

## The Influence of Demonstration Learning Method on Students' Learning Motivation and Working Skills at Permahisa Vocational School on Hospitality And Tourism Services Major

Nurul Fajriyah\*, Kusmiyati, Hetty Purnamasari

Universitas Dr Soetomo Surabaya

\*Corresponding Author: [riaashdjob@gmail.com](mailto:riaashdjob@gmail.com)

**Abstract:** This research aims to find out the influence of demonstration learning method (X) on learning motivation ( $Y_1$ ) and working skills ( $Y_2$ ) of the students at the hospitality and tourism services major. This research is using the quantitative approach with the experiment research. The research design on this research is using the *one group pre test – post test design*. The subjects of this research are all of the 12<sup>th</sup> grade students at Permahisa vocational school. This research is using observation and questionnaire data collecting technique. The questionnaire is divided into two parts, pretest and posttest. The instruments in this research is the validity and reliability test. The prerequisite test in this research is using the paired sample t-test. This fact could be proven from the paired sample t-test result. It showed that based on the pair 1 output, the value of t was at  $50.454 > 2.086$  (t-table) and sig.(2-tailed) was at  $0.000 < 0.05$  for the students' learning motivation and the value of t was at  $22.704 > 2.086$  (t-table) and sig.(2-tailed) was at  $0.000 < 0.05$  for the students' working skills. In conclusion, it could be said that there was a significant influence of the demonstration learning method on students' learning motivation and working skills.

### Article History

Received: 22-01-2024

Reviewed: 24-01-2024

Published: 30-04-2024

### Key Words :

Demonstration Learning,  
Learning Motivation, Working  
Skills.

**How to Cite:** Fajriyah, N., Kusmiyati, K., & Purnamasari, H. (2024). The Influence of Demonstration Learning Method on Students' Learning Motivation and Working Skills at Permahisa Vocational School on Hospitality And Tourism Services Major. *Jurnal Teknologi Pendidikan : Jurnal Penelitian dan Pengembangan Pembelajaran*, 9(2), 157-162. doi:<https://doi.org/10.33394/jtp.v9i2.10639>

 <https://doi.org/10.33394/jtp.v9i2.10639>

This is an open-access article under the [CC-BY-SA License](https://creativecommons.org/licenses/by-sa/4.0/).



### Introduction

Learning is an instrumental control that comes from the environment. Whether someone is learning or not is actually depending on the conditional factors that are given by the environment. In order for that environment to be more meaningful, it is best to organized said environment into learning event sequence which is method or treatment. In other words, method or treatment inside the classroom influence the learning process (Anggraini and Mukhadis, 2013:188). Increasing the learning process by utilizing the interesting and suitable learning method based on the field can be said as one of the examples on how we can improve the education quality. By choosing the right learning method, it can boost the learning process and thus grow the students' learning spirit and enthusiasm in learning process.

Demonstration learning method is the learning method that emphasize on students' active participation on demonstrating something directly on the spot. This method is also known as the students center method, in which the learning process is greatly emphasized on the

participation of the students themselves to take part (Muhibbin Syah, 2000:22). The purpose of this demonstration method is to give and facilitate students to practice on a material that has been given in order to create learning strategy that is easier to be understood by students.

Hospitality and tourism service major is in fact an interesting major that has made most people who live in Glaga Village, Arosbaya Subdistrict interested. This is due to the fact that tourism has a great career opportunity and at the moment it is a leading business field. In the hospitality major, the learning process itself is emphasized on direct practice of what the students have learnt. It is done that way so that the students can get a clearer view on things that they will and have to do when they are on the actual working place. One of the example of that is the housekeeping subject. Permahisa vocational school has just recently implemented the demonstration learning method ever since the school has facilitated students with the hospitality practice room. Permahisa vocational school has a practice room that has fulfilled the standard of hospitality industry and it is quite adequate. This practice room as well as the incredible alumni who have been able to work at several 5 star hotels, such as the J.W Marriott hotel in Surabaya, has made Permahisa vocational school to be ahead of the other vocational school around the subdistrict. Having good relations with some company in the industry is the key to the successful vocational school as the vocational school thrives on the knowledge mastery, skills, attitudes and other values that are needed on the professional world. This what differentiate vocational schools with high schools.

The researcher had done some observations before conducting this research, in which the field observation on the learning process activity result showed that the students' activeness in the whole learning process were very low. Students tend to be inactive in class. Some students showed the lack of motivation and spirits on doing the learning process in school, while some of the others seemed sleepy and did not pay enough attention to the teacher who was giving learning materials at the time. In addition, looking at the background of the students at the Permahisa, it did show that there were lack of any motivations from the closest environment, such as the lack of parents' attention to the importance of education. Thus, it is safe to say that some changes in the learning process are needed in order to make said problems above disappear.

The transformation to this demonstration learning method was actually a fun and interesting new thing for the students at this school. Before this learning method was used, they only learnt how to master the knowledge of hospitality through books and youtube because of the lack of facilities. However, the school recently provided the students with better facilities, such as practice room and the necessary hospitality equipments. The first demonstration that was done was introducing the equipments on spot. This kind of demonstration had increased students' enthusiasm towards learning process and made them wanted to study the materials even more. It is the researcher's wish that by applying this demonstration learning method, it will bring a good change and improvement on the students' learning motivation and their working skills quality.

The purpose of implementing the demonstration learning method in the learning process is to make the concepts and theories that have been given or explained clearer for the students. In addition, it also helps to show how something is done in the correct way directly to the students. Motivation in learning process is one of the dynamic aspects that plays vital role in the learning process. By having motivation, the students will be able to be guided into the correct direction in order to achieve the goals of the previous materials or theories. Therefore, teachers' creativity in building up students' learning motivation is necessary.

Training students in the effective was and making sure that each student’s progress is being monitored by the teachers is crucial. If those things are done consistently, then it will not give only each individual an opportunity to set their goal but also the opportunity for each one of the students to formally communicate with their teacher about their progress in school. Vocational students are expected not only to have the hard skills but also working soft skills as the support of their hard skills in order for them to be able to grow and adapt quickly to the professional world.

That is why the researcher is interested in doing the research about demonstration learning method influence on students’ learning motivation and working skills at Permahisa Vocational School.

### Research Method

This research used the quantitative research approach. The kind of research that was used in this research was the experimental research using data collected through the questionnaire given to the students. The researcher used the quasi experimental design which is an experimental research that is done to one group only or only to the experiment group and does not have comparing group or control variable group. The sample collection technique in this research was using the saturated sampling. The samples that the researcher used were all of the students in the class which comprised of 20 people. The date and place of the research was on June 2023 and at the Permahisa vocational school.

In order to collect the data, the researcher used observation and questionnaire data collection technique. The instrument in this research was the questionnaire that had been given to the students before and after the treatment was given to the students. There were 51 items on the questionnaire based on the learning motivation indicator and 41 items based on working skills indicator.

Data analysis technique that was used was the paired sample t-test through the SPSS2.1 application for windows. This technique was used in order to test the average difference between two groups that were being paired. In this research, paired sample t-test was done in order to test the difference of learning result before and after treatment from the researcher. The data would be able to be seen from the result of the pretest and the posttest. The prerequisite analysis test used the normality test.

**Table 1. Previous Research**

No	Author	Research Title	Result
1	Made Krisna Dwipayana, dkk. (2017)	Pengaruh Metode Pembelajaran Demonstrasi Menggunakan <i>Engine Stand</i> Terhadap Motivasi Belajar Motor Bakar 4 Langkah Siswa Kelas XI TKR SMKN 3 Singaraja	The result of this research showed that the students’ learning motivation score by applying the demonstration learning using the engine stand had the average of 122,69 and the deviation standard at 14,018. The students’ learning motivation score by applying the traditional lecturing method had the average of 100,97 and standard deviation at 13,823. As a result, it could be said that there were significant differences in learning motivation between the group of

					students who treated using the demonstration learning method and traditional lecturing method.
2	Afiful Ikhwan (2022)		Metode dalam Motivasi Belajar Qur'an	Demonstrasi Peningkatan Tilawatil Qur'an	The result of this study showed that the effort in improving students' learning motivation on learning tartlul quran using the demonstration technique was based on the orientation in realizing the learning more effective, efficient, and right on society's target.
3	Hasbiah Fahreza, (2022)	HS, dkk.	Pengaruh Pembelajaran Demonstrasi Belajar Terhadap Belajar Siswa	Metode dan Minat Prestasi Belajar	The result of this study showed that in the initial treatment there was a simultaneously effect on the learning result but there was not in the learning motivation or interest.

**Result and Discussion**

In order to know the result of the students' learning motivation and working skills between before treatment and after treatment, this study used the paired sample t-test. The result was shown as below:

- a. The influence of demonstration learning method on learning motivation

**Table 2. Paired Sample T-Test**

	Paired differences						t	df	Sig. (2-tailed)
	Mean	Std. Deviation	Std. Error Mean	95% confidence interval of the difference					
				Lower	Upper				
Pair 1 pre test.	-	8.341	1.865	-98.004	-90.196	-50.454	19	.000	
Post test	94.100								

The data obtained was shown in the t-table data above in which the researcher obtained the value of n=20 and sig 0.05 at 2.086. Based on the pair 1 output, it was obtained that the value of t-count was at 50.454 > 2,086 (t-table) and sig.(2-tailed) at 0.000 < 0.05. Therefore, it could be interpreted that there was a difference on the average value between the pre-test and post-test on the motivation variable. This could also be shown from the average value of the pre-test which was at 89,05 and on the post test it was increased at 183.15. On that account, it could be concluded that there was indeed an influence from demonstrating learning method to the learning motivation of the hospitality and tourism service students at Permahisa vocational school.

- b. The influence of demonstration learning method on students' working skills

**Table 3. Paired sample t-test**

	Paired differences		t	df	Sig. (2-tailed)
	Mean	Std. Error			

	Mean	Std. deviation	Std. Error Mean	Lower	Upper	T	df	Sig. (2-tailed)
Pair 1 pre test.	-30.650	6.037	1.350	-33.476	-27.824	-22.704	19	.000
Post test								

Based on the pair 1 output, it was obtained that the value of t-count was at  $22.704 > 2,086$  (t-table) and sig.(2-tailed) at  $0.000 < 0.05$ . Therefore, it could be interpreted that there was a difference on the average value between the pre-test and post-test on the working skills variable. This could also be shown from the average value of the pre-test which was at 82,40 and on the post test it was increased at 113.15. On that account, it could be concluded that there was indeed an influence from demonstrating learning method to the learning motivation of the hospitality and tourism service students at Permahisa vocational school.

By implementing demonstration learning method, teachers and students showed the entire class a process. Through demonstration strategy students could observe directly the process of doing something correctly, how the tools and equipments were used in the right way, the process of doing something in the correct way, and the results of doing something the way it should be done. Thus, after done giving the students the theoretical knowledge, they were also asked to practice said theories in the correct way.

The analysis of the research data which the test was done using the SPSS 21.0 showed the result as below

- a. Reliability test results showed :
  - 1) Learning motivation showed the the score of of 0,619 with 0,444 as comparison. The result showed that the tested data was reliable because  $0,619 > 0,444$ .
  - 2) Students' working skill showed the score of 0,667 with 0,444 as comparison. The result showed that the tested data was reliable because  $0,667 > 0,444$ .
- a. Normality test results
  - 1) Learning motivation showed significance value at 0,997 with 0,05 as comparison. The result showed that the tested data was normal distribution because  $0,997 > 0,05$ .
  - 2) Working skills showed significance value at 0,942 with 0,05 as comparison. The result showed that the tested data was normal distribution because  $0,942 > 0,05$ .
- b. The result of the paired sample t-test that had been done showed these results :
  - 1) Learning motivation was known because the value of t-count obtained from output pair 1 was at the number of  $50.454 > 2,086$  (t-table) and sig.(2-tailed) was at the number of  $0.000 < 0.05$ . Therefore, it could be concluded that the demonstration learning method did indeed have some influence or effect on students' learning motivation.
  - 2) Working skill was known because the value of t-count obtained from output pair 1 was at the number of  $22.704 > 2,086$  (t-table) and sig.(2-tailed) was at the number of  $0.000 < 0.05$ . Therefore, it could be concluded that the demonstration learning method did indeed have some influence or effect on students' working skill.

## Conclusion

Based on the results of the research that had been done by the researcher, in conclusion, it showed that : 1) There was a significant influence on the use of demonstration learning method

towards students' learning motivation. By using the demonstration learning method, students had much higher learning motivation, as a result, they had complete concentration and able to follow the whole process of learning well. 2) There was a significant influence on the use of demonstration learning method towards students' working skills As a result, students' enthusiasm in following the whole learning process had increased because they were actively and directly involved in the learning process. That way, students' were easier at remembering every stage of the practice that had to be done when they needed to do that directly.

## References

- Amirudin, Andi, and Andy Suryadi. 2016. "Keragaman Media Dan Metode Pembelajaran Dalam Pembelajaran Sejarah Kurikulum 2013 Pada Tiga SMA Negeri Di Kabupaten Brebes Tahun Ajaran 2015/2016." *Indonesian Journal of History Education* 4(2).
- Asmawati, Maisah. 2020. "1. Pengaruh Pemberian Reward Dan Punishment Terhadap Motivasi Belajar Siswa Pada Muatan Ppkn Kelas Iv Sdn Pemepek Kecamatan Pringgarata Tahun Ajaran 2020/2021." *Jurnal Inovasi Peneliian* 1(7).
- Elfia, Wulandari. 2010. "Memadu Pendekatan Kuantitatif Dan Kualitatif." *Jurnal Ilmiah Manajemen Bisnis* 9(2).
- HS, Hasbiah, Muh Fahreza, and Elpisah Elpisah. 2022. "Pengaruh Metode Pembelajaran Demonstrasi Dan Minat Terhadap Prestasi Belajar Siswa." *Edukatif: Jurnal Ilmu Pendidikan* 4(3).
- Imron, Imron. 2019. "Analisa Pengaruh Kualitas Produk Terhadap Kepuasan Konsumen Menggunakan Metode Kuantitatif Pada CV. Meubele Berkah Tangerang." *Indonesian Journal on Software Engineering (IJSE)* 5(1). doi: 10.31294/ijse.v5i1.5861.
- Kusnaeni, Yuyun, and S. Martono. 2016. "Pengaruh Persepsi Tentang Praktik Kerja Lapangan, Informasi Dunia Kerja Dan Motivasi Memasuki Dunia Kerja Terhadap Kesiapan Kerja Siswa Smk." *Economic Education Analysis Journal* 5(1).
- Lestari, Jihan Suci, Umi Farida, and Siti Chamidah. 2020. "Pengaruh Kepemimpinan, Kedisiplinan, Dan Lingkungan Kerjaterhadap Prestasi Kerja Guru." *ASSET: Jurnal Manajemen Dan Bisnis* 2(2). doi: 10.24269/asset.v2i2.2388.
- Lipursari, A., and N. Risnawati. 2021. "Penilaian On The Job Training Mahasiswa ASM St. Maria Semarang TA 2019/2020 Pada DUDI Semarang." *Jurnal Administrasi*.
- Lupita, Rani. 2015. "Motivasi Intrinsik Dan Ekstrinsik Serta Pengaruhnya Terhadap Kinerja Karyawan (Studi Pada Pekerja Pt Pertamina Ru V Balikpapan)." *Angewandte Chemie International Edition*. 6(11).
- Oktaviastuti, Blima, Riana Nurmalasari, and Made Wena. 2019. "Peran Vocational Attitude Dan Technical Skills Bagi Siswa SMK." *Prosiding SNKP* 1(1).
- Pahlawan, Universitas, and Tuanku Tambusai. 2019. "Edukatif: Jurnal Ilmu Pendidikan." *Jurnal Ilmu Pendidikan* 1(1).
- Pramesti, Maya Wulan. 2017. "Motivasi: Pengertian, Proses Dan Arti Penting Dalam Organisasi." *Jurnal Fakultas Ekonomi Dan Ilmu Sosial Universitas Sultan Fatah Demak*.
- Rakhmawati, Dewi. 2018. "Teams Games Tournament (Tgt): Improve Motivation of Studying Social Study Elementary School Students." *DWIJA CENDEKIA: Jurnal Riset Pedagogik* 2(2).
- Yuliara, I. Made. 2016. "Modul Regresi Linier Sederhana." *Universitas Udayana*.