of a telenursing homevisit nursing SIM is in the form of a home menu for registration and how to use it, a banner menu containing information, a home page menu for admin and users containing data, family history, email, health subcenter, payment menu, news, and others and a telenursing homevisit SIM design,</li> <li>• The focus of the telenursing SIM is on the dimension of urgency rather than forming a medical diagnosis.</li> <li>• The purpose is to monitor education, sustainability, assessment and data collection, intervene, and motivate, multidisciplinary nurses who innovate and collaborate,</li> <li>• The success of this research development is that there are additions to the article and news menu whose contents are health information that always changes every week or every day, and additional consultation menus that have subscribed can consult anywhere and anytime.</li> </ul>

Table 4 Article Skill Quality (Norhikmah Sya Baniah & Richart Singal, 2021)

NO	Analysis of the Implementation of Women's Fashion Sewing Skills Training for Trainees at LKP Rachma	Note

Samarinda City		
1.	Introduction	<ul style="list-style-type: none"> <li>• Education that has an important role in human achievement to have quality in terms of quality education, skills and independence is non-formal education.</li> <li>• LKP Rachma presents sewing training for life skills education which targets teenagers who drop out of school who want to work but are not proficient in certain skills.</li> <li>• Graduates of sewing training at LKP Rachma can open an independent business at home,</li> <li>• The interest of sewing training followers reached 100 participants but only 20 people were accepted.</li> </ul>
2.	Method	The research used is descriptive qualitative research that explains in detail using various qualitative techniques to explain the organization of sewing training at LK Rachmah.
3.	Discussion	<ul style="list-style-type: none"> <li>• The training was conducted in 3 sessions, namely morning 10-12.00, afternoon 14.00-16.00, and evening 19.00-21.00 to facilitate participants to come with a predetermined schedule flexibly.</li> <li>• The training material is adjusted to the type of class package taken by the participant The delivery is adjusted by the instructor. There is an introduction to sewing tools and machines, an introduction to sewing materials, pattern making and how to calculate the formula to be combined with the material.</li> <li>• The preferred method is to apply practice after getting theory from the instructor.</li> </ul>

Table 5 Skill Quality (Wati et al., 2020)

NO	Improving Marketing Skills through Whatsapp Business Training for UMKM	Note
1.	Introduction	<ul style="list-style-type: none"> <li>• The development of technology in the age of globalization continues to grow rapidly, which requires all people to look for opportunities in digital media.</li> <li>• UMKM that utilize digital media to promote their products will get operational cost relief.</li> <li>• Only 30% of UMKM in Malang utilize promotions in digital media, 70% still use manual promotions.</li> <li>• UMKM in Malang have not been able to master the digital marketing system well.</li> </ul>
2.	Method	The research used is a directed mentoring technique according to the needs of the community service team by UMKM actors in Perum GPA, Ngijo, Karaploso District, Malang Regency.
3.	Discussion	<ul style="list-style-type: none"> <li>○ The mentoring began with a material presentation on the concept and use of digital marketing to attract consumers.</li> <li>○ Assistance with creating unique narrative content while offering products.</li> <li>○ Explaining the use of technology in marketing, namely whatsapp business.</li> <li>○ Application of digital marketing through whatsapp</li> </ul>

		<p>business through features and product photos that continue to be uploaded.</p> <ul style="list-style-type: none"> <li>○ The results of the assistance are an increase in sales and have a very satisfying competitiveness in the business world.</li> </ul>
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Table 6 Skill Quality (Feti Fatimah Maulyan, n.d.)

NO	The Role of Training to Improve the Quality of Human Resources and Career Development: A Theoretical Review	Note
1.	Introduction	<ul style="list-style-type: none"> <li>• Human productivity and performance are lacking, and human resources are categorized as low.</li> <li>• The need for planning, implementation, and development strategies carried out by human resources.</li> <li>• There needs to be support from institutions and companies to produce quality human resources such as the provision of training and education.</li> <li>• The existence of one's experience also still requires additional education and training.</li> </ul>
2.	Method	The research used uses qualitative data techniques that utilize reading sources such as articles and books. And secondary data using previous studies to measure the relevance of the themes discussed.
3.	Discussion	<ul style="list-style-type: none"> <li>• Training has an accurate influence on human resource performance. Because with the training so that humans can work more effectively and efficiently.</li> <li>• In order for someone to appear qualified, resolved, and likely, they must take part in training to be better prepared for future cases.</li> <li>• AlHabsji's study states that training can shape a person to be responsible, collaborate in work, be sensitive or initiative, and form leadership.</li> <li>• Human resource development is a strategy for readiness to face problems such as limited competence, workforce diversification and others.</li> <li>• Informal training is needed for all individuals to improve their quality independently.</li> <li>• Formal training is provided from institutions for participants to improve their quality to be ready for the future.</li> </ul>

## DISSCUSION

Based on the reading results described in the table above, it explains that home visits and the quality of skills can be seen from several perspectives. Because table 1 states that to help street children who have no difficulty getting a proper education due to economic limitations, a tutor from an institution will help equalize access to education for the nation's children through the home visit method. The result of home visit assistance to street children is the provision of additional classes for street children to learn. The statement in table 1 is similar to the writing of the article in table 2 which is the government's concern about custody and family rights, explained the government's solution to

reduce and prevent child and family custody problems by providing assistance to families for a year in order to achieve an independent and quality family.

In addition, based on quotations from other articles, it states that the home visit method has become familiar since the co-19 pandemic so that learning methods in formal schools and other work activities can also take advantage of home visits because basically home visits will make it easier for people, one of which is in the article (Bhayangkara et al., n.d.) which utilizes the home visit method during the pandemic in flipped class-based learning can help students to understand lessons that are accompanied directly by teachers at home and control students' cognitive and psychological development, because if there is no direct assistance from teachers and parents, children's development will be hampered and children will experience difficulties in learning.

Training is part of non-formal education so that the urgency of the importance of holding training is based on the scope of education which is a complement and enhancer of formal education in general in accordance with the National Education System Article 26 paragraph 1 and 2 states that the role of non-formal education in the community as a substitute, enhancer, and complement. This is in accordance with the opinion in the article (Yaqien, 2008) that this is with the home visit at school can build School communication with parents is good. From the various articles that have been mentioned after the pandemic, the home visit method is not a foreign method because almost all communities have experience in assisting learning and implementing learning at home, and this method has a very good impact on society from how to communicate, how to implement knowledge, and how to evaluate learning can be done flexibly and adjusted to the needs of institutions and communities. ,

Meanwhile, the theme of the article in the next table discusses the quality of skills in a particular training, in table 4 it is presented about the case of teenagers dropping out of school so that LKP Rachma makes training targets for teenagers to be able to be skilled in sewing to try to be independent in the future. Because the things discussed about sewing skills will master the theory and practice of sewing, of course, it can have an impact on individual trainees to open independent businesses, and table 5 also explains how to improve the quality of skills to market products in UMKM, namely by utilizing technology in the form of whatsapp business to apply digital marketing knowledge, because in this day and age everyone has used technology in communicating in their daily lives, it is a shame if people do not know the features of whatsapp bussines to get digital entrepreneurship opportunities.

From these two articles, it can be concluded that everyone who wants to improve their skills in something needs a training forum that provides self-development through this training. This also agrees with the article (Ardhana & Mulyodiputro, 2023) which discusses computer assembly skills training, in his research it is stated that a student who has not mastered the computer, computer training is held as a provision for participants after graduating from school to have experience processing and recognizing related to computers, what he learns can improve participants' skills in mastering computer science both from software and hardware, the implementation of this training can also be well received by trainees with their expressions and enthusiasm during the training. .

In fact, to improve skills, institution owners have an active role in organizing training as a form of concern for participants and their institutions so that they can continue to develop and be better prepared to face various cases that will come in the future, this is stated in table 6 above, it is written that companies and institutions are obliged to provide training to someone so that the person can be more responsible for his obligations and can be more creative in doing work. In addition to work, training will also have a good impact on companies and institutions because it will produce someone of quality from the training it makes. And with training as a way to improve the quality of human resources so as not to be classified as low. .

Usually someone is willing to improve skills only for their own benefit, but there are some people who intend to develop their skills to preserve the culture and customs of the local area they live in, for example improving skills in ngebatik, knitting, dancing, and singing folk songs. One of them is knitting skills to increase the skills of housewives to fill spare time at home because knitting techniques are flexible in spare time, the results of this knitting can be utilized by housewives to sell their handicrafts in the neighborhood so as to get extra money for the basic costs of home needs. The training conducted by housewives is considered very useful because it can reduce the burden of



thoughts that cause stress and boredom at home and the added benefit is that housewives can add to the collection of displays at home and can be sold which will make money. So that this knitting training activity can also be said to be valuable in improving the quality of one's skills. (Ferdila & Mustika, 2022)

In the article (Schultz et al., 2018) in the results of his research stated that the home visit method is still unstable in terms of a system that is still changing and its implementation is still adjusting the target, but home visit activities in a training will also facilitate community access and will raise a good quality for the institution in participating in training if it gets totality support. And it is also stated that good training activities not only use theory but also apply their skills in the form of evaluation and reflection in order to choose the right portion. .

(Ali Mustofa, n.d.) In measuring the strategy in choosing the home visit method, several things must be considered, including adjusting the circumstances in the field whether the home visit method will be profitable or not. Seeing the urgency of the conditions of the region and the participant's home environment whether they accept the training program. Because basically the purpose of a home visit is to get to know closely the environment and student learning areas, and make it easier to collect data for participants. So that if the selection process is carried out properly and the essence of the purpose of the home visit is achieved, it will certainly have a good impact on all parties related to the institution and the training program. .

After knowing the strategy in choosing a method, if the institution chooses the home visit method, it can take advantage of strategies in communicating directly by offering consumers the advantages of training programs held by home visits that want to be held to relatives and others, in addition to communicating training providers can also market training programs on the institution's website or active social media to brand the institution as well as the program that wants to be held. (Nirmala & Annuar, 2020), because when recruiting participants, of course, the institution needs clear data from prospective participants, so that after marketing the institution can tell how to register for training and select participants according to the institution's criteria. In general, the home visit method is a visit to a house or area that is willing to hold training or learning activities so that it requires definite data collection of participants so that activities can run optimally effectively and efficiently in terms of time, number of participants, and planned material. .

## CONCLUSION

The existence of a training in various regions includes the implementation of government regulations Law No.20 of 2003 paragraph 10 concerning Education Units. The strategy in carrying out home visit activities can be organized directly by the training institution, this can be based on the needs of the institution or the needs of the community that meets 2 components, namely cases or problems at the location and tutors or mentors that are in accordance with the needs of the region to be guided by someone who is professional. Home visits are carried out to control and communicate directly with learning citizens in their area.

Various reading sources also state that the existence of home visits has a positive meaning for those who need it, such as the community and institutions, because in addition to making it easier, home visits can expand the reach of branding from institutions and training programs, and are able to control and assist learning citizens with the characteristics of the learning area directly. Home visits are held for training programs that have an impact on improving the quality of the skills of learning citizens. After attending training, this training can be carried out with various methods and one of them utilizes the home visit method which benefits many elements. The basis for holding home visits in services is due to the need and utilization of opportunities during the past pandemic so that now it can be used again until the future. The strategy of holding home visits in training can brand institutions and programs through technology and direct communication with the surrounding community.

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