

Principal's Professionalism in Improving the Competitiveness of Jambi Province Junior High Schools

Edi Wardani^{1*}, Ahmad Husein Ritonga², Maisah³

¹Program Study of Manajemen Pendidikan Islam IAI Syekh Maulana Qori Bangko, Indonesia

^{2,3}Program Study Doctoral of Manajemen Pendidikan Islam, Universitas Islam Negeri Sulthan Thaha Saifuddin Jambi, Indonesia

ABSTRACT: This study aims to examine the professionalism of school principals in increasing school competitiveness carried out by SMPN principals in Jambi Province, the purpose of this research is to see how far the professionalism of school principals has been carried out in order to improve school competitiveness at SMPN Jambi Province. This research uses descriptive qualitative research method with the sampling technique is done by purposive sampling. The research subject is the principal of a SMPN in Jambi Province as a key informant. While the vice principal, head of the field, teachers, employees, students as supporting informants. Data collection techniques used are observation, interviews and documentation. While the data analysis technique uses a flowing data analysis model, which includes data reduction, data presentation, and drawing conclusions/verification. The results of the study found that: first, planning for the professionalism and competitiveness of SMPN schools in Jambi Province has been carried out but has not been systematic, structured, and continuous. While the organization has been done well, namely by recommending through a decree of the principal regarding the division of tasks and additional functions of the deputy principal, head of the field, teachers and employees for one academic year. Second, the implementation is carried out with the approach of a. planning of physical factors/physical factors consisting of indicators of endowed resources, business environment, related and supporting industries, domestic demand, approach b. Human factors include occupations, politicians and bureaucrats, businessmen, managers and professional engineers, approach c. Opportunity external factors. The third is evaluation through monthly, semi-annual, annual meetings and starts gradually. The fourth impact has not been maximally influenced by facilities and infrastructure, the quality of junior high school teacher programs and their services.

Keywords- Professionalism, Principal, Competitiveness

I. INTRODUCTION

Education development in Indonesia rests on three aspects, namely equity and expansion, quality and relevance, and good governance, these three aspects are simultaneously built to achieve maximum results. However, education development does not necessarily become simple[1]. In detail, the development of education has been regulated in the realization of implementation in accordance with law number 20 of 2013. To achieve this goal, the government has determined the competence of school principals as stated in the national education standards, namely standards of content, process, graduates, education staff, facilities and infrastructure. , management, financing, and assessment of education that must be improved in a planned and periodic manner[2]. The standard shows the principal's professionalism in education management which implies a pride in work, commitment, quality, dedication to the interests of customers (stakeholders) and a sincere desire to help [3]. Professionalism refers more to an attitude than just a job description, namely an attitude that is able to carry out tasks well and be able to anticipate situations so that optimal results are obtained[4]. A professional loves his job and cares enough to analyze a way to get things done better even if it means making changes[5].

As the main estuary of the principal's professionalism in improving school competitiveness, it is based on customer satisfaction[6]. The customers can be divided into two parts, namely internal customers and external customers. In the context of the internal customer, the principal's professionalism is in managing the institution itself, while in the external customer it relates to the community, industry and government. School quality at its peak is the realization of acceptance of internal satisfaction and external satisfaction[7]. Professionalism according to the view of the Qur'an, one of which is stated in the verse An'am verse 135 which means: Say, "O my people, do as much as you can, indeed I do (too). Later you will know, which (among us) will get good results in this world. Verily, the wrongdoers will not be lucky[8].

From the letter Al-An'am above, it has been explained about professionalism in a profession, namely first showing the place, degree, position, ability and strength; secondly, the existence of a position, the position of the situation and the capabilities of a person; the third shows the position of continuity; fourth, the actualization of the situation; the fifth has the competence to complete the affairs as much as possible; the six forms of masdar which have the meaning of strength and ability; the seven full powers to do something; the eighth has position, the ninth is ability and habit[9]. In the interpretation of Al-Wahdhih written by Muhammad Mahmud Majazi explained that: This verse has a meaning, O Muhammad, say to them (the polytheists): O my people, do according to your ability and the way you do, in fact I also do according to the way and ability or my condition which God has shown me. And later you will know who will get a good recompense and have a noble ending. Then the author of this book by citing the opinion of a commentator named Al-zamakhsyari in the interpretation of Al-Kasyaf, says that when he interprets this verse in the sentence in the verse which reads "meanatikum a'la i'malu" it contains two understandings, namely "first it means "do you". all according to the position and peak of your ability and secondly, do according to the position and circumstances that you experience[10].

The next verse, to strengthen and have the intention that the work must be carried out in accordance with professional abilities in the Qur'an verse Hud: 93 which means; "O my people, do according to your ability, indeed I did (too). Later you will know who will be afflicted with punishment that humiliates him and who is lying. And wait for the punishment (God).[8]. The key word that can be taken as the basis of this verse which shows professionalism is which means full power to carry out something, from here the word can be understood in the sense that a person is able to carry out the work he wants to the fullest. possible[11]. Masdar form which has the meaning of greed, namely strength and ability [12]. The position, position, state of a person, or the peak of one's abilities[10].

Based on the opinion of the commentators above, it indicates that working according to ability implies that someone acts on the basis of the character that a person has, the ability to do a job is already in his soul, thus the work done is in the corridor of professionalism. The professionalism of the principal is very influential on the progress of a school he leads. In the education unit, the principal occupies two important positions to ensure the continuity of the education process as outlined by legislation, first the principal is the manager of education in the school as a whole, the second principal is the formal leader of education in his school. As an education manager, it means that the principal is responsible for the successful implementation of educational activities by carrying out school administration and carrying out school management, the principal running school management starting from planning, organizing, implementing and evaluating. The principal has a workload in carrying out the main managerial tasks, entrepreneurship development, and supervision of teachers and education staff. The workload aims to develop schools and improve school quality based on 8 (eight National Education Standards) namely graduate competency standards, content standards, process standards, educational assessment standards, education personnel standards, facilities and infrastructure standards, management standards and financing standards. Principals must plan and implement sustainable professional development[13].

The principal in carrying out the planning is to form programs that will be implemented in the future by referring to ongoing programs or previous programs. The principal in carrying out the management function in the field of organizing carries out the task of forming a work team to carry out the program that has been formulated in the plan. In the implementation of the principal operationalizes the school organization that has been formed to carry out the programs contained in the planning. The principal as the education manager in the school evaluates the performance of the team that is authorized to carry out various school activities contained in the short-term work plan, medium-term work plan and long-term work plan. With this evaluation, the principal can measure the implementation of the school program that has been set. Professional school principals are responsible for the successful implementation of education both procedurally, substantially and structurally. In addition, the principal is responsible for the quality of human resources in the school, human resources are organizational resources with complete thoughts, feelings, curiosity, skills, knowledge, encouragement and work[14]. With skilled human resources, school management in realizing the vision, mission and goals can be achieved.

As a formal leader, the principal is responsible for achieving the educational goals that have been set. Responsibility is a burden that must be borne and attached to a school principal who must be accounted for in the organization and before God Almighty in the future. As well as an opportunity to worship Allah SWT and provide benefits for others. Allah says in the Qur'an Surah Ali-Imran verse 26 which means: Say: "O Lord who has the kingdom, You give the kingdom to those You want and You take away the kingdom from those You want. You honor those You want and You humiliate those You want. In Your hands are all virtues. Verily, You have power over all things[8]. Responsibility is also related to the risks faced by the principal, either in the form of sanctions from superiors or other parties related to the actions taken, as well as those carried out by subordinates, deputy principals, teachers, staff and education staff. The principal's responsibility as a leader must be proven that at any time he must be ready to carry out his duties.

Principals are required to have the ability to carry out their duties and recommend tasks to educators, employees, and students. In carrying out his duties as a principal, he must be productive, independent, accountable, effective, and efficient. The principal also maintains good relations internally and externally. Extren in question are the establishment of active communication with the guardians of students for the progress and development of the school, the existence of cooperation with the community for the existence of the school and it is easy to offer if there are programs that involve the community, the establishment of good relations with work partners and all stakeholders so that schools have high competitiveness. tall. Because the existence of the school cannot be separated from the support from outside the school. Professional school principals will be able to create competitive schools. The competitiveness of schools is certainly inseparable from the eight national education standards. The national education standards are content standards, process standards, competency standards, graduate standards, education personnel standards, facilities and infrastructure standards, management standards, financing standards, and educational assessment standards. These eight standards must be periodically and continuously improved from year to year. Part of the argument above is the ongoing lack of attention to school placement, from planning to outcomes, and part of it emerges simply as a pragmatic response to the ongoing over-demand in popular schools, although also with some problems with the mid-school approach. society, considering and various methods so that schools have become an increasingly debated issue, and shaping approaches to traditional planning or choice and competition mechanisms[15].

The competence of the principal or madrasah has been stated in the Regulation of the Minister of National Education of the Republic of Indonesia number 13 of 2007. The regulation contains standards that must be possessed by school principals or madrasah principals, these standards are personality competency standards, managerial competency standards, entrepreneurial competency standards, standards supervisory competence and social competence standards[16]. With these competencies, the professionalism of the principal will be able to realize schools that have high competitiveness. The principal is an educational component that determines the direction of education policy, because the principal is responsible for the progress of the school. In running the school or madrasa organization, the principal also functions as a manager in thinking and developing the school he leads. The principal and the members work hard in thinking, looking for ideas and ideas for the progress of the school. The demands of the principal's professionalism in improving the quality, popularity, both in quantity and quality are very high. Principals and members such as teachers, employees and all school intren must have a moral commitment in accordance with the code of ethics in carrying out school assignments. The principal must be able to direct, guide and empower the entire school community in order to realize the vision and mission and achieve the goals of competitive schools effectively and efficiently[17]. The strategic objective of principal effectiveness is already in the 2010-2014 Ministry of National Education Strategic Plan, which aims to educate the Indonesian people by facilitating affordable, relevant, quality, competitive education services, having reliable governance in ensuring the implementation of excellent national education services. The concept of a country's global competitiveness does not focus only on one point of issue, but the concept of competitiveness includes competitiveness in the economic, educational, technological and social, cultural and political fields. Meanwhile, at the ASEAN level, the results of the survey on Indonesia's competitiveness have increased compared to several ASEAN countries, for example, the 59th country ranking is Vietnam, 85 the Philippines, and 109 Cambodia. Even though Indonesia is above the country's ranking. However, Indonesia is also ranked below the following countries, ranking 3 Singapore, 26 Malaysia, 28 Brunei 38 Thailand[18]. Based on the explanation of the survey results, it can be concluded that daytime power is the ability of a country to achieve a per capita GDP that is continuously increasing[19].

From an Islamic perspective, the competitiveness of schools is a means of higher profits to achieve the goal of long-term survival. Moreover, competitiveness is often the best knowledge, which allows school organizations to survive in the management of education without having to engage in bad educational practices[20]. The competitiveness of schools in accordance with the level of each school. Junior high schools are divided into two, namely public junior high schools which are managed directly by the government and private junior high schools which are managed directly by the foundation. The number of public junior high schools in Jambi province is 646, while private junior high schools are 389. Overall junior high schools in Jambi province are 1,035. spread over 9 districts and 2 cities. From the number of urban districts and the number of junior high schools in Jambi Province. In this research on the professionalism of school principals in increasing the competitiveness of SMPNs in Jambi Province, this research was carried out in 3 districts, namely Merangin Regency, Jambi City and Sarolangun Regency.

The professionalism of school principals in increasing school competitiveness must be able to see opportunities and challenges as well as possible. With the professionalism of the principal, the competitiveness of SMP in Jambi Province will increase. So that in the end SMP became an advanced and developing institution. Public trust in SMP can increase and become the hope of the entire community to be able to send their children to school. With the community's interest in contributing to support and building schools on a volunteer basis, the competitiveness of the school will increase. Based on the description of the problems above, one of the

interesting problems to be studied is in accordance with the results of the grand tour that the researchers conducted at SMPN Jambi Province, namely SMPN 4 Merangin, SMPN 4 Sarolangun, SMPN 4 Jambi City. Researchers obtained preliminary data that the professionalism of school principals in increasing the competitiveness of SMPNs in Jambi Province had not been carried out optimally. This can be proven by: 1) not maximally planning the professionalism of school principals in order to increase the competitiveness of public junior high schools in Jambi province; 2) the low work ethic, motivation, innovation and creation of the team of workers, the school management team, either directly or indirectly, which affects the productivity of the school; 3) not maximally paying attention to external factors as supporting factors and inhibiting factors for school competitiveness; 4) the lack of academic or non-academic achievements that they have achieved, as one of the supporting factors and obstacles to school competitiveness; 5) the existence of SMPN facilities and infrastructure that are not yet owned and have not been used properly; and 6) the conventional learning process, while the learning trend is already digital-based IT[21].

To encourage school competitiveness, improvements in facilities and infrastructure were continuously carried out, in 208 SMPN 4 Jambi City received DAK funds for the construction of multi-storey offices. The 1st floor is used for the lobby, administration office. While level 2 is used for the school hall. In 2019 until 2021, the construction of high-rise buildings will be used for classes. The building has tiled floors and ceramic walls as high as 1 meter. SMPN 4 Jambi City has also built a digital-based service, library, learning and acceptance process for new students with the 4D concept, namely. Digital office, digital learning, digital library and digital input. Apart from the facilities and infrastructure, SMPN 4 Jambi City has teachers and students. In detail can be seen in the following table:

Table 1. Resources of SMPN 4 Jambi City[22]

No	Uraian	Jumlah
1	Civilservant teacher	40 Orang
2	Non-PNS Teachers	19 Orang
3	Civil Servants and Non Civil Servants	22 Orang
4	Male students 530 and female students 556	1.086
5	Class VII, VIII, IX groups have 10 each	30

In addition to the above physical advantages, SMPN 4 Jambi City is a school in Indonesia that received the Education Award and Best Principal 2013. This award is usually given to educational leaders, outstanding and dedicated schools, by the International Human Resources Program (IRHDP). SMPN 4 Jambi City was selected by IRHDP along with 15 other schools in Indonesia. In improving the continuous competitiveness of SMPN 4 Jambi City, of course principals, teachers, employees are required to be professional, complete facilities and infrastructure and prioritize school excellence. SMPN 4 Jambi City has achievements in the extracurricular field which are used as the school's flagship program, among these extra activities are football, futsal, drum band and various Jambi cultural arts. In carrying out the wheels of leadership, the principal of SMPN 4 Jambi City is assisted by five deputy principals, the deputy principals of the school are curriculum representatives, student representatives, facilities and infrastructure representatives, public relations representatives and quality representatives. For public relations representatives, SMPN 4 Jambi City placed 2 service officers, namely public service who served general guests and student service who served students. With these advantages, SMPN 4 Jambi City has high competitiveness.

Based on the results of the grand theory and grand tour described above, it can be seen that the professionalism of the principal in the educational management paradigm will have a positive impact and a fairly basic change in the renewal of the education system in his school. These impacts include educational effectiveness, strong leadership, effective management of educational staff, quality culture, compact, intelligent and dynamic teamwork, independence, participation of school and community members, openness (transparency), willingness to change (psychologically and physically). , evaluation and continuous improvement, responsive and anticipatory to needs and accountability.

II. METHOD

This research uses a qualitative approach. While the method used is descriptive qualitative method. Because researchers want to reveal and see an object or situation according to its context, to find a deep understanding or often called finding meaning (meaning) qualitative data in the form of words, pictures or events as well as in the form of "natural settings"[23]. This type of data in this study uses qualitative data types, where this type of data is in the form of non-numeric data obtained through interviews, observations, or documentation. The dominance of qualitative data using verbal words and documentation. For data collection in this study, researchers will try to interact directly in the field, collecting from various research subjects in depth related to the professionalism of school principals in increasing the afternoon power of junior high schools in Jambi province. Furthermore, secondary data in this study is in the form of an overall school profile which includes various

documentation of facilities and infrastructure, the history of the school's establishment, teacher conditions, student conditions, organizational structure and is supported from books that are related to the professionalism of school principals in improving competitiveness of junior high schools in Jambi province. The data collection techniques in this study were interviews, observation and documentation using data analysis techniques consisting of three stages, namely data reduction, data display, and conclusion/drawing/verification.

III. RESULT AND DISCUSSION

Principal's Professionalism in Improving Competitiveness at SMPN Jambi Province

In the following, the researchers present a comparison table for the professionalism of school principals in increasing the competitiveness of SMPNs in Jambi Province, namely:

Table 2. Comparison Matrix of Professionalism at SMPN 4 Jambi Province

No	Professionalism	SMPN 4 Merangin	SMPN 4 Sarolangun	SMPN 4 Kota Jambi
1	Planning	✓ Planning work programs based on accreditation priorities ✓ Develop a plan based on SWOT analysis	✓ Not yet maximized Planning of work programs based on accreditation priorities ✓ Planning based on school needs	✓ Planning work programs based on priorities for school accreditation and quality improvement ✓ Develop a plan based on SWOT analysis
2	Organizing	✓ Arrange and assign personnel based on expertise ✓ Empowering representatives and teachers of certain fields	✓ Have not compiled and placed personnel based on expertise ✓ Empowering teachers in certain fields	✓ Arrange and assign personnel based on expertise ✓ Form a school management team
3	Implementation	✓ The work program has been implemented in accordance with the objectives of the RKS	✓ There are still work programs that have not been implemented in accordance with the objectives	✓ The work program has been implemented in accordance with the objectives of the RKS
4	Evaluation	✓ Carry out internal evaluation of school programs ✓ Evaluating teacher performance and regularly monitoring the learning process	✓ Carry out internal evaluation of school programs ✓ Evaluating teacher performance and regularly monitoring the learning process	✓ Carry out internal evaluation of school programs ✓ Evaluating teacher performance and regularly monitoring the learning process

Based on the comparison table of principals' professionalism in increasing the competitiveness of SMPN 4 Jambi province, it is illustrated in the following graph.

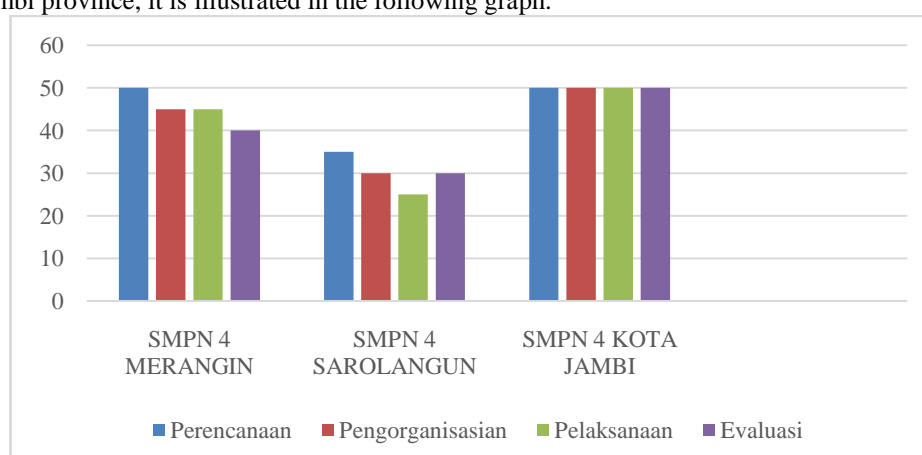


Figure 1. Comparison graph of principal's professionalism

Based on the graph above, it can be concluded and shows that the professionalism of the principal of SMPN 4 Jambi Province, namely SMPN 4 Jambi City is more professional than SMPN 4 Merangin which occupies the second position and SMPN 4 Sarolangun occupies the third position.

Competitiveness

Based on the results of the competitiveness research at SMPN 4 Jambi Province (SMPN 4 Merangin, SMPN 4 Sarolangun, SMPN 4 Jambi City) in detail the researchers describe in the following matrix table:

Table 3. Comparison matrix of the competitiveness of SMPN 4 Jambi province

No	Competitiveness	SMPN 4 Merangin	SMPN 4 Sarolangun	SMPN 4 Kota Jambi
1	Content Standard	It is in accordance with the 2013 curriculum	It is in accordance with the 2013 curriculum	It is in accordance with the 2013 curriculum
2	Financing Standard	Input from BOS funds, committees, community donations	Input from BOS and Committee funds	Input from BOS funds, committees, and the business world and the industrial world
3	Process Standard	Have lesson plans and syllabus, face-to-face learning	Have lesson plans and syllabus, face-to-face learning	Have lesson plans and syllabus, face-to-face, offline and online learning
4	Standards of Educators and Education Personnel	According to the teacher's qualifications, namely S1	According to the teacher's qualifications, namely S1	According to the teacher's qualifications, namely S1
5	Rating Standard	Inform every start of the current semester, carry out end-of-semester exams, class promotion exams	Inform every start of the current semester, carry out end-of-semester exams, class promotion exams	Inform every start of the current semester, carry out end-of-semester exams, class promotion exams
6	Management Standard	Have a vision, mission and goals to maintain school accreditation A	Have a vision, mission and goals to improve school accreditation from B to A	Have a vision, mission and goals to maintain A accreditation
7	Standard of Facilities and Infrastructure	Multi-storey building, complete facilities	One-story building, incomplete facilities	Multi-storey building, complete facilities, every class has wifi
8	Graduate Standard	Demonstrate the ability to think logically, critically, creatively and innovatively in decision making, able to compete in favorite Advanced schools	Demonstrate the ability to think logically, critically, creatively and innovatively in decision making, less able to compete in high school	Demonstrate the ability to think logically, critically, creatively and innovatively in decision making, able to compete in favorite Advanced schools

Based on the competitiveness comparison table above, the competitiveness of SMPN 4 Jambi province can be seen in the following graph:

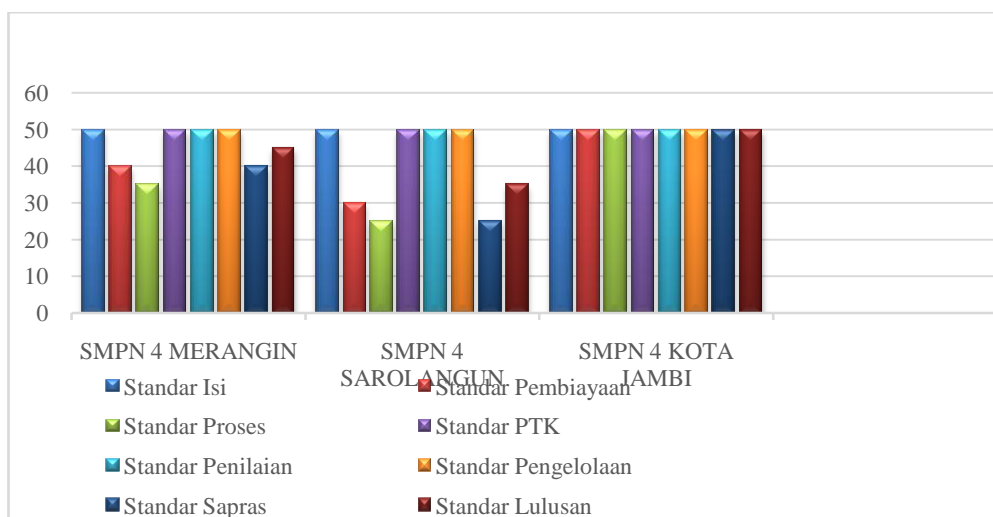


Figure 2. Comparison graph of the competitiveness of SMPN 4 Jambi province

Based on the graph above, it can be concluded and shows that the competitiveness of SMPN Jambi Province, namely SMPN 4 Jambi City is better than SMPN 4 Merangin which occupies the second position and SMPN 4 Sarolangun occupies the third position.

The inhibiting and supporting factors for the professionalism of the principal in increasing the competitiveness of SMPN Jambi province

Based on the results of the research, the inhibiting factors and the supporting factors for the professionalism of the principal in increasing the competitiveness of the Jambi province SMPN (SMPN 4 Merangin, SMPN 4 Sarolangun, SMPN 4 Jambi City) in detail the researchers describe in the following matrix table:

Table 3. Inhibiting factors and factors supporting the professionalism of school principals in increasing the competitiveness of SMPN Jambi province

No	Inhibiting factors	SMPN 4 Merangin	SMPN 4 Sarolangun	SMPN 4 Kota Jambi
a	Internal	It was found that teachers have not mastered ICT, have not been applied in digital-based learning.	It was found that the teacher had not mastered ICT, had not implemented digital-based learning with incomplete extracurricular facilities	Narrow school location with community environment
b	External	Lack of cooperation with the business world and the industrial world, student acceptance is limited by zoning	Lack of cooperation with the business world and the industrial world, lack of cooperation with institutions related to schools, student acceptance is limited by zoning	Acceptance of students is limited by zoning
2	Factors Supporting	SMPN 4 Merangin	SMPN 4 Sarolangun	SMPN 4 Kota Jambi
a	<i>Team work</i>	Good	Pretty good	Very good
b	<i>Good Service</i>	Pretty good	Not good	Very good
c	Analysis of SWOT	Good	Pretty good	Very good
d	<i>Entrepreneurship</i>	Good	Not good	Very good

Based on the comparison table, the inhibiting factors and supporting factors for the professionalism of the principal in increasing the competitiveness of SMPN Jambi province can be seen in the following graph:

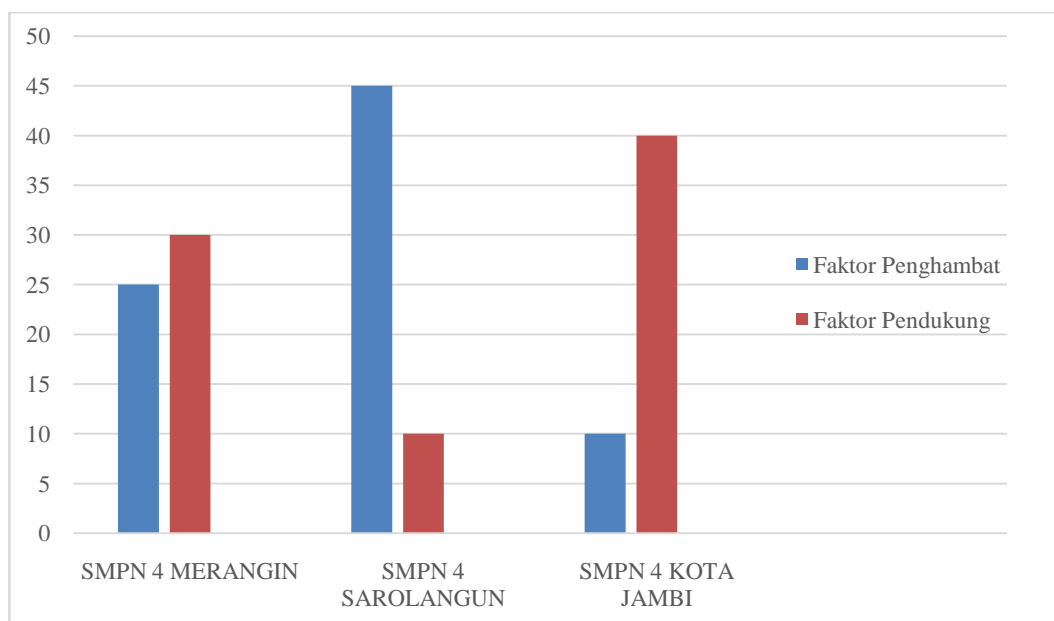


Figure 3. Comparison graph of inhibiting factors and supporting factors of professionalism in increasing the competitiveness of SMPN 4 Jambi province

Based on the graph above, the researcher can conclude that the inhibiting factors and supporting factors for the professionalism of the principal in increasing the competitiveness of SMPN Jambi province are SMPN 4 Sarolangun which has the most inhibiting factors, and the least supporting factors, SMPN 4 Merangin is balanced between inhibiting and supporting factors, while SMPN 4 Jambi City has few inhibiting factors and many supporting factors.

The principal's efforts to improve the competitiveness of Jambi province SMPN (Junior High School 4 Merangin, SMPN 4 Sarolangun, SMPN 4 Jambi City)

Based on the results of research on competitiveness at SMPN 4 Jambi province (SMPN 4 Merangin, SMPN 4 Sarolangun, SMPN 4 Jambi City) the researchers describe in detail in the following table:

Table 4. Comparison matrix of efforts to increase competitiveness of SMPN 4 Jambi province.

No	Competitiveness	SMPN 4 Merangin	SMPN 4 Sarolangun	SMPN 4 Kota Jambi
1	Content Standard	It is in accordance with the 2013 curriculum	It is in accordance with the 2013 curriculum	It is in accordance with the 2013 curriculum
2	Financing Standard	Input from BOS funds, committees, community donations	Input from BOS and Committee funds	Input from BOS funds, committees, and the business world and the industrial world
3	Process Standard	Have lesson plans and syllabus, face-to-face learning	Have lesson plans and syllabus, face-to-face learning	Have lesson plans and syllabus, face-to-face, offline and online learning
4	Standards of Educators and Education Personnel	According to the teacher's qualifications, namely S1	According to the teacher's qualifications, namely S1	According to the teacher's qualifications, namely S1, teachers are encouraged to increase their qualifications to S2
5	Rating Standard	Maintaining school accreditation i.e. A	Struggling to improve accreditation from B to A	Maintaining school accreditation i.e. A
6	Management Standard	Improved internal and external services	Improved internal and external services	Maintaining the performance of internal and external services according to SOP
7	Standard of Facilities and Infrastructure-na	Multi-storey building, complete facilities	One-story building, incomplete facilities	Multi-storey building, complete facilities, every class has wifi

No	Competitiveness	SMPN 4 Merangin	SMPN 4 Sarolangun	SMPN 4 Kota Jambi
8	Graduate Standard	Demonstrate the ability to think logically, critically, creatively and innovatively in decision making, able to compete in favorite Advanced schools	Demonstrate the ability to think logically, critically, creatively and innovatively in decision making, less able to compete in high school	Demonstrate the ability to think logically, critically, creatively and innovatively in decision making, able to compete in favorite Advanced schools

Based on the comparison table above, the efforts to increase the competitiveness of SMPN 4 Jambi Province can be seen in the following graph:

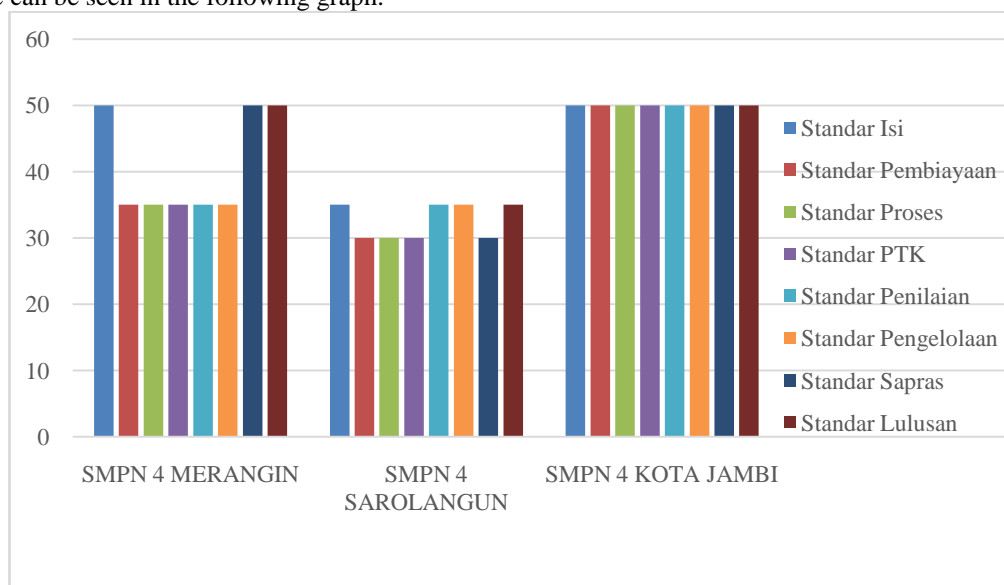


Figure 4. Comparative graph of efforts to increase the competitiveness of SMPN 4 Jambi province
Based on the graph above, it can be concluded that efforts to increase the competitiveness of SMPN Jambi Province, namely SMPN 4 Jambi City are better than SMPN 4 Merangin which occupies the second position and SMPN 4 Sarolangun occupies the third position. The results of the study indicate that the essence of a decision is a choice of various possibilities, the decision requires an assessment of existing actions and a decision to act or not to act. A good decision is one that chooses the best course of action[24]. As a principal in making decisions influenced by the type of leadership. The principal and function of implementing (actuating) management is mentioned in the Qur'an (Surah Al Kahf: 2) Allah SWT says:

قِيمَا لِيَنْدِرَ بَأْسًا شَدِيدًا مِمَّا لَدُنَّهُمْ يُبَشِّرَ الْمُؤْمِنِينَ الَّذِينَ يَعْمَلُونَ الصَّالِحَاتِ أَنَّ لَهُمْ أَجْرًا حَسَنًا

Which means: (As guidance) that is straight, to warn (to anyone about the existence of) a very severe punishment from his side, and to convey good news to the believers who (always) do righteous deeds, that for them the reward is great. good. (Surat al. Kahf: 2)[8]

In the Qur'an Surah Al-Kahf verse 2 there are several sentences which are the main and actuating functions in management, namely the sentences qoyyiman, yundziro, and yubasyyiru sentences. A school principal must be able to provide good guidance or role models to his subordinates in an effort to create a climate or culture of teamwork in achieving organizational goals. The principal is firm in giving warnings to something that has the potential to cause failure because the planned work is not carried out. In the Hadith, Rasulullah SAW said as narrated by Imam Bukhari as follows:

مَثَلُ الْقَائِمِ عَلَى خُدُودِ اللَّهِ وَالْوَاقِعِ فِيهَا كَمَثَلِ قَوْمٍ اسْتَهَمُوا عَلَى سَفِينَةٍ فَأَصَابَ بَعْضُهُمْ أَعْلاَهَا وَبَعْضُهُمْ أَسْفَلَهَا فَكَانَ الَّذِينَ فِي أَسْفَلِهَا إِذَا اسْتَقُوا مِنَ الْمَاءِ مَرُّوا عَلَى مَنْ فَوْقَهُمْ فَقَالُوا لَوْ أَنَّا خَرَقْنَا فِي نَصِيبِنَا خَرْقًا وَلَمْ نُؤَدِّ مَنْ فَوْقَنَا فَإِن يَنْتَرُكُوهُمْ وَمَا أَرَادُوا هَلْكُوا جَمِيعًا وَإِن أَخَذُوا عَلَى أَيْدِيهِمْ نَجَّوْا وَنَجَّوْا جَمِيعًا

Meaning: The example of those who obey Allah's rules and those who violate them is like that of those who cast lots (to) board a ship. Some people get a place at the top, and some at the bottom. The people who occupy the bottom, if they want to fetch water, they have to pass through the people above. They said "How can we just penetrate the water hole in our place so that we don't have to bother the people above? If the people above agreed to the plan, woe to them. And if they forbid, they will be classified, and all the contents of the ship will be safe (H.R. Bukhari).

The hadith narrated by Imam Bukhari above has a relationship with the actuating function in the hadith confirms that in carrying out tasks between individuals and other individuals must respect and remind each other so that

organizational goals can run effectively and efficiently. The struggle in the field of education is an obligation for students, teachers and school principals. Allah says in the Qur'an Surah Al Baqaroh verse 218 that:

إِنَّ الَّذِينَ ءَامَنُوا وَالَّذِينَ هَاجَرُوا وَجَاهَدُوا فِي سَبِيلِ اللَّهِ أُولَٰئِكَ يَرْجُونَ رَحْمَةَ اللَّهِ وَاللَّهُ غَفُورٌ رَّحِيمٌ

It means; Verily, those who believed, those who emigrated and fought in the cause of Allah, they hope for Allah's mercy, and Allah is Forgiving, Most Merciful.[8].

In this verse it explains to us that the struggle or jihad in the way of Allah is good with the property, the soul that is owned, then Allah will repay everything that has been done. Likewise struggling in solving obstacles in improving academic achievement. In accordance with the explanation above, it can be concluded that Allah, and the Messenger of Allah and Islam oblige the need for leaders and those being led are pious, faithful, devoted, virtuous, noble, brave to fight in the way of Allah, democratic and so on. As the Islamic leadership exemplified by the Prophet Muhammad S.A.W which is in accordance with the findings of the researcher that the principal of SMPN 4 Sarolagun district is able to face and resolve obstacles to improving student academic achievement by instilling Islamic values. Understanding and instilling the values of the struggle itself, in this case, is included in the realm of education and communication, where the principal provides education and instills the values of struggle. The task of the implementation function is to direct or mobilize and utilize all existing resources in carrying out work task activities effectively and efficiently to achieve the goals (goals) of the organization that have been set. In the Qur'an Surah Ali Imron verse: 104 Allah SWT says:

وَلَتَكُن مِّنكُمْ أُمَّةٌ يَدْعُونَ إِلَى الْخَيْرِ وَيَأْمُرُونَ بِالْمَعْرُوفِ وَيَنْهَوْنَ عَنِ الْمُنْكَرِ وَأُولَٰئِكَ هُمُ الْمُفْلِحُونَ

Meaning: Let among you (a group) of people who invite to virtue, enjoin the right and forbid what is wrong, they are the lucky ones.[8].

The verse explains that human beings, especially Muslims, always hold fast to the right path by inviting or calling for virtue and staying away from things that forbid (evil). In the Qur'an Surah Al-Kahf Verse 2 Allah SWT says:

فَيَمَّا يَبْتَغِيْنَ بَاسًا شَدِيْدًا مِّنْ لَّدُنْهُ وَيُنَبِّئُ الْمُوْمِنِيْنَ الَّذِيْنَ يَعْمَلُوْنَ الصَّٰلِحٰتِ اَنَّ لَهُمْ اَجْرًا حَسَنًا

Meaning: As straight guidance, to warn of a very painful torment in the sight of Allah and to give good news to those who believe, who do righteous deeds, that they will get a good recompense.[8].

In the Al-Qur'an Surah Al-Kahf verse 2 there are several sentences which are the subject of the actuating function in management, namely the qoyyiman, yundziri, and yubasyyiru sentences. A professional principal must be able to provide good guidance or role models to his subordinates. In an effort to create a climate or culture of teamwork in achieving organizational goals. As a school principal, he has firmness in giving warnings to something that has the potential to cause failure because the work is not carried out as planned.

IV. CONCLUSIONS

This research theoretically aims to see and find the relevance between the professionalism of school principals and school competitiveness at SMPN Jambi Province. In theory, if the professionalism of the principal can be applied consistently to planning, organizing, implementing and evaluating appropriately and correctly, the competitiveness of schools will be realized in State Junior High Schools (SMPN). However, based on the results of this study, it was found that the professionalism of school principals in increasing the competitiveness of State Junior High Schools in Jambi Province had not been carried out optimally, so that in general it greatly affected the competitiveness of schools. with the formulation of the problem that has been determined, namely:

Planning, organizing, implementing and evaluating the professionalism of school principals in improving school competitiveness at SMPN Jambi Province has not been planned and carried out properly. Because in the theory of competitiveness there are several stages carried out by SMP, namely 1. Psychological factors/physical factors consisting of indicators, namely: a. Endowed resources are resources that can be in the form of inputs in increasing competitiveness, b. Business environment is a business environment that has access to public facilities, c. Related and supporting industries are related and supporting industries both vertically and horizontally, d. Domestic demand is domestic demand which includes both quantitative and qualitative aspects. While the second indicator is Human factors/Human Factors consisting of various indicators, namely: a. Workes are workers who directly or indirectly affect work productivity, education level, organization, acceptance of authority, work ethic, b. Politicians and bureaucrats are winning and maintaining leadership for growth and success, c. Entrepreneurs are entrepreneurs, have an entrepreneurial spirit to strengthen competitiveness. By reducing risk and maximizing advantages, d. Professional managers and engineers are professional leaders who determine the future of an institution. The external factor chance events are external factors that influence in increasing competitiveness. Based on the results of the research above, the researchers offer a reconstruction of the model for professional development of principals in increasing the competitiveness of junior high schools in Jambi Province without changing the essence of the Adam Smith to Michael Porter competitiveness model theory used in this study.

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