FACTORS AFFECTING THE SURVIVAL OF MICRO, SMALL AND MEDIUM ENTERPRISES IN KAKAS DISTRICT

FAKTOR YANG MEMPENGARUHI KELANGSUNGAN HIDUP USAHA MIKRO, KECIL DAN MENENGAH (UMKM) DI KECAMATAN KAKAS

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Abstract: Micro, Small and Medium Enterprises (MSMEs) is one type of business that continues to grow from year to year. With the type of development and needs that continue to increase, it is certain that the number of MSMEs will continue to increase in the coming years. With the efficiency and prominence of the MSME trend, of course this is a good path for people who want to open a business and pursue this new type of business. However, the fact that MSMEs have this advantage opens up opportunities for everyone, thus creating intense competition with each other. The purpose of this study was to analyze the factors affecting the survival of Micro, Small and Medium Entrepreneurship in Kakas District. Researchers do this research through quantitative methods using Multiple Regression Analysis (MLR) as an analytical tool. To achieve this goal, the researchers distributed questionnaires and the sample used was 50 respondents from Micro, Small and Medium Enterprises owners in Kakas District.

Keywords: micro, small and medium enterprises, survival of MSMEs

Abstrak: Usaha Mikro, Kecil dan Menengah (UMKM) merupakan salah satu jenis usaha yang terus berkembang dari tahun ke tahun. Dengan jenis perkembangan dan kebutuhan yang terus meningkat, dipastikan jumlah UMKM akan terus meningkat di tahun-tahun mendatang. Dengan efisiensi dan menonjolnya trend UMKM, tentunya ini merupakan jalan yang baik bagi masyarakat yang ingin membuka usaha dan menekuni jenis usaha baru ini. Namun, fakta bahwa UMKM memiliki keunggulan ini membuka peluang bagi semua orang, sehingga menciptakan persaingan yang ketat satu sama lain. Tujuan dari penelitian ini adalah untuk menganalisis faktor-faktor yang mempengaruhi kelangsungan Usaha Mikro, Kecil dan Menengah di Kecamatan Kakas. Peneliti melakukan penelitian ini melalui metode kuantitatif dengan menggunakan Multiple Regression Analysis (MLR) sebagai alat analisis. Untuk mencapai tujuan tersebut, peneliti menyebarkan kuesioner dan sampel yang digunakan adalah 50 responden dari pemilik Usaha Mikro, Kecil dan Menengah di Kecamatan Kakas.

Kata Kunci: usaha mikro, kecil dan menengah (UMKM), kelangsungan hidup UMKM

INTRODUCTION

Research Background

Micro, Small and Medium Enterprises (MSMEs) is one type of business that continues to grow from year to year. With the type of development and needs that continue to increase, it is certain that the number of MSMEs will continue to increase in the coming years. Given the high growth of MSMEs, it can be concluded that there will be victims in the form of bankruptcy or businesses that are forced to close because other leading businesses are also taking place. The survival of MSMEs is very important because it is the main goal of

business, to stay sustainable and relevant as long as possible. This is normal because opening a new business also means finding consumers who are willing to buy products, considering the number of established MSMEs and the emergence of other new businesses, this means that new businesses need to find ways to adapt to the current competition. Sustainability needs to be achieved not only by new businesses but also by other established businesses, if this is not fulfilled, it can have an impact on the business as a whole and lead to bankruptcy.

The food and beverage industry currently holds the largest share in the MSME sector including Kakas; The Food and Beverage Industry as a whole is always evolving due to the trends in this industry. The main product of this industry is always growing rapidly because the idea of making food a primary need continues to shift; people are not easily satisfied with stale products nowadays. Due to this trend many food and beverage businesses within MSMEs need to evaluate and even change the restaurant concept as a whole; this causes losses for the owner and every entity engaged in the food and beverage industry. The current situation of the food and beverage industry in Kakas can actually show how the business continues to grow rapidly; which ultimately led to many other businesses closing due to the competitive nature of the industry. The condition of MSMEs, especially in the food and beverage industry, can be categorized into 3 categories, namely superior, stagnant and struggling in competition. Majority of MSMEs in Kakas especially the business within the food and beverage industry are categorized as struggling, therefore the survival of a business is essential to be achieve. These examples are proves on how diverse the situation of MSMEs in food and beverage industry, however most of the business are categorized as the type of business that need to survive while the rest are keep on growing.

This study aims to gain more comprehensive understanding about the factors affecting the survival of MSMEs. In this study the factor are Human Capital, Vocational Skills, Entrepreneurial Skill and Research and Development. These factors are closely related with several business parts of MSMEs such as marketing, product development and human resource. It is essential to understand on how these determinants have pivotal role on the current study about Survival of MSMEs.

Research Objective

The research objectives are:

- 1. To identify if human capital, vocational skills, research and development, and entrepreneurial skills affect the survival of MSMEs in Kakas Districts simultaneously.
- 2. To identify if the human capital affect the Survival of MSMEs in Kakas Districts partially.
- 3. To identify if the vocational skills affect the Survival of MSMEs in Kakas Districts partially.
- 4. To identify if the entrepreneurial skills affect the Survival of MSMEs in Kakas Districts partially.
- 5. To identify if the research and development affecting the Survival of MSMEs in Kakas Districts partially.

THEORITICAL FRAMEWORK

Entrepreneurship

Yetisen et al. (2015) stated that entrepreneurship is the process of designing, launching and running a new business, which is often initially a small business. The people who create these businesses are called entrepreneurs. Most of the entrepreneurs are people that start the business from scratch, depending on the resources that the entrepreneurs have in the beginning. Entrepreneurship has also been describing to be capacity and willingness to develop, organize and manage a business venture along with any of its risks in order to make a profit.

Micro, Small and Medium Enterprises

Primiana (2009) stated that MSMEs is a mainstay development area to accelerate economic recovery in order to accommodate priority programs as well as development of various sectors and potentials. Primiana (2009) defining small businesses is as follows:

- 1. The development of four main economic activities (core business) which are the driving forces of development, namely agribusiness, the manufacturing industry, human resources (HR), and the marine business.
- 2. Mainstay areas, to be able to accelerate economic recovery through a regional or regional approach, namely by selecting regions or regions to accommodate priority programs and development of sectors and potentials.

3. Increasing community empowerment efforts.

Human Capital

Goldin (2016) defined human capital as the provision of knowledge, habits, social and personality attributes, including creativity, which is manifested in the ability to do work so as to produce economic value. Human Capital can be seen as the way workers do things in their work and also the tendency they can do in several ways in their work environment. Human capital theory is closely related to human resource management research as found in the practice of business administration and macroeconomics.

Vocational Skills

Vocational Skills can be describe as the type of skills that can be gain outside of the formal educational institution, the example of cooking as vocational skills that can be gain through trainings and also mentoring from other. Vocational skills can be gain through vocational education, according to ASTE (2016), vocational education is education that prepares people to work in various jobs, such as a trade, a craft, or as a technician. Vocational education is sometimes referred to as career education or technical education. A vocational school is a type of educational institution specifically designed to provide vocational education.

Entrepreneurial Skills

Nurbaya and Moerdiyanto (2012), entrepreneurial skills is the knowledge, art and behavior, nature, characteristics and character of a person embody innovative ideas into the real world creatively.

Business Performance

Geishecker and Buytendijk (2002), business performance management is a set of performance management and analytic processes that enables the management of an organization's performance to achieve one or more pre-selected goals.

Research and Development

Hall (2006) stated that Research and Development (R&D) is the term commonly used to describe the activities undertaken by firms and other entities such as individual entrepreneurs in order to create new or improved product and processes.

Business Survivability

Kozak (2017) defined business survivability can be defined as the moment of birth, i,e. entering the Register of Entrepreneurs, and the moment of death of an enterprise, i.e. deregistering from an entrepreneurs' database, which can be defines more broadly not on as closing or suspending also as insolvency or bankruptcy.

Previous Research

Eny Sulistyowati and Nining Sofiati Lestari (2016) aimed to explain the influence of the characteristics of the owner/manager of the business strategy, describes the influence of business strategy on business performance, explaining the influence of the characteristics of the owner / manager of the business performance. Variables used in this research is variable owner / manager, business strategy (independent variable) and variable performance or Small Business Performance (dependent variable). The results obtained show that a direct influence on the performance characteristics of the manager of small and medium businesses in the city of Yogyakarta strong with R2 values of 0.224, or 22.4%, the effect of business strategies on business performance of small and medium businesses in urban areas with R2 values of 0,049 or 4.9%. Meanwhile, indirectly influence the characteristics of managers' business performance through business strategy in the city of Yogyakarta only has value R2 value of 0.080 or 8.0%.

Ali Akbar Rosyad and Atu Bagus Wiguna (2017) aimed to do factor analysis which can affect the sustainability of micro-enterprises Malang Raya. In this research business continuity analysis using an Islamic economic perspective review (number of employees, amount of capital, product innovation, business incubator program, website usage, payment compliance zakat mal, ethics of honesty and ethics of transparency). This study uses a quantitative descriptive method. By using primary data collection techniques (open questionnaire) and secondary (previous research, literature review and previous research). This research found that the variables (number of employees, amount of capital, product innovation, compliance zakat and honesty ethics) have a positive and significant effect on business continuity while for variables (business incubator program,

website use and transparency ethics) does not have a significant effect on the sustainability of micro-enterprises in Malang Raya.

Harnida W. Adda, Pricylia Chintya Dewi Buntuang, and Armawati Sondeng (2020) aimed to provide understanding and knowledge to MSMEs in maintaining their business. The targets of the activity are MSMEs affected by COVID-19 in Bungku Tengah District, Morowali Regency. The method used in this service is interactive socialization by explaining strategies to maintain MSMEs and conducting questions and answers. The planning strategy that will be socialized consists of position, plan, perspective, projects, and preparedness.

Conceptual Framework

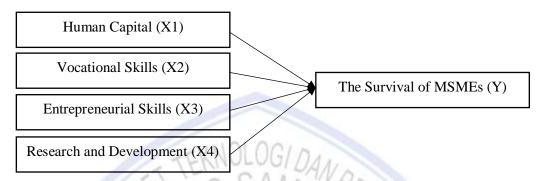


Figure 1. Conceptual Framework Source: Data Processed, 2021

RESEARCH METHOD

Research Approach

This is a quantitative research that emphasizes objective measurements and the statistical, mathematical, or numerical analysis of data collected through polls, questionnaires, and surveys, or by manipulating pre-existing statistical data using computational techniques. Survey method used as the source of primary data by distributing questionnaire to find out the direct influence of independent variables (X) human capital, entrepreneurial skills, vocational skills, research and development on dependent variable (Y) survival of SMEs

Population, Sample, and Sampling Technique

Populasi dalam penelitian ini adalah UMKM yang tercatat di wilayah Kecamatan Kakas saat ini khususnya pada subsektor makanan dan minuman. Sampel adalah bagian dari populasi, dalam sampel penelitian dibagi dalam populasi saat ini untuk menemukan entitas yang tepat untuk penelitian. Besar sampel penelitian ini akan menjadi 50 responden dalam hal ini pemilik UMKM yang sudah memiliki pengalaman 6 bulan dalam bisnis saat ini, karena akan diperlukan dan valid karena fakta bahwa bisnis tersebut bertahan selama 6 bulan pertama dalam waktu. persaingan lingkungan UMKM. Metode sampel yang dapat digunakan dalam penelitian ini adalah metode purposive sampling. Pengambilan sampel secara purposive dapat didefinisikan sebagai Mengidentifikasi dan memilih individu atau kelompok individu yang sangat berpengetahuan tentang atau berpengalaman dengan fenomena yang menarik.

Data Collection Method

To collect the research data, primary data collection was used through questionnaires. A questionnaire is a research instrument consisting of a series of questions (or other type of prompts) for the purpose of gathering information from respondents.

Operational Definition of Research Variables

Variable	Definition	Indicators
Human Capital (X1)	Human capital is the provision of knowledge,	- Knowledge
	habits, social and personality attributes,	- Habits
	including creativity, which is manifested in the	- Expertise

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	ability to do work so as to produce economic	-	Social
	value (Goldin, 2014)	-	Personality attributes
Vocational skills (X2)	Vocational skills are skills you gain toward	-	Academic skill
	becoming knowledgeable in a specific trade or	-	Information searching
	profession (Aravindan, 2017)	-	Inborn Aptitude
		-	Practical skills
		-	Problem solving
Entrepreneurial skills	Entrepreneurial Skills a process of applying	-	Innovation
(X3)	creativity and innovation to solve and find	-	Leadership skills
	opportunities from problems faced by	-	Communication skills
	everyone in everyday life (Suryana, 2013)	-	Human relation skills
		-	Technical skills
Research and	Research and Development (R&D) is a	-	Research process
Development (X4)	research method used to produce certain	-	Development process
	products and test the effectiveness of these	-	Production process
	products (Sugiyono, 2016)	-	Product improvement
		-	Check & Recheck
Survival of MSMEs (Y)	The better the performance of the business, the	-	Self-confidance
	more direct it will be on business continuity	-	Human abilities
	(Mas-Verdú, Ribeiro-Soriano, and Roig-	7	Marketing skills
	Tierno, 2015)	(m)	Previous research
	14 C/11 - 12 18	1/2	Conceptual skills

Source: Literature Review

Validity and Reliability

Validity test use to measure the obtaining data are in line with the research concept. In other words, the instrument items used to obtain the data is correct and related with the concept of the research that will be conducted. Reliability test use to measure the consistency of instrument items. Reliability test defined as an index that showed how far instrument items can be trusted or dependable.

Multiple Linear Regression

Multiple linear regression (MLR), also known simply as multiple regression, is a statistical technique that uses several explanatory variables to predict the outcome of a response variable. The goal of multiple linear regression (MLR) is to model the linear relationship between the explanatory (independent) variables and response (dependent) variable.

The formula of linear regression (multiple linear regressions) in general as follows:

 $Y = \alpha + \beta 1X1 + \beta 2X2 + B3X3 + \beta 4X4 + \varepsilon$

Description:

Y = Dependent Variable (Survival of SMEs)

X1 = Human Capital
X2 = Vocational Skills
X3 = Entrepreneurial Skills
X4 = Research and Development

A = Constant

 β 1, β 2, β 3, β 4, & β 5 = the regression coefficient of each variable

 ε = Error

RESULT AND DISCUSSION

Result

Validity and Reliability

The validity test of human capital (X1), vocational skills (X2), entrepreneurial skills (X3), research and development (X4), and survival of MSMEs (Y) all declared valid, because in accordance with the decision making technique r count > r table, so all these items can be used as a data collection tool. And variables X and

Y are declared reliable or trustworthy, because in accordance with the decision-making criteria that the instrument is declared reliable if the Cronbach's Alpha value of 0.60.

Result of Multiple Linear Regression Analysis

Table 2. Multiple Linear Regression

Coefficients ^a

Model		Unstandardized Coefficients		Standardized Coefficients	Т	Sig.
		В	Std. Error	Beta	_	
1	(Constant)	22.401	2.575		8.699	.000
	Human Capital	.154	.146	.288	2.658	.002
	Vocational Skills	.174	.150	.142	3.235	.000
	Entrepreneurial Skills	.162	.214	.118	2.615	.002
	Research and	.243	.146	.256	3.192	.003
	Development					

a. Dependent Variable: Survival of MSMEs Source: IBM SPSS Processed Data Version 25

The results of the multiple linear regression equation are obtained as follows:

Y = 22.401 + 0.154 + 0.174 + 0.162 + 0.243 + e

Testing the Goodness of fit: Coefficient of Multiple Correlation (R) and Coefficient of Determination (R2) Table 3. Result of R and R2

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.783 ^a	.784	-652	11,448

a. Predictors: (Constant), Research and Development, Entrepreneurial Skills, Human Capital, Vocational Skills *Source: IBM SPSS Processed Data Version* 25

The value of R Square of 0.784, which means that the influence of variables Human Capital (X1), Skills Vocational (X2), the Entrepreneurial Skills (X3), and Research and Development (X4) to variable Survival of MSMEs (Y) is 78.4%.

Multicollinearity

Table 4. Multicollinearity Statistics

Multicollinearity Test

No	Variable	Tolerance	VIF	Information
1	Human Capital X1	0.470	2.126	10
2	Vocational Skills X2	0.639	1,565	10
3	Entrepreneurial Skills X3	0.516	1,936	10
4	Research and Development X4	0.534	1,873	10

Source: Processed Data IBM SPSS Version 25

All dimensions of the variables in this study indicate the VIF value of the variables of Human Capital (X1), Vocational Skills (X2), Entrepreneurial Skills (X3), and Research and Development (X4) below 10 and the tolerance value is more than 0.1. This means that the independent variables used in this research do not show any symptoms of multicollinearity or have no correlation between variables.

Heteroscedasticity Test

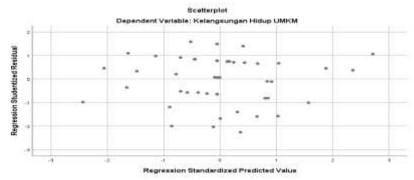


Figure 2. Heteroscedasticity Test

Source: IBM SPSS Processed Data Version 25

Figure 2 shows that the dots are spreading above and below the number zero (0) in the Y axis. This proves that there is no heteroscedasticity in this regression.

Normality Test Figure 3



Figure 3. Normality Test
Source: IBM SPSS Processed Data Version 25

Figure 3 shows that the dots are spreading near to the diagonal line and follow the direction of the diagonal line. Therefore, the normality test is accepted which means the data of this research is normally distributed.

Hypothesis Testing

F-Test

Table 5. Simultaneous Test (F-test Output)

ANOVA a

	Model	Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	57.072	4	14.280	8.587	.000 ^b
	Residual	34.688	45	1.650		
	Total	121.780	49			

a. Dependent Variable: Survival of MSMEs

b. Predictors: (Constant), Research and Development, Entrepreneurial Skills, Human Capital, Vocational Skills *Source: IBM SPSS Processed Data Version 25*

Based on the results of the research in the table above, it can be seen that the significant value for the influence of Human Capital, Vocational Skills, Entrepreneurial Skills, and Research and Development on the MSMEs Survival variable is 0.00 < 0.05 and the calculated F value is 8.587 F table 2,57, so it can be concluded

that X5 is accepted which means that there is an influence of Human Capital X1, Vocational Skills X2, Entrepreneurial Skills X3, and Research and Development X4 on the MSMEs Survival variable Y.

T-test
Table 6. Partial Test (t-test Output)

Coefficients a

		Unstandard				
Model		В	Std. Error	Beta	t	Sig.
1	(Constant)	22.401	2.575		8.699	.000
	Human Capital	.154	.146	.288	2.658	.002
	Vocational Skills	.174	.150	.142	3.235	.000
	Entrepreneurial Skills	.162	.214	.118	2.615	.002
	Research and	.243	.146	.256	3.192	.003
	development					

a. Dependent Variable: Survival of MSMEs Source: IBM SPSS Processed Data Version 25

So, based on the results above, it can be seen that:

- 1. The significant value for the effect of X1 on Y is 0.02 < 0.05 and the t-count value is 2.658 t table 2.014. So it can be concluded that X1 is accepted which means that there is an influence of Human Capital (X1) on MSMEs Survival (Y).
- 2. It is known that the significant value for the effect of X2 on Y is 0.00 < 0.05 and the t-count value is 3.235 t table 2.014. So it can be concluded that X2 is accepted which means that there is an influence of Vocational Skills (X2) on MSMEs Survival (Y).
- 3. It is known that the significant value for the effect of X3 on Y is 0.02 < 0.05 and the t-count value is 2.615 t table 2.014. So it can be concluded that X3 is accepted which means that there is an influence of Entrepreneurial Skills (X3) on MSMEs Survival (Y).
- 4. It is known that the significant value for the effect of X4 on Y is 0.03 < 0.05 and the t-count value is 3.192 t table 2.014. So it can be concluded that X4 is accepted which means that there is an influence of Research and Development variables (X4) on MSMEs Survival (Y).

Discussion

Human Capital and Survival of MSMEs.

Human capital if managed properly is capital that can provide extraordinary returns on investment, and has a much higher "price". In this case, quality human capital in a business or company will affect the performance and survival of MSMEs, as in human capital indicators, namely skills, skills that are capable of influencing human capital. Based on the results of the t-test, partially Human Capital has a positive and significant effect on the survival of MSMEs in Kakas District. This means that Human Capital as a MSMEs business owner has an effect on maintaining the sustainability of MSMEs in Kakas Districts. Based on the results of the research, Human Capital has a positive effect on the business being carried out because Human Capital provides benefits and value for the business carried out, and can produce the best solution based on the knowledge possessed by a good owner. And the capabilities possessed can increase the value of a business undertaken. The results of this study are supported by research conducted by Ma et al. (2019) that the MSME sector is closely related to human capital. And research conducted by Mubarik, Govindaraju, and Devadason (2016) state that individual experience as part of human capital is related to the performance of a business because with experience, everyone in the business can use various appropriate methods to find opportunities and obtain resources for the company.

Vocational Skills and Survival of MSMEs.

Vocational skills can be described as types of skills that can be acquired outside formal educational institutions, for example cooking skills as a vocational skill that can be obtained through training and also assistance from other parties. Based on the results of the t-test, partially Vocational Skills have a positive and significant effect on the survival of MSMEs in Kakas Districts. This means that the Vocational Ability of a MSMEs business owner has an effect on maintaining the sustainability of MSMEs in Kakas Districts. The

results of my research and observations on MSMEs in the Kakas districts can be seen that vocational ability affects the survival of MSMEs. Educational ability, leadership ability, up-to-date nature of technology can affect the performance and viability of MSMEs. The results of this study are supported by research conducted by Worku (2013) which states that the survival and viability of small businesses in the long term is influenced by entrepreneurial skills, supervisory support and relevant vocational skills. Research conducted by Christian, Massie, and Pandowo (2019) which states that Vocational Skills as one of the independent variables partially has a positive and significant relationship with SMEs survival as the dependent variable.

Research and Development and Survival of MSMEs.

Research and development is an activity that refers to creativity and innovation carried out by a business or entrepreneur in producing and also in developing a product. Based on the results of the T-test, Research and Development partially has a positive and significant effect on the Survival of MSMEs in Kakas Districts. This means that Research and Development, and MSMEs business owner, is influential in maintaining the sustainability of MSMEs in the Kakas Districts. Research and development as MSMEs business owners needs to be carried out, so it can be concluded that Research and Development affects the survival of MSMEs. In an era that is increasingly developing and in a competitive market, the ability to adapt quickly is very influential because if you do not always do research, you will be left behind in developing a business or product. For this reason, doing everything including business requires regular research and development efforts. The results of this study are supported by previous research conducted by Audretsch and Mahmood (1995), which stated the possibility that R&D would have a positive effect on the viability of the company. However, this contradicts the research conducted by Christian, Massie, and Pandowo (2019) which states that Research and Development as one of independent variables partially has a negative relationship and no significant effects on Survival of MSMEs as dependent variable.

Entrepreneurial Skills and Survival of MSMEs.

In maintaining and developing a business, an entrepreneur needs entrepreneurial skills such as leadership skills, innovation, communication skills, human relations skills, and Technical skills. If entrepreneurial abilities are carried out properly or function properly, this will greatly affect every business undertaken. Based on the results of the t-test, partially Entrepreneurship Skills have a positive and significant effect on the survival of MSMEs in Kakas District. That is, the entrepreneurial skills of a MSMEs business owner have an effect on maintaining the sustainability of MSMEs in Kakas District. Leadership ability is one of the most important abilities in a business, one of the factors that determine the success of a business, one of which is the leadership of a business owner, where all decisions and actions taken by a leader can determine the business undertaken. The results of this study are supported by previous research conducted by Ahmad, Halim, and Zainal (2010) that the decisions and actions of entrepreneurs determine their own lives and success in the market. And also Faizal (2014) stated that business sustainability provides opportunities for MSME business actors to increase income and welfare, which can be achieved if MSME business actors have business capabilities

CONCLUSION AND RECOMMENDATION

Conclusion

- 1. Human Capital, Vocational Skills, Entrepreneurial Skills and Research and Development simultaneously have a significant effect on the survival of MSMEs in Kakas Districts.
- 2. Human Capital partially has a positive relationship and has significant effect on the survival of MSMEs as the dependent variable.
- 3. Vocational skills partially have a positive and significant relationship to the survival of MSMEs as the dependent variable.
- 4. Entrepreneurial skills partially have a positive and significant relationship to the survival of MSMEs as a partially dependent variable.
- 5. Research and Development partially has a positive relationship and has a significant effect on the survival of MSMEs as the dependent variable.

Recommendation

- 1. MSMEs in Kakas District. Businesses can be focused on business development, especially products and other perspectives so that they can grow from day to day. Especially for the Food and Beverage Industry, which has become a trend to focus on product output, which acts as the main attraction for customers in Kakas District.
- 2. For MSMEs business owners. MSMEs business owners can attend Entrepreneurship Training or seminars as a means for owners to get more input on how the current business works, this seminar hosted by successful entrepreneurs can be a motivation for business owners not only to survive but also to expand their current business to a higher level. The system of checks and balances provide a clear picture of how the business wants to go in the future, if there is a shortage in the business for example in the production process that needs to be fixed immediately. Always apply research and development to keep up with the latest trends that can be applied to current products. Adding more menus or upgrading current products can be beneficial for businesses to survive.
- 3. Training Facilities. A business incubator can act as a great way for new and current businesses as it acts as a "training facility" to improve the business; in terms of the survival of a business incubator can add more types of specific skills for ongoing business for MSMEs will be faced with real-life situations transaction products.
- 4. For further Research. Hopefully this research can be a reference for further research for the development of Human Capital science, especially for factors that affect the survival of MSMEs which are still largely unexplored.

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