

## RINGKASAN

Penelitian ini berjudul *Entrepreneurial Spirit* dalam Pengelolaan BUMDes Sangkara di Desa Panembangan, Kecamatan Cilongok, Kabupaten Banyumas. Latar belakang penelitian ini didasari pada banyaknya BUMDes di Kabupaten Banyumas yang masih banyak yang tidak berjalan atau aktif, dikarenakan pemerintah desa tidak mengalokasikan dana usaha, pengurus BUMDes tidak memahami peluang usaha, dan pemerintah desa belum mempunyai komitmen untuk mengaktifkan BUMDes. Namun, terdapat salah satu BUMDes yang sukses dalam berkontribusi dalam perekonomian desa adalah BUMDes Sangkara di Desa Panembangan. BUMDes Sangkara memiliki beberapa unit usaha yaitu, rumah makan maempir galengan dan *coffe paste*, *sukan river* tubing, wifi desa/toko sangkara. Terdapat penambahan unit usaha baru yaitu svarga minapadi dan alun-alun Desa Panembangan. Hal ini mengindikasikan pengelolaan usaha bisnis dalam persepektif pemerintahan dengan semangat kewirausahaan dalam pengelolaan BUMDes dianggap berhasil dan dapat menjadi contoh bagi BUMDes yang lain.

Tujuan dari penelitian adalah untuk memetakan dan mendeskripsikan penerapana *entrepreneurial spirit* dalam pengelolaan BUMDes Sangkara. Penelitian ini merupakan penelitian kualitatif deskriptif. Fokus dari penelitian ini adalah bagaimana *Entrepreneurial Spirit* dalam BUMDes Sangkara yang diteliti dengan teori dari Tripopsakul yang terdiri dari *Opportunity Recognition*, *Self-skill Perception*, *Entrepreneurial Networking*, *Fear of Failure*, *Ease of Doing Business*, dan *Entrepreneurial Intent*. Teknik pemilihan informan menggunakan teknik *purposive sampling*. Pengumpulan data menggunakan metode wawancara, observasi, dan dokumentasi, yang kemudian dianalisis menggunakan metode analisis interaktif. Validitas data menggunakan teknik triangulasi sumber.

Hasil dari penelitian ini menunjukkan bahwa pengelolaan BUMDes Sangkara berdasarkan *entrepreneurial spirit* yang dianalisis melalui aspek *opportunity recognition*, *Self-skill Perception*, *Entrepreneurial Networking*, *Fear of Failure*, *Ease of Doing Business*, dan *Entrepreneurial Intent* sudah baik. Pada aspek *opportunity recognition* pengurus BUMDes sudah mampu memasarkan produk, memanfaatkan peluang, dan mampu menciptakan jenis usaha yang berbeda. Pada aspek *Self-skill Perception* pengurus BUMDes sudah mampu dalam mencetuskan ide, memecahkan masalah, dan menggali sumber daya. Pada aspek *Entrepreneurial Networking* pengurus BUMDes dapat bekerjasama dengan pihak lain melalui MoU, mampu merespon perkembangan masyarakat, dan pembagian pendapatan dengan pihak lain yang sudah jelas tertuang dalam MoU. Pada aspek *Fear of Failure* sudah sudah mampu dalam mengambil keputusan yang didukung ketegasan direktur BUMDes dalam mencapai target. Pada aspek *Ease of Doing Business* BUMDes mempunyai dukungan dari permodalan dan peraturan yang mendukung. Pada aspek *Entrepreneurial Intent* pengurus BUMDes memiliki sifat pekerja keras, tekun, dan didukung dengan koordinasi yang baik.

**Kata Kunci:** Manajemen, BUMDes, *Entrepreneurial Spirit*.

## SUMMARY

*This research is entitled **Entrepreneurial Spirit in the Management of BUMDes Sangkara in Panembangan Village, Cilongok District, Banyumas Regency**. The background of this research is based on the large number of BUMDes in Banyumas Regency, many of which are not running or active, because the village government does not allocate business funds, BUMDes management does not understand business opportunities, and the village government has no commitment to activate BUMDes. However, one of the BUMDes that has been successful in contributing to the village economy is the Sangkara BUMDes in Panembangan Village. BUMDes Sangkara has several business units, namely, Maempir Galengan restaurants and coffee paste, river tubing sports, village wifi/Sangkara shops. There was the addition of a new business unit, namely Svarga Minapadi and Panembangan Village Square. This indicates that managing a business venture from a government perspective with an entrepreneurial spirit in managing BUMDes is considered successful and can serve as an example for other.*

*The purpose of this research is to map and describe the application of entrepreneurial spirit in the management of BUMDes Sangkara. This research is a descriptive qualitative research. The focus of this research is how Entrepreneurial Spirit in Sangkara BUMDes is examined by theory Tripopsakul consisting of Opportunity Recognition, Self-skill Perception, Entrepreneurial Networking, Fear of Failure, Ease of Doing Business, and Entrepreneurial Intent. The informant selection technique used a purposive sampling technique. Data collection used interviews, observation, and documentation, which were then analyzed using interactive analysis methods. Data validity uses source triangulation techniques.*

*The results of this study indicate that the management of BUMDes Sangkara based on entrepreneurial spirit is analyzed through the aspects of opportunity recognition, Self-skill Perception, Entrepreneurial Networking, Fear of Failure, Ease of Doing Business, and Entrepreneurial Intent is good. In the aspect of opportunity recognition, BUMDes management has been able to market products, take advantage of opportunities, and be able to create different types of businesses. In the Self-skill Perception aspect, BUMDes management is capable of generating ideas, solving problems, and exploring resources. In the Entrepreneurial Networking aspect, BUMDes management can collaborate with other parties through an MoU, be able to respond to community developments, and share income with other parties which is clearly stated in the MoU. In the Fear of Failure aspect, they have been able to make decisions supported by the firmness of the BUMDes director in achieving targets. In the Ease of Doing Business aspect, BUMDes have support from capital and supporting regulations. In the Entrepreneurial Intent aspect, BUMDes management is hardworking, diligent, and supported by good coordination.*

**Keywords: Management, BUMDes, Entrepreneurial Spirit.**