

## BK Teachers' Efforts to Prepare Grade XII Students to Decide on Advanced Education

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### ABSTRACT

The number of students in grade XII of Budisatrya Private High School amounted to 154 people, 43% of students continued to higher education, and 57% did not continue to college. They choose to try to apply for jobs, for example, to become members of the Police, TNI, Security Guards, entrepreneurs, and factory workers. Guidance and counselling teachers help grade XII students for further education by directing and motivating them to continue their college education. Counseling guidance teachers give students views on the importance of education, how the university is portrayed, provide the latest information about the university, prospective police or army applications and job vacancy information for high school graduates and advise that a bright future cannot be achieved without hard work, therefore students are expected to always strive to achieve their goals with optimism and persistence. The supporting factors of counselling guidance teachers in preparing students for further education are the existence of lively socialisation between the school and the university and socialisation between the school and alumni that make it easier for students to continue to college, careers, entrepreneurship, and factory workers. Factors that hinder guidance and counselling teachers in preparing students for further education are the absence of transfer from university to school, and the lack of socialisation time, so socialisation runs less than optimally.

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## 1. INTRODUCTION

Guidance and counselling services are carried out to help develop students' potential and encourage them to solve their problems. One of the efforts made is to direct students to formulate a life plan for the future, including choosing and determining further education after completing a certain level of education [1]. For example, grade XII students, especially after graduation, whether they enter college or enter the world of work.

The decision of students to decide on the choice of further education or enter the world of work needs the guidance of BK teachers, considering that they do not have enough provisions to choose and decide on it [2]. BK teachers should be able to direct students to understand the decisions to be taken; otherwise, they will experience obstacles in developing their future [3]. Indeed, students have various potential to face these conditions and challenges, but their limited experience causes them to need guidance and support from teachers, in this case, BK teachers.

Syarqawi et al [4] stated that students have potential, including intelligence, good personality, interests, and physical condition. Students also have different family backgrounds and learning experiences, for which students need counselling, direction, and developmental learning guidance services.

From a psychological point of view, students at this age are in a challenging phase of development, particularly related to the process of adjustment and important decision-making in their lives [5]. High school students face the complexity of the demands of the increasingly developing times, so they need the right guidance to support the process of optimal self-development. In this phase, students are often at the crossroads between continuing their education to a higher level or entering the world of work.

After they graduate, the problem is that many students are confused about what they want to do or which career they will choose. Lisminarti [6] states that guidance and counselling services are provided to students in preparing for further education to make the right choice according to their decision.

In higher education, graduate competency standards are designed to form individuals with noble character and provide knowledge, skills, attitudes, and independence [7]. The main goal is for graduates to develop and apply science and technology beneficially in people's lives.

Based on the results of the observations made, the author sees an interest in the efforts made by students in preparing themselves to continue their education at the university level. Various forms of readiness are shown, such as following the learning process optimally, taking additional lessons outside school hours, and participating in tutoring programs both at and out of school. In addition, students also actively participate in academic competitions such as the Olympics, both online and offline. Not only that, students also take advantage of guidance and counselling services to obtain information about college, prepare for mental conditions, and ask for support and prayers of blessings from parents as a form of spiritual endeavour.

Guidance and counselling (BK) teachers have a strategic role in helping students form a constructive mindset in planning their future [8]. Generally, students who have completed high school education aspire to continue their college studies [9]. However, not all students have the same opportunities because of various inhibiting factors, including economic limitations. This condition causes some students to choose to directly enter the world of work, such as registering to become members of the TNI, Polri, or other professions. Therefore, BK teachers must provide a comprehensive understanding of the various alternative options after graduation, including insight into the potential benefits and challenges faced when continuing to college and their impact on future career prospects.

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Students who continue to college have a positive impact on school accreditation, namely, the more students who graduate from universities, especially state universities, school accreditation can increase, and in the future the universities will consider schools more in graduating students through the invitation route. The negative impact is that many students who do not try to enter the university can lower the school's accreditation because the school's name will not be exposed in any university, making the school less attractive to parents.

As an initial finding regarding the efforts of BK teachers in directing students to participate in further education, namely providing education about what universities in general in higher education are like, providing support to students, and providing material support to underprivileged students. BK teachers collaborate with school operators to assist students in participating in college registration and getting scholarships.

Observations of 144 grade XII students of Budi Satriya High School, amounting to 43% and 57% chose to try to apply to become members of the TNI, Police, Security Guards, factory workers, and some students wanted to open their businesses. Students who choose to continue their college education are economically able and have support from their families, especially their parents. Many factors influence them to decide this, including their environmental friends' influence on the environment.

It was also found that basically, students who desire to continue to the university level feel confused and not confident in choosing their major; this is one of the factors that students feel unable to study in the Study Program/Department. But on the other hand, some parents impose their will so that students enter a certain college, while students have no interest in attending that college.

Thus, it can be understood that from the title of my research, BK teachers strive, direct students to participate in further education by providing support to students, providing a positive picture of students who continue to college to think about students' careers in the future and have a negative impact, BK teachers also provide education about what the university is like and how.

The researcher's interest in raising this issue is motivated by the importance of the role of BK teachers in guiding students in planning their education after graduation. Therefore, the researcher conducted a study titled "BK Teachers' Efforts to Prepare Grade XII Students to Decide on Advanced Education at Budi Satriya High School Medan".

Given the complexity and breadth of the problems described in the previous background, the scope of this research needs to be limited. Therefore, the focus of this research is directed to certain relevant aspects and follows the research objectives.

1. Readiness of grade XII students to take part in further education at Budisatrya High School, Medan.
  2. BK teachers' efforts to prepare grade XII students to decide on further education at Budisatrya High School, Medan
  3. Inhibiting and supporting factors, BK teachers help grade XII students decide on further education at Budisatrya High School, Medan.
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## 2. METHOD

This study uses a qualitative approach with an analytical descriptive method. The qualitative approach was chosen because it can describe in depth and comprehensively the phenomenon being researched through a systematic data analysis process. According to Sugiyono [10], Qualitative research is an objective effort that aims to discover, develop, and test knowledge based on principles and theories that are systematically compiled through an intensive research process to produce relevant generalisations.

Moleong in Fadli [11] explains that qualitative research is an approach oriented to scientific studies of the natural environment, to interpret the meaning of the phenomena that occur. This approach involves various methods, such as in-depth interviews, observations, and documentation studies, which aim to understand the subject under study comprehensively.

Qualitative research aims to gain a deep understanding of the various phenomena experienced by research subjects, such as their behaviour, perception, motivation, and actions. In line with this goal, this study is directed to thoroughly describe the role of Guidance and Counselling teachers in preparing grade XII students in making decisions related to further education at Budi Satriya High School, Medan.

The data collection method is a systematic procedure to obtain the information needed in a research activity. This process is structured and aims to ensure the data collected is relevant, valid, and supports the research objectives. In qualitative research, data collection is generally carried out through several techniques, including:

### 1. Interview

According to Sugiyono [12], an interview is a form of two-way communication that is done verbally with a specific purpose. In this process, two parties are involved: the interviewer, who is in charge of asking questions, and the respondent, who provides answers as a form of response to the questions asked. Interviews are an effort to get information by asking directly to the informant. Without interviews, researchers will lose information that can only be obtained through direct communication. In interviews, the researcher prepared research instruments in the form of written questions. Interviews were conducted with various related parties, namely Guidance and Counselling Teachers (BK) at Budistrya Medan High School, and as many as eight grade XII students who will complete secondary education and are preparing to continue higher education.

The selection of interviewed students is based on a few specific criteria. The students selected are those at the final level of education, namely grade XII, and are scheduled to graduate this school year. In addition, participants actively consult with BK teachers regarding further education plans, so they are considered to have awareness and readiness in planning their academic future. They also show interest and have a concrete plan to continue their studies in college. In addition, their involvement in the study was voluntary, where students willing to provide information openly were selected to be respondents in the interview process.

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## 2. Observasi

Observations in this study are used to obtain factual data through direct observation of the research object at SMA Budi Satriya Medan. Observation is one of the data collection techniques carried out by carefully and systematically observing various activities in the field. In the process, the researcher is directly involved by observing, listening, participating in the activities carried out, and recording, recording, and taking pictures of various events relevant to the focus of the research.

## 3. Dokumentasi

Documentation is a data collection technique that traces various written sources related to research variables, such as notes, transcripts, books, newspapers, magazines, meeting minutes, and other official documents. In this study, the documentation method was used to obtain information related to the profile of Budi Satriya Medan High School and supporting data regarding the role of Guidance and Counselling teachers in preparing grade XII students in further education decision-making.

Data analysis in qualitative research is carried out through a series of processes that aim to understand the meaning of the data that has been collected [11]. This process includes organising data, grouping it into manageable information units, and searching for specific patterns or categories. Researchers then interpret the findings to identify significant things, understand their meaning, and formulate conclusions that can be conveyed to the audience clearly and meaningfully.

### 1. Data Reduction

The data reduction stage is the initial process in qualitative data analysis by researchers by filtering, selecting, and simplifying the data obtained during the research process. The data analysis included interview results, photograph documentation, field notes, and relevant documents and articles. The main focus in this stage is to identify information related to teachers' use of learning resources in implementing Guidance and Counselling services to guide students in determining further education options at SMA Budi Satriya Medan.

### 2. Data Presentation

The presentation of data in this study is carried out in the form of a descriptive narrative, which is in the form of a description arranged to resemble a storyline. The narrative is compiled based on the data that has been collected and classified according to their respective categories. The presentation process starts from the initial stage of the researcher carrying out activities in the field until the entire research series is completed, intending to provide a complete and systematic picture of the findings obtained.

### 3. Conclusion

According to Miles and Huberman, the next stage in data analysis is concluding and verifying. The initial conclusions reached at this stage are still tentative, meaning they may change as additional data or more convincing evidence is found later in data collection.

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Therefore, in qualitative research, the conclusion is not always a definitive answer to formulating the problem established initially. This is because the formulation of problems in qualitative research tends to be flexible and can develop along with the dynamics found in the field.

Checking the validity of the data aims to ensure that research findings can be trusted and accounted for by various parties. According to Moleong [13], data validity refers to the fulfillment of several aspects, namely (1) showing the correctness of the value of the findings, (2) providing a basis for the application of the findings in other contexts, and (3) enabling decision-making based on the consistency of procedures and neutrality of the data and conclusions produced. In this study, the technique used to ensure the validity of the data is the triangulation technique, which involves comparing and checking data through different sources, methods, and times.

This study applied the triangulation technique by comparing data obtained through interviews and observations. Any information obtained from the interviews and observations is then reconfirmed by other data sources, informants, and research subjects to ensure the validity and accuracy of the facts in the field. Data validity is achieved by paying attention to internal and external data consistency. The researcher began this process by observing the reality in the field, especially related to the decision-making process of further education by grade XII students at SMA Budi Satriya Medan, as part of the efforts made by Guidance and Counselling teachers in providing the right direction.

### 3. RESULTS AND DISCUSSION

This study will use triangulation in data testing to examine problems in observation, interviews, and documentation. Furthermore, the researcher interviewed informants regarding BK teachers' use of learning resources in dealing with truancy behaviour. Thus, the researcher will obtain the direct truth between the results of the interview and the results of observations.

The readiness of grade XII students to decide on further education at Budistrya Medan High School is very varied; not all students want to continue to college because of differences in their parents' mindset or financial ability to continue their children's education, but basically, every student has high dreams and ideals for their future. At Budistrya High School, Medan. Some students want to continue to college, continue their education to a career path to become a police officer or soldier, entrepreneurship, or work such as being a factory worker.

Students who want to continue their education to college take part in additional lessons inside and outside of school, not only that, students also participate in online and offline olympiad activities, students also routinely consult with counseling guidance teachers about college so that students know what preparations students must prepare for college after graduating from school and students also look for information about the university, Students also discuss directly with the counseling guidance teacher about the major that students want to take according to the student's learning ability and do not forget that students also ask for blessings from their parents to continue their education in higher education.

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As for the readiness of students to continue their education to career paths such as becoming a Police officer, an Army officer, Security Guard, namely students begin to follow the latest information related to prospective applicants for the Police, Army, and Security Guard through social media, relatives who already know many things related to the registration of police officers and soldiers. In addition, students also prepare themselves both physically and spiritually. Such as maintaining the stamina of the student's body to stay healthy by exercising, maintaining a healthy diet, maximising swimming skills, sit-ups, pull-ups, maintaining the ideal weight and height to become a police officer or soldier.

As for the readiness of students to decide to continue their education to the entrepreneurial level, namely from the beginning students are already interested in the name entrepreneurship because students think that entrepreneurial people at the beginning of starting a startup do not have a definite monthly income but by entrepreneurship one has the freedom to be creative by selling, because that is why students are enthusiastic in preparing to be entrepreneurial like students have been looking for ideas for a suitable business to start that Many people are in demand and have the opportunity to sell well so that the business can run, not close suddenly because there are no buyers and besides that students have saved for preparation to open a business.

Not all students can continue their education in college due to economic limitations, but it is not a big barrier for students to achieve their dreams. After graduating, students who want to continue working as factory cleaners have prepared themselves by looking for information on factories that accept job vacancies for high school graduates.

Thus, the choice of further education among their students is realistically chosen according to their abilities and the family's economic circumstances. Unrealistic choices will only cause disappointment and will hurt some even to the point of experiencing stress or depression. This is also considered by students before they make a choice or make a decision. The family's economic situation, as the main support for continuing education, determines how they make decisions.

As for the efforts of guidance and counseling teachers in directing grade XII students to further education in general, guidance and counseling teachers provide material on the importance of education for the future, then guidance and counseling teachers motivate students to direct students to determine careers that suit students' talents so that students do not choose the wrong career for the career to be pursued.

For students who will continue their education in college, guidance teachers give students an overview of the university, the world of lectures, the choice of majors at the university, and guidance and counselling teachers also work with school operators so that students can easily access college enrollment.

Then, for students who want to continue their career education, such as becoming policemen, soldiers, and security guards, teachers, guidance, and counselling motivate students so that students are always optimistic and persistent in achieving their dreams of becoming policemen, soldiers, and security guards. Guidance and counselling teachers provide the latest information regarding the application of prospective police, soldiers, and security guards so that students do not miss information.

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For students who want to continue their careers through entrepreneurship, counselling guidance teachers direct students to learn strategies for selling that can produce many buyers, then counseling guidance teachers advise students to further deepen economic subjects about doing business, profit and loss, with that it is hope that students will know how to be entrepreneurial.

For students who want to work immediately after finishing school, guidance and counseling teachers provide information about job vacancies who have graduated from school, then BK teachers motivate students that a bright future belongs to people who are trying and the option to work immediately after graduating from school does not rule out the possibility of student success in the future, because a bright future is found with hard work.

Guidance and counselling teachers also provide services to grade XII Budistrya Medan High School students, including information services, orientation, individual counselling, and placement and distribution. The four services are given in class XII during free hours in class XII of Budistrya High School, Medan.

The factor that supports counseling guidance teachers in directing grade XII students of Budistrya Medan High School for further education is the existence of good socialization between schools and universities because so far students have participated in seminars about higher education several times so that students are familiar with the picture about the university, with good socialization between schools and universities is enough to help guidance and counseling teachers in directing students to education continued.

With good socialisation between schools and universities, it is easier for counselling teachers to direct students to further education. The universities that also socialised with grade XII Budistrya Medan High School students were USU, UNIMED, UIN Medan, Deli Husada Health Academy, Akper & Akbid Helevetia, and Medan Polytechnic.

Then, with the university's information in the Teacher Counselling and Counselling Teacher Deliberation organisation, it is very helpful for guidance and counselling teachers in Medan to provide the latest information about the university for students. For example, information about university categories found in an Islamic university, a public university, midwifery, nursing, technology, and others. So that it is easier for students to make their choices according to their interests and talents. In addition, the factor that supports counselling guidance teachers in directing students for further education is students who receive support from their families, especially parents. The factor that supports guidance and counselling teachers for students who continue their careers as police or soldiers is the socialisation between the school and alumni. By presenting alumni who have become police, the army, with this socialisation, counselling guidance, teachers are easier in direct further education for students. Because students can reconsider about the student's advanced education options, as not all students can go on to college.

Then the factor that supports **guidance and counselling teachers for business students** is the existence of economics subjects that discuss profits, losses, marketing strategies, and bargaining. So that it makes students smarter in reading opportunities in trading. Because of this factor, students have the enthusiasm to open a business, and they feel interested and have many opportunities to open a business by applying the economics they have learned.

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The factors that hinder further education are minimal; therefore, socialisation for grade XII is not optimally carried out, which makes counselling guidance teachers less free to hold socialisation for further education because additional lessons make up socialisation hours. Furthermore, there are several dismissals from universities, so students' access to university admission is reduced because there have been dismissals from university faculty. In addition, an obstacle for counselling guidance teachers in directing grade XII students is the economic limitation of students' families, resulting in students being unable to continue to college and choosing to work. The readiness of students to participate in further education is very important and necessary to be prepared because careful and maximum preparation can make it easier for students to enter the university level and get a job [14].

This study found that students' preparation to continue to college is that students follow learning well, take additional lessons outside school, take tutoring inside and outside school, students try to dig up information about the university so that students do not miss the latest and updated information about the university, and participate in online and offline Olympic activities, students also consult with counseling guidance teachers about How in college, as well as students also prepare mentally and most importantly support from students' parents. Guidance and counseling teachers said that students' preparation to participate in further education at Budistrya Medan High School is very varied and quite optimal, counseling guidance teachers always motivate so that students are enthusiastic in achieving their dreams in the future by implementing information services so that students do not miss out on the latest news and career guidance so that students can determine their career choices in the future according to their interests and talents.

The efforts of guidance and counseling teachers for students who want to continue to higher education are by providing information services to grade XII students of Budistrya Medan High School related to convenient universities and following the needs of students, giving students views on the importance of education for the future, counseling guidance teachers strive so that students can be optimistic to continue to higher education Because it is feared that students will change their minds to continue to higher education Especially if the student has adequate intellectual intelligence.

Guidance and counselling teachers strive to help students who want to continue their careers in the AKPOL or the army by providing information services related to the AKPOL or the army. Besides that, guidance teachers also try to maintain students' enthusiasm so that students are more enthusiastic and do not change their minds halfway. By holding socialisation for alumni who have succeeded in becoming police or soldiers, it is hoped that the socialisation can make students more optimistic and smarter to read about opportunities related to AKPOL or the army. After all, the impact of socialisation of alumni who have succeeded in becoming AKPOL or the army on students who want to enter the world of AKPOL and army careers is very large, because students will be more provoked to pursue these careers.

Another effort made for students who want to continue their careers by opening a business is to direct students to learn more about economics so that they can later apply their economics in opening a business, because, in economics lessons, there are many discussions about profit and loss and sales. If students want to really open a business, then students need

to learn economics more actively, besides that, the counseling guidance teacher also directs students to determine sales techniques that can make students sell well. Because, in selling also has special tricks and don't forget the counseling guidance teacher also motivates students to be enthusiastic and prepare themselves to open a business and prepare capital.

For those who want to work, guidance and counseling teachers direct or provide information regarding this to become factory workers, namely providing information services such as job vacancies for Madrasah Aliyah graduates so that students can directly enter the world of work, directing students to be good at reading job opportunities by opening websites or applications related to the acceptance of job vacancies so that students do not miss information and can be offered more varied jobs. In addition, counselling guidance teachers also direct students to be more persistent in achieving their dreams because there is no bright future without hard work.

From the research results, the factors that support students' further education are socialisation with the university, which is expected to be with socialisation, students can better understand the picture of the university that follows the wishes and potential of students, so that students can continue to college. So that the opportunity for students to enter college is also large, then with the socialisation of alumni can also be expected to be able to increase students' enthusiasm to continue to college because students have seen the picture of alumni who have entered college, so that it can be a comparison glass for students to make their choices. In line with Jannah's Research [15] shows that providing accurate and systematic information by universities directly to students improves students' understanding of the study program and the university entrance pathway.

The study results show that Guidance and Counselling (BK) teachers have a strategic role in facilitating grade XII students in the decision-making process of further education. This role is manifested in various services and strategies that focus on improving students' understanding of their potential, educational choices, and the consequences of decisions made.

#### **4. CONCLUSION**

There are 154 students in grade XII of Budistrya High School Medan, 43% of students who continue to higher education, and as many as 57% do not continue to college but choose to try to apply for the TNI. Police, security guards, entrepreneurs, and factory workers.

Guidance and counselling teachers help grade XII students of Budistrya Medan High School to decide on further education by directing and motivating students to continue their education in college. Guidance and counseling teachers give students views on the importance of education, how the university is portrayed, provide the latest information about the university, prospective police or army applications and job vacancy information for high school graduates and give advice that a bright future cannot be achieved without hard work, therefore students are expected to always strive to achieve their goals with optimism and persistence.

The supporting factors of guidance and counselling teachers in preparing students for further education are the existence of lively socialisation between the school and the

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university, and socialisation between the school and alumni, which makes it easier for students to continue to college, careers, entrepreneurship, and factory workers. Factors that hinder guidance and counselling teachers in preparing students for further education are the absence of transfer from university to school and the lack of socialisation time, so socialisation runs less than optimally.

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