

Intellectual capital on the performance

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ABSTRACT

This study aims to prove and analyze the influence of the intellectual capital dimension on the performance of MSMEs in the city of Padang. In this study, 350 MSME entrepreneurs engaged in the culinary field in the city of Padang were used. The analytical method used is multiple regression and t-statistical testing. The data processing is done by using SPSS. Based on the results of testing the first hypothesis, it was found that human capital had no significant effect on the performance of MSMEs in the city of Padang, while structural capital and relational capital had a significant effect on the performance of MSMEs in the city of Padang.



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INTRODUCTION

In recent months, the Indonesian nation has been facing a humanitarian disaster, namely the Covid 19 pandemic, which has had a negative impact on the national economy. As a result of the ongoing pandemic, many business sectors have been paralyzed due to losses. The application of health protocols and the limitation of community activities to break the chain of the spread of Covid 19 resulted in a decline in sales of industrial products, in addition to the limited hours of public operation, the supply of products sold in the consumer market was relatively limited, resulting in an increase in the prices of a number of products (Tanjung, 2021).

In the midst of the decline in a number of large-scale business sectors, the national economy was still slightly helped by the increase in the performance growth of small and medium-sized business units (MSMEs). In almost every region there is a growth of MSMEs and in general the commodities they sell are home industry products that have relatively affordable prices (Tanjung, 2021).

Based on data from the Central Statistics Agency (BPS) it was found that the number of MSMEs in Indonesia continues to increase every year. MSMEs play an active role in increasing Gross Domestic Product (GDP) to reach 60.34% in 2019. Then from the workforce side, MSMEs are able to absorb 97% of the total national workforce from a number of regions in Indonesia with the number of MSME actors reached around 60 million business units. This is evidence that MSMEs have a very important and strategic role in Indonesia's economic development. Furthermore, according to data from the national Central Statistics Agency (BPS), one of the regions that shows an increase in MSME business growth is West Sumatra in general and Padang City in particular (Indra, 2021).

In the face of ever-changing times, organizations must continue to develop in order to adapt themselves to the demands of the times that are faced today. The demand for these changes is currently an obligation for companies so that companies can survive in an increasingly competitive

business world (Humairoh & Budi, 2019). Given the importance of change, companies or SME business units must change the way they think about a business, not can no longer rely on what has been achieved, but how to look for opportunities to develop the business for the better (Wirtz & Lovelock, 2011). Change itself is defined as a planned or unplanned transformation of the existing organizational structure, technology and people in the organization.

One of the organization's efforts to adapt to these demands is that the organization must provide resources that have competence and capability, which is meant by resources that have competence and capability, namely resources that are able to carry out their duties or activities in a coordinated manner for the achievement of company goals (Luthans, 2017). One of the goals of every organization is to maintain its survival in the long term. Therefore, it is very important for every organization to maintain the stability of their business performance. According to Mowen & Minor (2014) business performance shows the achievements obtained by an organization after developing the resources they have. To measure business performance, input-process-output approach can be used. In this approach, the dimensions developed and measured include work performance, cooperation, and responsibility. Performance appraisal is useful for measuring the success of the organization in achieving the goals that have been set because of measuring the performance of (James et al., 2015).

According to Arens et al., (2012) one way that organizational leaders can do to support the stability of organizational performance is to increase the human capital of the organization. The most important thing that must be managed and leveled in the management of human capital is the intellectual capital of every human resource used by the company. Proper management of the intellectual aspects of human resources will create creativity and solutions that can encourage the maintenance of business performance in the long term.

According to Do & Bontis (2008) to encourage the improvement and stability of company performance, every company has human resources with a high level of intellectual capital. Intellectual capital is a very important instrument for a company. The term Intellectual Capital means more than just the intelligence owned by the company, where Intellectual Capital is an ideological process to achieve company goals. Intellectual Capital is the process of creating value through knowledge and information applied to work (Helmiatin, 2015). In addition, the nature of intellectual capital is not the same as assets that are known in general, considering that intellectual capital is intangible but can only be felt by the organization.

Curado dan Bontis (2007) revealed that Intellectual Capital has three main dimensions, namely: Human capital (HC), Structural capital (SC), and Relational capital (RC). Each of the supporting dimensions of intellectual capital will contribute to improving the company's performance. Human capital is related to the availability of human resources that are very useful in managing the company, structural capital is related to the availability of capital resources that will be used for business development while relational capital is the relationship or relationship that occurs between managed business units and all stakeholders so as to encourage increased company performance.

Intellectual Capital is one of the most important factors in the development of an institution or company. Where the development and improvement of intellectual capital can affect the performance of employees, so that the performance of these employees can also affect the development of the performance of the institution or company. In addition, intellectual capital (Intellectual Capital) is very important for companies because it can find out the extent of progress and abilities possessed by its employees (Nuryaman, 2015).

The role of intellectual capital is very influential on employee performance and in the long term will affect organizational performance. Intellectual capital can be used by organizations to create the expected performance and as a tool for evaluating employee performance to create employees who survive the future needs of the organization (Helmiatin 2015), as research conducted by Ulum (2015) states that human capital, structural/organizational capital, and relational capital positively affect the company's performance which will also affect the company's performance and productivity

(Jeneo, 2019). This proves that the components of human capital (human capital), structural capital (structural capital), and relationship capital (relational capital) are included in intellectual capital.

LITERATURE REVIEW

The literature on the theory of resource based view and strategic human resource management states that specific human capital in an organization is important in improving the performance of employees of an organization (Landion & Lastanti, 2019). Furthermore, human capital should be valuable, rare, and not easily imitated. This is because human capital will have a positive impact on improving business performance (Sigit 2015).

The results of research by Zuliyati & Delima (2017) found that the dimension of intellectual capital as measured by human capital has a positive effect on the performance of MSMEs. The findings obtained indicate that the higher the quality of human capital observed from the competence and work experience of MSME members, the higher MSME performance can be seen from the higher income and the development of micro-scale businesses developed by the community.

The results of research by Sulastri et al., (2020) reveal that one of the important elements of intellectual capital is human capital. Human resources are the spearhead of business who have knowledge, skills, thoroughness and ideas that can be used to develop businesses. When a business is able to manage human resources well, the increase in business performance will be seen as an increase in sales and operating profits achieved so as to encourage the maintenance of business existence within a certain period of time.

Similar research results were also obtained by Sari & Rasyid (2020) who found that intellectual capital as measured by human capital had a positive and significant effect on business performance of MSMEs in Sidoarjo Regency. The findings obtained show that the higher the quality of human resources owned by an MSME will encourage the improvement of MSME business performance. Improved performance can be observed from the increase in the value of profits obtained by MSMEs and the development of MSMEs being managed.

The results of research conducted by Lestari (2017) found that structural capital has a positive effect on the performance of MSMEs, the findings obtained show that when MSME managers are able to manage their capital structure appropriately and efficiently, MSME performance will increase, which can be seen from the increase in sales value. and profits as well as continuing to increase the number of branches of small and medium-scale micro enterprises developed by the community in an area.

Sulastri et al., (2020) revealed that a business must develop the intellectual intelligence possessed by human resources, the intellectual capital in question is related to structural capital which consists of knowledge, competence and experience possessed by individuals. Proper management and utilization of knowledge, to the experience it has, will improve business performance so as to ensure the existence of the company in the long term.

Furthermore, the results of research conducted by Sari and Rasyid, (2020) found that structural capital had a positive effect on the performance of MSMEs. These findings indicate that the greater the structural capital used to develop MSME businesses, the business performance will increase. In this case, business managers must be observant and appropriately utilize sources of capital so as to encourage increased business performance as seen from the increase in the value of sales and operating profits obtained by MSMEs.

The results of the research by Sari and Rasyid, (2020) found that relational capital had a positive and significant effect on the business performance of MSMEs. This is because when the level of relational capital increases, which is indicated by the increasing number of community members who buy MSME products and the existence of a sustainable relationship between customers and MSMEs, it will encourage MSME performance to increase, which can be seen from the continued maintenance of sales value and operating profit to the continued existence of a company. SMEs.

Furthermore, the results of research conducted by Zuliyati and Delima, (2017) who also found that relational capital had a positive and significant effect on the business performance of

MSMEs. The findings obtained strengthen the theoretical concept which reveals that the higher the relational capital, the higher the business performance. The relational capital in question is related to the dynamic and sustainable relationship between the community as users of MSME services and MSMEs themselves so as to encourage increased sales value and the existence of MSMEs in the long term.

METHOD

This research will be conducted in Padang City, West Sumatra Province, the implementation of which will take place in early June 2021. According to Sekaran & Bougie (2017) the population is a group of people, events or things that have certain characteristics. In this study, the population used were all MSME companies in the city of Padang totaling 11700 business units (Sugiyono, 2012).

In this study, the sample was 350 respondents who had MSME businesses in the culinary field that were still active in the city of Padang. In this study, the accidental sampling method was used. This research will be conducted with data collection techniques using questionnaires, namely data collection techniques by providing or distributing a list of questions about the dimensions of intellectual capital and MSME business performance. To equate the perception between the writer and the reader, the writer will present the operational definition of each variable used, namely (Santoso, 2010):

MSME Business Performance

Business performance shows the achievements obtained by business units such as increased sales, profits, branch production capacity and survival ability. In measuring the business performance of MSMEs, indicators are adopted from Curado and Bontis, (2007) using two dimensions, namely Leadership in MSMEs, Future Development, Profits, Profit growth, Sales growth, Net profit after tax, Net sales after tax, Response in facing competition, Success rate in launching new products and overall business performance

Human Capital

Human capital indicates the knowledge possessed by each employee that is used in the production process or the completion of employee tasks. In this study the human capital variable was measured by the statement developed by Sulastris et al., (2020) namely employee training, employee recruitment costs, employee competence related to productivity, employee education level according to work, teamwork, employee motivation level and Employee loyalty

Structural Capital

Structural capital specific capabilities possessed by MSME resources. In measuring structural capital, a statement adopted from Sulastris et al., (2020) is used, namely employees share knowledge within the company, Information technology systems used by the company, Improve the quality of products or services, Make improvements to the quality of products and services, Quality of products or services. services, Increasing company revenue, Implementation of new ideas from service products, Support for employee creativity, Ease of system, Consideration of implementing new product or service ideas, Increasing company turnover and business prospects

Relational Capital

Relational capital shows a good relationship between the company and all stakeholders. In measuring relational capital, the statements developed in the research of Sulastri et al., (2020) are used, namely: Consumer satisfaction with company products or services, Understanding of consumer needs and Fulfillment of decisions and desires consumer (Sawarjuwono & Kadir, 2003).

The data analysis method used is quantitative, namely the method of analysis carried out by proving the truth of the hypothesis. The testing procedure carried out is to test the classical assumptions which include normality testing, multicollinearity testing and heteroscedasticity testing (Winarno, 2014). After all the research variables used were free from deviations from classical assumptions, multiple linear regression analysis was carried out (Ghozali, 2018). Multiple regression model analysis is a possible equation that is close to the reality between the existing variables and to measure the effect between the independent variable and the dependent variable, using SPSS. According to Hair, William, & Anderson (2014) the formula used is as follows:

$$Y = a + b_1x_1 + b_2x_2 + b_3x_3 + e$$

- Y = MSME business performance
- x₁ = *Human capital*
- x₂ = *Structural capital*
- x₃ = *Relational capital*
- a = Constanta
- b₁ – b₃ = Regression Coefficient
- e = *Error term*)

Hypothesis testing is done by using t-statistical test which aims to determine the effect of the independent variable on the dependent variable individually. The data processing is carried out using an error rate of 0.05. The data processing is done using SPSS.

RESULT AND DISCUSSION

After all data and information have been obtained through the distribution of questionnaires, the general descriptive narration of the respondents who participated in this study can be seen in Table 1 below:

Table 1. Respondent's Descriptive

| Information | Amount | Percentage |
|-----------------------|------------|------------|
| Gender | | |
| Male | 162 | 46.29 |
| Female | 168 | 48.00 |
| Age | | |
| 16 – 25 Years | 10 | 2.86 |
| 26 – 30 Years | 24 | 6.86 |
| 31 – 35 Years | 120 | 34.29 |
| 36 – 40 Years | 112 | 32.00 |
| 41 – 50 Years | 75 | 21.43 |
| > 50 Years | 9 | 2.57 |
| Pendidikan | | |
| Senior High School | 269 | 76.86 |
| Diploma | 25 | 7.14 |
| Bachelor | 50 | 14.29 |
| Master | 9 | 2.57 |
| Bussiness Time | | |
| < 1 Years | 58 | 16.57 |
| 1 – 3 Years | 176 | 50.29 |
| 4 – 5 Years | 88 | 25.14 |
| > 5 Years | 28 | 8.00 |
| Total | 350 | 100 |

In accordance with Table 1, it was identified that most of the respondents were female, as many as 168 people or 48% of the total respondents, while the male respondents were only 162 people or 46.29% of the total respondents. In accordance with the data tabulation process, it is also known that most of the respondents aged between 31 years to 35 years, amounting to 120 people or 34.29%, while the lowest age level is those who are over 50 years old, which is only 9 people or 2.57% of the total respondents. Based on the descriptive age of the respondents, it can be concluded that there is a balance between men and women in managing micro-scale businesses in the form of MSMEs and carried out by young people.

In addition, from the data tabulation process, it is also known that 269 people or 76.86% of respondents have formal education at the high school level or equivalent, while the respondents with the least frequency are those who have formal education at the S2 level, which is 9 people or 2.57% of the total respondents. From the data tabulation process, it is also known that MSME-based businesses managed by respondents have an age between one year and three years, this is recognized by 176 people or 50.29% of respondents while MSMEs aged over five years are only 28 MSMEs or 8% of the total all respondents. Based on the descriptive respondents, it can be concluded that the MSME business managers are dominated by young and energetic respondents.

Classic Assumption Test

Normality Testing

Normality testing was carried out using the One Sample Kolmogorov Smirnov Test. Based on the results of the normality testing that has been carried out, a summary of the results is shown in Table 3 below:

Table 2. Normality Testing Result

| Information | Asymp Sig (2-tailed) | Cut Off | Result |
|---------------------------|-----------------------------|----------------|---------------|
| Performance MSMEs | 0.063 | 0.05 | Normal |
| <i>Human capital</i> | 0.129 | 0.05 | Normal |
| <i>Structural capital</i> | 0.195 | 0.05 | Normal |
| <i>Relational capital</i> | 0.246 | 0.05 | Normal |

In accordance with the results of the normality test that has been carried out, it is known that all research variables consisting of the performance of MSMEs, human capital, structural capital and relational capital have an asymp sig (2-tailed) value above 0.05 so it can be concluded that each research variable used is distributed normal.

Multicollinearity Test Results

According to Hair, et al., (2014) multicollinearity testing can be done by looking for the Tolerance and Variance Inflation Factor (VIF) values. Symptoms of multicollinearity will not occur if the Tolerance value > 0.10 and VIF < 10. Based on the results of data processing that has been carried out, the summary is shown in Table 3 below

Table 3. Multicollinearity Test Results

| Information | Tolerance | VIF | Kesimpulan |
|---------------------------|------------------|------------|----------------------------------|
| <i>Human capital</i> | 0.980 | 1.629 | Multicollinearity does not occur |
| <i>Structural capital</i> | 0.933 | 1.504 | Multicollinearity does not occur |
| <i>Relational capital</i> | 0.968 | 1.950 | Multicollinearity does not occur |

Based on the results of the multicollinearity test that has been carried out, the Tolerance value of each independent variable consisting of human capital, structural capital and relational capital > 0.10 and the value of Variance Inflation Factor (VIF) < 10 so it can be concluded that each independent

variable used and formed into the regression equation in this study is free from multicollinearity symptoms, therefore further data processing steps can be carried out immediately.

Heterosdastisity Test Results

Heteroscedasticity testing was carried out using the Glejser test. In the testing procedure, each independent variable will be regressed with the ARESID (absolute residual) variable (Ghozali & Latan, 2015). Based on the results of the tests that have been carried out, a summary of the results is shown in Table 4 below:

Table 4. Glejser Heteroscedasticity Test Results

| Information | Sig | Cut Off | Result |
|---------------------------|-------|---------|-----------------------------------|
| <i>Human capital</i> | 0.078 | 0.05 | Heteroscedasticity does not occur |
| <i>Structural capital</i> | 0.502 | 0.05 | Heteroscedasticity does not occur |
| <i>Relational capital</i> | 0.563 | 0.05 | Heteroscedasticity does not occur |

In accordance with the results of the tests that have been carried out, it can be seen that each independent variable that has been regressed with the ARESID variable has a sig value above 0.05. Thus, it can be concluded that all independent variables that will form the multiple regression equation are free from heteroscedasticity symptoms, so that further data processing steps can be carried out immediately.

Hypothesis test

Regression analysis aims to analyze the direction and magnitude of the influence formed between the independent variables on the dependent variable. In this study, the regression analysis model used is multiple regression. Based on the results of data processing that has been carried out, a summary of the results is shown in Table 4 below:

Table 4. Hypothesis Testing Results

| Information | Regression Coefficient | t-hit | Sig | Cut Off | Result |
|--------------------|------------------------|--------|-------|---------|------------|
| Constanta | 1.991 | - | - | | |
| Human capital | 0.049 | 1.351 | 0.178 | 0.05 | Acceptence |
| Structural capital | 0.519 | 18.230 | 0.000 | 0.05 | Acceptence |
| Relational capital | 1.122 | 11.086 | 0.000 | 0.05 | Acceptence |
| R ² | 0.940 | | | | |
| F-sig | 0.000 | | | | |

Based on Table 4, it can be seen that each independent variable has a regression coefficient that can be formed into a multiple regression equation model, namely

$$Y = 1.991 + 0.049X_1 + 0.519X_2 + 1.122X_3 + e$$

In accordance with the results of the tests that have been carried out, the coefficient of determination value is 0.940. The coefficient value shows that the variable dimensions of intellectual capital which consist of human capital, structural capital and relational capital are able to have a variety of contributions in influencing changes in the performance of MSMEs in Padang City by 94% while the remaining 6% is influenced by other variables not used in the study.

Based on the results of the F-statistics test that has been carried out, the sig value is 0.000. The data processing is carried out using an error rate of 0.05. The results obtained show a sig value of 0.000, far below 0.05. So the decision is that Ho is rejected and Ha is accepted so that it can be concluded that the variables of human capital, structural capital and relational capital together have a

significant effect on the performance of MSMEs in Padang City. Thus the regression equation model formed by the variable dimensions of intellectual capital is declared appropriate or fit, so that further analysis stages can be carried out immediately.

Based on the results of testing the first hypothesis, it is known that the dimension of intellectual capital as measured by human capital has a positive regression coefficient of 0.049 which is proven statistically with a sig value of 0.178. The data processing is carried out using an error rate of 0.05. The results obtained show the value of sig 0.178 far above the error rate of 0.05. So the decision is H_0 is accepted and H_1 is rejected so it can be concluded that human capital has no significant effect on the performance of MSMEs in Padang City.

At the stage of testing the second hypothesis using the structural capital variable, the value of the multiple regression coefficient with a positive sign is 0.519, which is statistically proven with a sig value of 0.000. The testing process is carried out using an error rate of 0.05. The results obtained show the sig value is far below 0.05. So the decision is that H_0 is rejected and H_2 is accepted so that it can be concluded that structural capital has a positive and significant effect on the performance of MSMEs in Padang City.

At the stage of testing the third hypothesis using the relational capital variable, the multiple regression coefficient value is positive at 1.122, which is statistically proven with a sig value of 0.000. The testing process is carried out using an error rate of 0.05. The results obtained show the sig value is far below 0.05. So the decision is that H_0 is rejected and H_3 is accepted so that it can be concluded that relational capital has a positive and significant effect on the performance of MSMEs in Padang City.

DISCUSSION

The Influence of Human Capital on MSME Performance in Padang City

Based on the results of testing the first hypothesis, it was found that human capital had no significant effect on the performance of MSMEs in Padang City. The findings obtained indicate that changes in the performance of MSMEs in Padang City are not only influenced by the human capital owned by MSMEs. Thus the first hypothesis is rejected. This situation is due to the success of MSMEs in encouraging increased business performance which is observed from increased sales and profits which are influenced by many factors, not only human capital, but also related to other technical factors, such as location selection, market potential, community economic conditions, inflation and so on. Indeed, the quality of human capital can contribute to improving the performance of MSMEs, but market conditions and marketing strategies play a very important role in supporting the increase in company performance, so that the presence of quality human capital is not enough to encourage the improvement of MSME performance, especially in the city of Padang.

The findings obtained at the stage of testing the first hypothesis are supported by the results of Lestari, Pratomo & Asalam (2019) which finds that the intellectual capital dimension as measured by human capital has no significant effect on company performance. Similar research findings were also obtained by Zuliyati and Delima (2017) revealing that the increase in MSME performance is not only influenced by the human capital owned by the MSME but is also influenced by many factors such as marketing strategy, creativity of MSME managers and various other variables. Furthermore, similar research results were also obtained by (Marskal et al., (2020) found that the intellectual capital dimension as measured by human capital had no significant effect on the performance of MSMEs.

The Effect of Structural Capital on MSME Performance in Padang City

Based on the results of testing the second hypothesis, it was found that the intellectual capital dimension as measured by structural capital has a positive and significant effect on the performance of MSMEs in Padang City. The findings obtained show that the better the quality of structural capital owned by MSMEs and they can take advantage of these advantages, it will encourage the increased performance of MSMEs in the city of Padang. Thus the second hypothesis is accepted. This situation is

caused when MSME managers have good structural capital, then this procedure can be used to improve MSME performance. They also have a clear and orderly work system so that they can increase the performance of MSMEs in the city of Padang. This can be seen from the increase in sales and operating profits of MSMEs which encourage the micro business unit to grow and develop for a long time in the city of Padang.

The results obtained at the stage of testing the second hypothesis are supported by the findings of Lestari (2017) finding that structural capital has a positive effect on the performance of MSMEs. Another consistent finding was also obtained by Sulastri et al., (2020) who found that when an MSME has a clear and well-planned work structure then everything will go well according to the stages, one of which performance can increase when an MSME has A good structural capital is an increase in the performance of MSMEs which can be seen from the increase in the profit position of MSMEs and the larger the business scale of an MSME. Furthermore, the results of the same study were also obtained by Sari & Rasyid (2020) found that structural capital had a positive effect on the performance of MSMEs. These findings indicate that the greater the structural capital used to develop MSME businesses, the business performance will increase.

The Effect of Relational Capital on MSME Performance in Padang City

Based on the results of testing the third hypothesis, it was found that relational capital has a positive and significant effect on the performance of MSMEs in Padang City. The findings obtained indicate that the higher the relational capital owned by MSMEs, the higher the performance of MSMEs in Padang City. Thus the third hypothesis (H_3) is accepted. This situation is caused when MSME managers have strong relational capital, good relationships with relationships will help the development of MSMEs, starting from the licensing process, to increasing the number of consumers who can encourage sales and increase operating profits which will certainly encourage the survival of MSMEs, especially in the City. field.

The findings obtained at the stage of testing the third hypothesis are also supported by a number of previous studies including Sari & Rasyid (2020) finding that relational capital has a positive and significant effect on MSME business performance. Where the more relationships from the manager of an MSME will encourage the increase in the performance of the MSME. The same finding was also obtained by Zuliyati & Delima (2017) who also found that relational capital had a positive and significant effect on MSME business performance. The findings obtained strengthen the theoretical concept which reveals that the higher the relational capital, the higher the business performance. Furthermore, the results of the same study were also obtained by Lestari (2017) who revealed that when the relational capital of a business is getting stronger, it will encourage increased sales and operating profits obtained by an MSME as well as indicating that there has been an increase in the performance of the MSME.

In accordance with the description of the analysis of the results and discussion described above, several important conclusions are proposed which are the answers to the problems discussed in this study, namely: Human capital has no significant effect on the performance of MSMEs in Padang City. In the second hypothesis, it was found that Structural capital had a positive and significant effect on the performance of MSMEs in the City of Padang, while at the stage of testing the third hypothesis, Relational capital had a positive and significant effect on the performance of MSMEs in the City of Padang.

In accordance with the limitations of the study, several suggestions are proposed that can provide benefits. For MSME managers, it is recommended to continue to improve the implementation of structural capital such as completing various products sold in MSMEs, sharing between employees and owners and creating creative things to encourage the progress of MSMEs, these suggestions are important. to encourage increased performance of MSMEs, while maintaining the existence of MSMEs in the long term. It is also recommended for MSME managers to always increase relational capital by continuing to establish good relations with all members of the community. This is important when relational capital continues to increase, it can continue to encourage MSME

performance through increasing sales and strengthening MSMEs' ability to generate profits. Future researchers are advised to equate the characteristics of companies that will be used as research samples in the future, namely by using the purposive sampling method. These suggestions are very important to do to avoid the occurrence of data outliers and increase the accuracy of the research results obtained.

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