

ANALYSIS OF FACTORS INFLUENCING STUDENTS' DECISIONS IN CHOOSING PRIVATE COLLEGE AT MUHAMMADIYAH UNIVERSITY OF NORTH SUMATRA

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Abstract

Education is a measure of the success of a nation. So that education is a very important factor that must be the center of attention in its development. Muhammadiyah University of North Sumatra has 43 study programs to fulfill market demand so that prospective new students have many choices to choose which study program they want. But in reality the number of study programs does not match the number of students. So this situation needs to be investigated further. The purpose of this study was to determine the factors that influence student decisions in selecting private universities at Muhammadiyah University, North Sumatra. This research is classified as associative research (relationship). This is research that aims to determine the relationship between two or more variables. The approach used is a quantitative approach, it is said to be a quantitative approach because the research data used is in the form of numbers or qualitative data that is calculated. The population in this study were students at the Muhammadiyah University of North Sumatra Stambuk 2022/2023, totaling 4771 people. The sample technique used in this study was using Proportionate Random Sampling. The amount of the sample is obtained by using features sample size calculator through website www.raosoft.com until obtained the number of samples in this study numbered 356 people. The results of the research are that social media has a positive effect on student decisions in choosing a college. Campus reputation has a positive effect on student decisions in choosing a college. The cost of education has a positive effect on student decisions in choosing a college. Future job prospects have a positive effect on student decisions in choosing a college. Social media, campus reputation, tuition fees and future job prospects all have a positive influence on students' decisions to choose a college. The results of the determination test obtained the value of R^2 of 0.610 or 61%. This explains that around 61% of student decision variables can be explained by social media variables, campus reputation, tuition fees and future job prospects and the remaining 39% is explained by other variables not examined in this study.

Keywords: Social Media, Campus Reputation, Tuition Fees, Future Job Prospects, Student Decisions.

INTRODUCTION

Muhammadiyah University of North Sumatra (UMSU) is the only private university in North Sumatra that has received the QS World University Ranking, which is a fairly well-known world-class university ranking (Isfa, 2022). Through this program, UMSU succeeded in getting a 4-star QS and UMSU also succeeded in getting recognition from the Malaysia Qualification Agency, which means this has shown that UMSU has international standard competitiveness which continues to develop and progress to achieve World Class University.

Based on a pre-survey conducted by the author, it was found that the number of students registering at UMSU fluctuates every year. Furthermore, the author conducted interviews with several students where students chose to study at UMSU mostly because they often saw UMSU activities through social media such as Facebook, Instagram and

Tiktok, both of which attracted students in choosing to study at UMSU, this could be a promotional medium campus to introduce UMSU to prospective students. By using social media, students can get views about UMSU and all kinds of information they want, apart from that, students can also see the shortcomings of UMSU so that it becomes a comparison material with other private universities in terms of accreditation, education costs,

For some students who decide to continue and complete their education to the highest level, they will be faced with various choices and problems, such as various choices of universities, levels of education, and choices of various study programs. Apart from that, students will also be faced with so many considerations that must be considered. The decision to choose a university can be said to be a form of consumer behavior. Students can be said to be consumers of a university who have a need to obtain knowledge and also a degree from the major they are taking. A consumer needs various kinds of information so that the best alternative can be found to meet their needs (Fakhri, et al, 2017). Based on a pre-survey of 30 UMSU students, several reasons were obtained for students choosing to study at the Muhammadiyah University of North Sumatra (UMSU), namely that of the 30 students, around 26% chose because they saw UMSU's social media, where through social media prospective students can find out everything about UMSU. both in terms of the facilities they have, the lecturers who teach, how much the education costs, what the reputation is and all kinds of activities carried out by students at UMSU, 26% chose because of the affordable education costs, 19% chose because of the good reputation of the campus, 15% chose because to make it easier to get a job and 14% chose it because the campus was close to home.

LITERATURE REVIEW

Student Decision

Student decisions are thoughts where individuals evaluate various options and decide on a product/service from among the many choices. Decision making is a selection based on certain criteria over two or more possible alternatives (Naufalin, 2019). Decision making is the process of selecting or determining various possibilities among uncertain situations. Decision making occurs in situations that require someone to make future predictions, choose one of two or more options, make estimates (forecasts) regarding the frequency with which the prediction will occur.

Social media

Social media is a medium where participants can interact and share information with other users (Irwansyah, et al., 2021: 228). Social media in business has the advantage of online marketing, marketing, building relationships and word of mouth / networks that can be used to understand consumer behavior and purchasing decisions. Consumer behavior and purchasing decisions on social media can be identified from the needs and desires demonstrated by their interactions and communications on social media.

Campus Reputation

The word reputation is often combined with image. Reputation requires long cultivation and image consistency. Reputation can last longer than image (Djohan, 2016: 32). Another opinion according to Mahmudah & Faidah, (2020), reputation is defined as a good name.

Cost of education

Costs are economic sacrifices made to obtain goods or services. In language, costs can be interpreted as expenses, in economic terms costs/expenses can be in the form of money or other monetary forms (Suryani, 2018). Education costs are the total financial sacrifices made by consumers (student parents or students) for their needs during their education from the beginning to the end of their education.

Future Job Prospects

According to the Big Indonesian Dictionary (KBBI), the meaning of prospect is possibility and hope. In simple terms, this definition means that prospects are things that might happen in a matter so that they have the potential to have a certain impact (Naufalin, 2019). Employment can be interpreted as demand for labor, namely a situation that describes the availability of jobs ready to be filled by job seekers (Naufalin, 2019). So the number of samples used in this research was 356 students.

METHOD

This research is classified as associative (relationship) research. This is research that aims to determine the relationship between two or more variables. The approach used is a quantitative approach, it is said to be a quantitative approach because the research data used is in the form of numbers or qualitative data that is added up. The population in this research is the 2022/2023 students of the Muhammadiyah University of North Sumatra Stambuk, totaling 4771 people. The sampling technique used in this research is Proportionate Random Sampling. The sample size was carried out using the sample size calculator feature on the website www.raosoft.com So the total sample in this study was 356 people.

RESULTS AND DISCUSSION

Multiple Linear Regression Analysis Test

		Coefficients ^a				
Model		Unstandardized Coefficients		Standardized Coefficients		
		B	Std. Error	Beta	t	Sig.
1	(Constant)	,930	1,418		,656	,512
	Social Media (X1)	,317	,036	,328	8,735	,000
	Campus Reputation (X2)	,103	,029	,156	3,520	,000
	Tuition Fees (X3)	,459	,048	,371	9,657	,000
	Future Job Prospects (X4)	,228	,053	,188	4,328	,000

a. Dependent Variable: Student Decision (Y)

From the table above, there are the results of multiple linear regression calculations, namely:

$$Y = 0.930 + 0.317X_1 + 0.103 X_2 + 0.459 X_3 + 0.228 X_4 + e$$

Based on the table above, the above equation can be explained, namely as follows:

1. Constant (a) = 0.930

The constant has a value of 0.930, this shows that if X₁, X₂, X₃ and X₄ are 0 (zero), then Student Decision (Y) has a value of 0.930.

2. Social Media Variable (X₁) = 0.317

The variable X₁ has a regression coefficient value of 0.317, if there is a change in the Social Media variable of 1 point or 1%, it can increase the Student Decision value by 0.317.

3. Campus Reputation Variable (X₂) = 0.103

The variable X₂ has a regression coefficient value of 0.103, if there is a change in the Campus Reputation variable of 1 point or 1%, it can increase the Student Decision value by 0.103.

4. Education Cost Variable (X₃) = 0.459

Variable X₃ has a regression coefficient value of 0.459, if there is a change in the Tuition Fee variable by 1 point or 1%, it can increase the Student Decision value by 0.459

5. Future Job Prospects Variable (X₄) = 0.228

The variable X₄ has a regression coefficient value of 0.228, if there is a change in the Job Prospects variable in the future by 1 point or 1%, it can increase the Student Decision value by 0.228.

Analysis of the Coefficient of Determination (R²)

Model Summary b				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.781a	.610	.606	2,329

a. Predictors: (Constant), Future Job Prospects (X₄), Social Media (X₁), Tuition Fees (X₃), Campus Reputation (X₂)

b. Dependent Variable: Student Decision (Y)

Based on the table above, it can be seen that the R² value is 0.610 or 61%. This explains that around 61% of the Student Decision variables can be explained by the variables social media, Campus Reputation, Tuition Fees and Future Job Prospects and the remaining 39% is explained by other variables not examined in this research.

Hypothesis Test Results

Partial Test Results (t Test)

Model	Coefficients ^a		Standardized Coefficients Beta	t	Sig.
	Unstandardized Coefficients B	Std. Error			
1 (Constant)	,930	1,418		,656	,512
Social Media (X1)	,317	,036	,328	8,735	,000
Campus Reputation (X2)	,103	,029	,156	3,520	,000
Tuition Fees (X3)	,459	,048	,371	9,657	,000
Future Job Prospects (X4)	,228	,053	,188	4,328	,000

a. Dependent Variable: Student Decision (Y)

The ttable value can be seen from the value $df = nk - 1$ with a degree of freedom of 5% (0.05). The number of research samples (n) = 356, the number of independent and dependent variables (k) = 4. So the ttable value obtained with $df = 356 - 4 - 1 = 351$ with $\alpha = 0.05$ is 1.996. Based on the table above, the influence of the independent variable on the dependent variable can be explained in the form of:

1. Social Media has a tcount value of 8.735 > ttable 1.996 and a significant value of 0.000 < 0.05. So it can be concluded that the Social Media variable has a positive and significant effect on student decisions.
2. Campus Reputation has a tcount value of 3.520 > ttable 1.996 and a significant value of 0.000 < 0.05. So it can be concluded that the Campus Reputation variable has a positive and significant effect on student decisions.
3. Education costs have a tcount value of 9.657 > ttable 1.996 and a significant value of 0.000 < 0.05. So it can be concluded that the Education Cost variable has a positive and significant effect on student decisions.
4. Future Job Prospects have a tcount value of 4.323 > ttable 1.996 and a significant value of 0.000 < 0.05. So it can be concluded that the Future Job Prospects variable has a positive and significant effect on student decisions.

Simultaneous Test Results (F Test)

Model	ANOVA ^a				
	Sum of Squares	df	Mean Square	F	Sig.
1 Regression	2982,522	4	745,631	137,427	,000b
Residual	1904,408	351	5,426		
Total	4886,930	355			

a. Dependent Variable: Student Decision (Y)

b. Predictors: (Constant), Future Job Prospects (X4), Social Media (X1), Tuition Fees (X3), Campus Reputation (X2)

The Ftable value is obtained from the F table with the df_1 and df_2 value formulas. The value of $df_1 = k - 1$ and the value of $df_2 = nk$. The number of research samples (n) = 356, the number of independent and dependent variables (k) = 5. So the values obtained

are $df_1 = 5-1 = 4$ and $df_2 = 356-4 = 352$. Based on the F table, it is known that the value of $df_1 = 4$ and the value of $df_2 = 352$, so the value of $F_{table} = 2.40$.

The results of the F test show that the Fcount value is 137.427 with a significance level of 0.000. Because the Fcount value is $137.427 > F_{table} 2.40$ and the significant value in this research is $0.000 < 0.05$, it can be concluded that social media, Campus Reputation, Tuition Fees and Future Job Prospects Influence Student Decisions.

CONCLUSION

Based on the results of the research and discussion that has been carried out on all that has been obtained, the author can conclude:

1. Social Media has a positive and significant influence on consumers at Muhammadiyah University of North Sumatra.
2. Campus reputation has a positive and significant effect on consumers at the Muhammadiyah University of North Sumatra.
3. Education costs have a positive and significant effect on consumers at Muhammadiyah University of North Sumatra.
4. Future Job Prospects have a positive and significant influence on consumers at the Muhammadiyah University of North Sumatra.
5. Social Media, Campus Reputation, Tuition Fees and Future Job Prospects have a positive and significant influence on consumers at the Muhammadiyah University of North Sumatra.

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