

Effect Of Entrepreneurial Characteristics And Innovation Around Tais Weaving Business Performance In Timor Leste

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Abstract

Small and medium-size businesses (SMEs) have a strategic role in national economic development, and are proven to contribute greatly towards the economic growth and employment opportunity to many local woman and girls particularly in rural and remote areas around the country. The scheme of empowering SMEs with resilience and competitiveness approaches is one of the strategic efforts needed to prioritize the ability of SMEs, based on the application of entrepreneurial and innovation characteristics plan and approach accordingly. This study aims to analyze and describe the effect of entrepreneurial and innovation characteristics around Tais weaving business performance in Timor-Leste. The results showed positive outcome with the influence of entrepreneurship and innovation characteristics, which significantly portraits positive performance of weaving Tais's business in Timor-Leste, the increasing ability to manage their businesses activities and empowering creative innovation abilities within and around their productivity efforts, promising values and achievement outcome in the future. The analysis Determination of (R²), determines the extent to which the independent variable (X) effects of the ups and downs, the dependent variable (Y), then all data calculations and analyses later details the performances using the computer program of "SPSS" (Statistic Product for Service Solution) 21".

Keywords: characteristics of entrepreneurship, innovation and business performance

INTRODUCTION

Based on the problems faced by small industrial enterprises in Timor-Leste in particular small-scale of Tais Weaving industry, studies were necessary including research around the implementation around the Effect Performance of Entrepreneurial Characteristics and Innovation ideals towards the Small Weaving Scale Industry of Tais in Timor Leste, and is important to understand the

fundamental entrepreneurial characteristics, including factors of managing business interest around the sector.

The identified problems examined by the writers related to the previous researcher: *Widodo* (2005), states that, an entrepreneur is a person who understands the existence of business opportunities, then organizes efforts to realize these opportunities as real business activities.

Kashmir (2006) said that entrepreneurship is a person who is brave in taking risks to open a business in various opportunities.

Suryana (2006) states that entrepreneurship is a creative and innovative ability that is used as a basis, tips and resources to find opportunities to succeed.

The experts put forward the characteristics of entrepreneurship with different concepts. One of them is entrepreneurial theory developed by *Meredith et al.* (1989), stating the characteristics and nature of entrepreneurship including: *Confidence, results oriented, risk taking, leadership, future oriented.*

Entrepreneurial characteristics are naturally with special abilities inherent in an entrepreneur. *Suryana* (2006) explains that the character is defined as character, nature of mental character, character or character that distinguishes a person from another, an entrepreneur has a distinctive character compared to the others. the other entrepreneur who has a strong entrepreneurial character will be serious in doing every job, he has a high commitment in completing his work.

Based on the previous analysis theory before can help the author to find a conceptual analysis model:

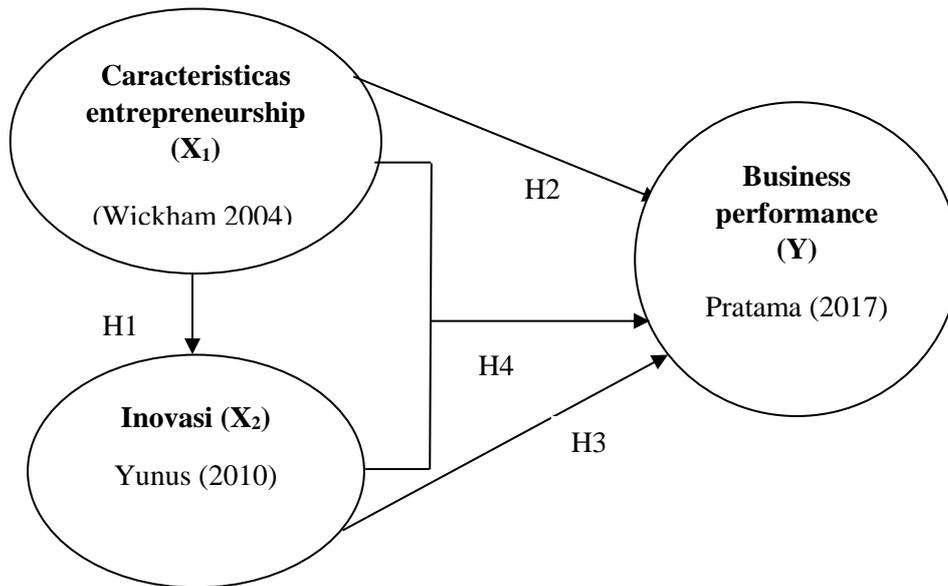


Figure 3.1. Guide Conceptual

Characteristic points of the business person represent capacity to apply Innovation which takes the change over the resources of economic *positive* and *negative*.

RESEARCH METHODOLOGY

The topics presented in this paper including:

Chapter I discussing the background of the problem

Chapter II presents a literature review and empirical study that guides the author to develop this research

Chapter III presents the conceptual framework and research hypotheses

Chapter IV presents research methods used in research

Chapter V presents research data

Chapter VI presents conclusions and suggestions

This research was carried out in Timor-Leste Small Weaving Industrial Business.

The basis of this research consideration is because:

(1) Researchers are interested in examining how entrepreneurial characteristics and innovation relates to the performance of the Small Weaving Tais Industry in Timor-Leste;

(2) the Small Weaving Tais Industry in Timor-Leste is willing to provide data / information needed for research purposes;

(3) Accessible location and costs affect management easily bring participants of *tais weaving* to certain locations and gain information from targeted centers in short time possible.

The population in this study is around business group of 64 weaving tais businesses. The sample gather from this study were 64 business units, conclusion taken as assessment because the total population is less than 100 respondents.

(Arikunto), 2012: 104). The unit of analysis in this study is the Weaving Tais Small Business Industry (maker), and placing business owners as respondents. Data obtained from the survey results are entirely feasible to use and analyze using descriptive analysis including descriptive of the research variables, namely the characteristics of entrepreneurship, innovation and business performance.

Data source, primary data obtained directly from the field, namely the respondent directly using a questionnaire prepared by the author. And secondary data can be obtained from documents and institutional reports, and other information references related to this research.

Data collection techniques with a questionnaire that is accompanied by a set of statements and explicit questions to respondents to be answered and also directly interviewed at the place of the respondents who have collected in one place to speed up filling out the questionnaire. The author can make direct observations at the Weaving Tais centers in several places to ensure information obtained through the questionnaire.

RESULT AND DISCUSSION

Analysis of research results and interpretations

Data analysis techniques with the results of the study show that the influence of entrepreneurship and innovation characteristics is quite significant on the performance of weaving Tais business in Timor-Leste.

To determine the effect of entrepreneurial characteristics and innovation on business performance can be determined by using multiple linear regression analysis, using;

SPSS 21 and calculating the results of multiple linear regression in the Determination (R²).

analysis to determine the extent to which the independent variable (X) influences the ups and downs of the dependent variable (Y), all data calculation and analysis is performed using a computer with the "SPSS" (Statistical Product for Service Solution) 21 "program. (Sugiyono, 2014: 257)

Theoretical Implications, based on the research model discussed in CHAPTER II before, it can strengthen theoretical concepts and provide empirical support for previous research. Theoretical implications are as follow:

1. Entrepreneurial characteristics have a positive and significant effect on the performance of the small-scale weaving industry in Timor Leste. The results of this study empirically reinforce previous research that entrepreneurial characteristics have a positive and significant effect on business performance (Sari 2016).
2. Innovation has a positive and significant effect on the performance of weaving Tais small industry in Timor Leste. Results of the study empirically reinforce previous research which also states that innovation significantly influences business performance in a positive direction (Widodo 2016).

Based on the values obtained from testing the research model using three variables, the practical implications for maximizing the characteristics of entrepreneurship and innovation in order to improve business performance and be associated with the results of previous researchers discussed in Chapter II in this paper, it is sought for SMEs to understand previous references as a guide for moving forward such as: *Suryana* (2006) states entrepreneurship is a creative and innovative ability that is used as a strong foundation and resources to find opportunities for success.

Drucker in *Suryana* (2006) is the ability to create new and different goods through creative thinking and innovative actions for the creation of opportunities. With these references it can be felt to greatly strengthen the author in conducting research on tais weaving SMEs in Timor-Leste to be able to motivate:

1. Weavers can make changes such as adding variations in the motif of woven fabric by using organic dyes as coloring agents to attract buyers.
2. Some groups do promotion through internet / social media and give certain promos to expand marketing in the shopping centers.
3. *Meredith et al* (1989) which explains the characteristics and character of entrepreneurship, among others; Self-confidence, results oriented, risk taking, leadership, originality. Future-oriented with this indicator can help the Timor-Leste

weavers who are very relevant to find a vision and perspective on the future of woven fabrics.

4. There is a connection with the theory discussed in Chapter II and can also help Tais weaving SMEs in Timor-Leste to create networks with creative and fashion groups such as; building relationships with tailor groups or designer models of tais products to continue tais product innovation into a variety of products with significant appeal and value, (*Value Chain*).

ASSESSMENT

Tais weaving process is dated back to the Bronze age period same as *Kaibauk* or the Royal Crown made firstly with bronze material leading to the change of quality after discovering gold as precious metal, comparison between the period of time depicts the motif characteristics along the weaving lines and color scale representation about Timorese society social hierarchy

The characteristic display on both materials Tais and *Kaibauk*, closely links the beginning and existence of both materials according to the application of the motif, color and various color lines in between the layout which not only describes yet narrates the traditional, *costume, language, culture, history* and demographic background of each independent region around timor-leste

Tais is the only timorese textile made out of wild Cotton, Tais is unique dressing material significantly positioned itself amongst the level of quality standard fabric, considering the innovative ability leading to the making of the material made by hand beside the laborious process and time consume of tree to six months just to make one tais material for either male or female, and this is where lies the essence and value of the material as basic fundamental importance by realizing whole manufacturing context characteristics of Tais

The region of South East Asia known as *Knua Lidun Timur* which Timor Island is also part, was a commercial hub not only lured merchants from the neighboring islands like Maluku, Ambon Malay and distant countries from as far as the sub-Continent Asia region like India, Arab and China

Beside the exotic spices and sandalwood, Tais was one of the distinct values very popular in the market for the foreigners, the relic legacy of the product though facing various social and economic difficulties including foreign market and commercial domination from the last 500 hundred years, Tais still kept the

prominent posture as textile stayer with own cultural lineage in Timor-Leste evolution history

Amongst the thirteen (13) Municipal regions and sixty five (65) sub-district in Timor-Leste, each represent a demographic language society and each one has own Tais representation except Municipal of Manatuto or *Galolen* demographic Language dominated region this regional community originally introduced *Lipa* and *Kain batick* and other materials in Timor-Leste

Tais since the beginning the population from each region weave the material to meet with living and dressing necessities, the aspect of early weaving process started rudimentarily to suit the interest, accordingly and during evolution period Tais was slowly transformed into a manuscript material with various significant layout representation applied in it, and each motif applied has its linking relevance with a trajectory passage, e.g. *history, wild animal, nature, fishery, agriculture* or related traditional events, which in many occasions performed during festivities of *Uma-Lissan* or *sacred house* celebrations

Market wise Tais already expended the representation around many countries before as in above mention, even during foreign occupation in this country and region of South East Asia from the last five-hundred (500) years

The least for timor leste today is to maintaining the perpetual image of this product, the important introduction of modern entrepreneurial scheme and innovated ideals to further the characteristic representation is necessary, to reinvigorate what was diminish during the conflict period of 1975 to 99, and to redefine what was left and promote what is innovated though keeping the fundamental essence intact, the scheme will certainly widen the business opportunity and properly lead the local makers to explore the textile market trade throughout the globe

Recognizing the originality and importance about the know how making of Tais weaving well as keeping the aspect representation of each demographic region background in timor leste, related Laws and Copyright is necessary to establish therefore maintain the rhythmic exercise throughout the markets, the interest not only enhance but further widen the promotion prospect and market value all-round commercial activities either local regional or global accordingly.

The effort of preserving and consistently pursuing the product promotion throughout the markets, basically rest the interest and attention contributed not only

by the SMEs of weaving tais industry but consolidating the interest with the support assistance gathered from all sectors including government public sectors and local private sector, considering the actual textile trade competition amongst modern manufacturing textile industry domination around the markets throughout the world including staging traditional Tais making representation within and alongside the trading constellation market.

Since Tais is the only textile product timor leste firmly holds with pride ever since the time of origin, Enlightening Tais making application to consolidate with today' market demand is fundamental hitherto keeping the original aspect of the product as originally intended is vitally imperative to preserve the essential trajectory legacy and the valuable context of Tais originality representation throughout generations of this country.

PROSPECTIVE VIEWS

Besides, proposition interest over the issue, is to better develop creative opportunities either within and around the making legacy process of Tais, and continuously promote the material throughout the markets by applying strategic modus operandi of today's commercial approach under motivated management concept of entrepreneurship with innovative characteristic skill to widen the prospect value of Tais in the markets around the world.

To better reach a comprehensive outcome of the characteristic lines and motifs, further researches about the meanings around the layouts application is important not only to lure wider interest but attraction aspect that entices commercial and market suppliers and vendors alike in particular local customers and buyer's attention.

Reason way further research is required, when looking at the material with various lines running across side by side with breaking spaces filled with exotic motifs representation in between, the feature wonders any mind setting particularly the new customers to the product that had never come across a material as such embedded with the gallery of creative characteristic application from various yet complex designs made out of cotton all in one piece of material.

The application of many color texture along the making of the fabric may say and represent something in relation to something or many things, in another words

contextual reality surreal to any open mind custom, hence the anxiety of knowing what the many application means for an everyday dressing material is quite peculiar.

Tais at its personal characteristics flourishes own resilience along with other dressing fabric from any existing texture material around the market circuit this days, but the standing out of many color lines from Tais material stands out the difference, and to better enhance the mixture between Tais and other dressing material is important to realize the context and meaning of the interpretation in between the features, therefore making the material more endearing for buyers attention and interest.

Is fundamental important for the entrepreneur to understand the customer psychological point of view over the product, enticing the product from promotion channels such as pamphlets, journal, magazine and social media is important and in the meanwhile avail the intention from the available space to manifest the detail importance about the features of the Tais, and remember that Tais is a material already in existence many years in the past, but in terms of depicting the detail is yet to counsel till now.

In addition to better the weaving process modern and innovated feature mechanism in particular tools and materials required to make Tais at today's modern day and age, can alter with various aluminum quality products and apply in conjunction with traditional tools (*Gedog*) currently in use by keeping the traditional assembly of Tais weaving process as whole.

Also one of the importance is to lure the attention of the current generation to follow the practice of Tais making and encourage the female youth of today recognizing Tais weaving as one of the prosperous work and business opportunity for all Timorese woman to continue, after-all the legendary legacy of Tais weaving started from the female line and initiative since the origin of Tais making here in Timor-Leste.

The interest is to also encourage the youth generation to recognize the importance of basic requirements such as cotton for the making of Tais, cotton farming and other organic essentials to dye color features required for the making is important to support the industry, growing male generation can participate and contribute with all effort for the expansion of Tais weaving business interest in Timor-Leste, the

aim to priorities SMEs in this country is essential for economic development and fundamental basis to maintain the ongoing processes of Tais weaving towards the future.

TEST OF MULTI-CORRELATION LINK

In consideration over the objective and utilizing multi-correlation test during the survey, was more of an experiment over finding relative models in correlation of *free variable*. Adequate and recreated model cannot find favorable sings that has no multi-correlation. To detect or not any recreated and adequate model with multi-correlation sings, it’s because the survey was for observation over the value around the “*tolerance and inflating factor*” (VIF),

Decision points based on values and tolerance gathered from (VIF)

1. If the value of tolerance is greater than 0.10, indicates that there’s no evidence of multi-correlation involved in the tolerance model recreated involved
2. If the value in VIF is inferior than <10.00, indicates that there’s no multi-correlation in the recreated model.

Table 1: Result test Multicollinearity

| Model | Co linearity Statistics | |
|-----------------|-------------------------|-------|
| | Tolerance | VIF |
| 1 (Constant) | | |
| CHARACTERISTICS | .447 | 2.236 |
| ENTRPRENEURSIHP | | |
| INOVATION | .447 | 2.236 |

3. Fontes: Anexo 9

According to the table 1 indicates the value of tolerance over the *variable characteristic* of business person (X1) in Innovation (X2) which is 0.447, superior to 0.10. indicates that *temporarily* the value of VIF bout the *variable characteristic* of business person (X1) in Innovation (X2), which is 2,537 <10.00. the observation indicates the decision to experiment multi-correlation which symbolizes no recreated signs of multi-correlation model.

Level of analyses around the regressive linear

To understand the characteristic effect the innovated of business person over the process of small business, can get the liner regressive analyses to proceed with the SPSS.21 in terms of *linear regressive result* as shown in table II.

Table 2 Term Of Linear Regressive Result Analysis

| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
|---|----------------------------------|-----------------------------|------------|---------------------------|-------|------|
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | 6.338 | 1.476 | | 4.293 | .000 |
| | CARACTERÍSTICAS ENTREPRENEURSHIP | .210 | .071 | .357 | 2.965 | .004 |
| | INOVATION | .397 | .100 | .475 | 3.953 | .000 |
| a. Dependent Variable: Business Performance | | | | | | |

Font: attach 9

Together with creative linear which is shown on the table II, base the analyses with the program SPSS 21. the results are found together with creative linear as the following

$$Y = 6.338 + 0.210X1 + 0.397 X2$$

Put together with creative significance as the following

1.Constant = 6.338

If the characteristic of business person with Innovation constant value fixed = 0 (*no change*), because in this change is greater than *variable commitment and organization* more than 6.338

2.Co-efficiency variable X1 = 0.397

If the *variable characteristic* of business person is Greater than point 1 (*unit*), *temporary* Innovation stays, which than affects *commitment organizational* greater than 0,210

3.Co-efficiencyvariable X2 = 0,397

If the *variable* innovation gets changes greater than point 1 (*unit*), *temporary characteristic* of the business person maintain, there fore produces results organizational greater than 0,397.

Table 3 Result Analysis Coefficient Determinant

| Model Summary ^b | | | | |
|--|-------------------|----------|-------------------|----------------------------|
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1 | .778 ^a | .605 | .592 | 1.256 |
| a. Predictors : (Constant), INOVATION, CHARACTERISTICS ENTREPRENEURIAL | | | | |
| b. Dependent Variable : BUSINESS PERFORMANCES | | | | |

Font: *attach 9*

Base on the table 3 to get R *square* or in other wards co-efficient determined to find 0,605, significant of 60,5% *variable* which happened with the level greater and lower level around business *performances*, it's because the *variable characteristic* of business person (X1) in Innovation (X2) with risks greater than 39,5% links with *variable* distinct that not related with this research, with negative indicator fixed or *standard error of estimate*

Se = 1.256

Tested T (*partial Test*)

Hypotheses Test of 1,2 e 3 are conducted to orientate individual test of the *variable*

Test use from statistic in SPSS.21 *variable characteristic* business person finds T count greater than 8.755,with significant level of 0,000,maibe T table with the value greater than 199897 (Df = 64-2 = 62. Because the significant value of 0,04 is Greater than *alfa* 0,05 (p<a) and t count, which also Greater than t table (8.755>1,99897) and this indicates the variable characteristic of business person with positive significant and partial intentions in

Innovative

**Table 4 Result test Hipoteze (test t)
effect of tha Characteristics Entrepreneurial (X₁) for Inovation (X₂)**

| Coefficients | | | | | | |
|------------------------------------|-------------------------------|-----------------------------|------------|---------------------------|-------|------|
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | 2.874 | 1.831 | | 1.569 | .000 |
| | Characteristics Entrepreneurs | .523 | .060 | .744 | 8.755 | .000 |
| a. Dependent Variable : Innovation | | | | | | |

Source: *attach 9*

CONCLUSION

Tais weaving and whole process in Timor-Leste should be consider part study discipline included in the school curriculum to teach and prepare youth generations for today, not only theory but practice as well, starting from the pre-high school right to University and High-Technical industrial studies, considering that Tais is one only texture made and produce from thousands of years in this country history. Basic and high level Industrial and manufacturing studies should be one of the major priorities Timor-Leste as small nation must consider today so to hold and pursue any ambitious development either economic or industrial level of interest towards the coming future.

Timor-Leste must recognize the need to develop economic and industrial importance starting in particular from school to high level education system, as base to manifest with any prosperous economic growth including market and commercial platform segmentation, dependency over oil and gas revenue is a great challenge to any open minded person, knowingly that future prospect lays its dependency on human resource and not only on natural resource.

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