

THE NEEDS ANALYSIS OF VOCATIONAL HIGH SCHOOL (VHS) IN BANJARMASIN BASED ON LOCAL RESOURCES POTENTIAL

Dwi Atmono¹ and Muhammad Rahmattullah²

Abstract: *This study aimed to analyze: 1) the needs of VHS based on interest and employment opportunities 2) the provision of VHS associated with local resources potential in Banjarmasin. The research sample includes 476 persons of 9th grade students and 340 person of 10th grade VHS' students. Data collected includes: 1) students interest to enter VHS; 2) Local potential for employment; 3) Availability of VHS in Banjarmasin; and 4) Local potential in the Development of VHS. Data were analyzed by using mix methods. The results showed: 1) the majority of 9th grade students interested in continuing their education at VHS. Potential sectors for employment are trade, industry, and processing of natural resources. 2) Refers to the provision of VHS associated with local resources potential, the development of existing programs are appropriately directed at the development of local resources potential include natural resources and the potential for goods, services, and craft.*

Keywords: *Needs Analysis, Vocational High School (VHS), Local Resources Potential*

INTRODUCTION

The lack of educational systems equality that exist in each region and the provision of skills are less supportive of the current technological developments led to the Indonesian human resources are less able to compete with human resources from other countries. One of the government's efforts in realizing the function and purpose of education as a vehicle for the development of human cracked one of them through secondary school that promotes the development of students' ability to be able to work within a specific field, namely Vocational High Schools (VHS).

Based on Government Regulation No. 17th year 2010 Article 76 about the provision of education, Vocational High Schools (VHS) function equip learners with the ability of science and technology and vocational skills of the profession in accordance with the needs of the community and to improve physical and mental readiness to continue their education to higher education and or to live independently in the community. Vocational education is an education that

^{1,2} Economic Education Department, FKIP, Lambung Mangkurat University, Banjarmasin, Indonesia, E-mails: dwiatmono@ymail.com¹, sarangtiung@gmail.com²

connects, match, train humans to have a habit of working to be able to enter and thrive in the world of work (industrial), so it can be used to improve their lives. Educational institutions that help realize the goal of vocational education is Vocational High Schools (VHS).

Government efforts to attract students to continue their education at VHS has been carried out but is constrained by lack of students' knowledge about it, what they get after they complete education in VHS, and what kind of skills that they can get, and the lack of knowledge about existing majors in Vocational High School are appropriate and can support their future going forward. That is what will make students confused for continuing education to VHS and determine what department will be selected.

Based on data from the VHS Developing Directorate 2015 showed that every year the interest of junior high school graduates who want to enter into vocational increased by 11% with total registrants 1,921,919 in 2013. The average increase VHS Capacity is 5% and in the year 2013 can only accept 1,527,778 students. VHS capacity has not increased significantly because of the lack of support and the limited access local government to provide land for the construction of VHS.

The development of education sector including through vocational pathways, contributing directly to the increase of Human Development Index (HDI). According to data from the Central Statistics Agency in 2012 HDI of Banjarmasin reached 74.83%. However, the open unemployment rate of Banjarmasin at 2013 still reached 5.24% with a labor force participation rate of 62.75% , This is due to the low quality standards of work skills and competencies, so that job seekers have difficulties when going into the company because of the skills they have not been in accordance with the standards of work competence in the company.

South Kalimantan is one of the provinces in Indonesia which has natural resources, which is abundant with a high population or human resources. In other ways the skills possessed by the human resources in Banjarmasin is still very limited, especially for example in government-owned companies and individuals who are in Banjarmasin like PUSKOPERA Shipyard, CV. Perkapalan Bintang Teknik, PT. Maritim Barito Perkasa and PT. Balimas. Workers at the company coming from closer are where the company is located. At these companies are still many workers who have low educational background, only educated in elementary and junior high school. In fact, the skills required are in the areas of administration, shipping, welding, machining, lathe and electricity. Such skills can be obtained from Vocational High Schools (VHS).

Associated with the inhibition of the development of VHS in Banjarmasin, one suspected cause is the limited capacity provided by the Vocational High School (VHS). The Lack of capacity and the amount of Vocational High Schools (VHS) in Banjarmasin cause more students choose to continue their education to regular

high school. The interests of students to VHS is not supported by the presence of the number of schools that still considered smaller compared to the number of high school. In addition, the lack of knowledge about the program offered at Vocational High Schools (VHS), being another common reason.

The results of preliminary observations show some phenomena associated with vocational education, such as: 1) many children can't continue school to higher education level (high school or vocational school) because of their parents' economic ability; 2) The high rate of unemployment in the working age population, especially high school graduates because it can't continue to pursue higher education, to enter the workforce while they do not have the expertise and skills; 3) Many of the potential of the area in Banjarmasin which has not been used optimally because the lack of human resources, including skilled labor; 4) It takes the kind of education that can provide an alternative society to acquire the skills provision in order to improve their welfare.

The purpose of this study was to: 1) analyze the needs of VHS which include: junior high school students interest to continue their education into Vocational High Schools (VHS) and labor market opportunities that can absorb vocational school graduates, and 2) to analyze the provision of Vocational High Schools (VHS) that associated with the local resources potential of Banjarmasin.

In Act No. 2nd Year 2003 about National Education System (Education Law), Vocational Secondary Education is an education that prepares students to be able to work in a particular field. While in Government Regulation No. 32nd Year 2013 about National Education Standards, Vocational Secondary Education is education in secondary education that promotes the development of students' abilities to certain types of work.

Nowadays, type of expertise (skills program) that has been developed for Vocational High Schools (VHS) in Indonesia according to the Director General of Secondary Education No. 7013 / D / KP / 2013 Date: December 4, 2013 consists of nine areas of expertise, 46 courses and 128 packets of expertise / specialization. Opening kind of expertise on vocational programs is determined by: public interest in the program the expertise, labor market, graduates of the program is how big these skills can be absorbed by the business / industrial world, and the potential of the region, it is tailored to the demands of regional autonomy in order developing the potential that exists in the area.

Another thing to note is the determination of the location of the school. In principle, determine the location of the school by using the Location Theory of Von Thunen which concluded that the durability of a product produced and low transportation costs, further away from the market, the cost of transport will be considered (Djojodipuro, 1992). It is important in determining the distance. Range of good service is the distance of the consumer to a place to get service, while the

threshold value or the population threshold is the minimum number of people needed a service unit before it can operate profitably (Daldjoeni: 1992). The location of a school is expected in a good location or optimal. According Daldjoeni (1992), the optimal location is the best location economically. A simple model of the theory is the location of economic gains by minimizing transportation costs. Economists have a match with the model of transportation costs, products that have high shipping costs, tend to be sensitive to the cost of transportation (Blair, 1995). If people would put a number of facilities to serve the population of the target, a time will put the facility to serve the entire population on the condition that no individuals served by the facility exceeds the specified distance or cost (Bourne, 1982). Layout or the spatial distribution of schools in urban area can be approximated by performing spatial analysis.

METHODS

This research uses mixed method approach. Samples were taken with accidental purposive sampling technique. The research sample includes 476 persons of 9th grade students and 340 person of 10th grade VHS' students. Data collected includes: 1) students interest to enter VHS; 2) Local potential for employment; 3) Availability of VHS in Banjarmasin; and 4) Local potential in the Development of VHS. Data were analyzed by using mix methods. Data were collected through questionnaires and studies document. Data were analyzed with mix methods technique.

RESULTS AND DISCUSSION

The Needs Analysis of Vocational High School

Continuing Interest In Junior High School Students To The Vocational School in Banjarmasin

The desire (interest) junior high school students in Banjarmasin to continue their education to high school and vocational) is influenced by several factors, including: gender, family (parents' ability, the number of families), the ability of individuals, educational pathways (high school or vocational school), majors or programming skills, and school choice. Ohiwerei and Nwosu (2009) explain factors that Affecting Vocational Decision Making include: 1) Individual differences, 2) External Factors, 3) Religious affiliation, 4) Sex stereotype of careers, 5) Job prospect, 6) Finance, 7) Prestigeattached to the job by society or society's rating of vocation, 8) Educational level of individual

From the results of the survey to 476 students obtained 49.36% of students interested in continuing to VHS, 45.64% interest in continuing to high school and 5% do not attend school or work because their parents can't afford the cost. The students who want to go on to vocational school students consisting of 73% male

and 27% female. It shows that vocational schools are still dominated by male students. It is associated with cultural issues (image) community that Vocational High Schools (VHS) rely solely on muscle so only to men.

Students who are interested in continuing to VHS have characteristic with the job of parents civil servants (13.3%), entrepreneurs (62.3%), and army / police (1.9%) were others who did not mentioned. The reason for students who wish to continue to VHS is because they want to quickly work (50.01%), aspiration (20.31%) and because of the talent (15.63%). From Vocational High School (VHS) in Banjarmasin, most students choose the destination school (VHS) in its own area that already have a good quality (70.31%), due to follow the advice of parents (9.38%), due to the availability of program selection skills (7.81%), want a close proximity to the residence (6.02%) and the rest due to follow in the footsteps siblings / relatives (4.69%).

Labor Market Opportunities in Banjarmasin

Based on the existing data from BP2TPM Banjarmasin (<http://bp2tpmbanjarmasinkota.com>), the potential of Banjarmasin include:

Trade and Services

As the center of government and business, the growth of car trading centers and services is starting in many areas. Various types of hotels ranging from budget to five-star hotels of international standards are available in this city. For sea transport terminal facilities nationally and internationally, there is the TrisaktiPort as the critical infrastructure in supporting the smooth transportation of passengers and goods, especially as export and import gate. For banking services in this town almost all banking institutions both public and private prominent national has opened a branch office along with a wide range of other banking products.

As a trading center, Banjarmasin has few modern shopping centers. Nevertheless, the largest traditional market in each district also still exists to serve the various needs of the community. In this city there is also a wholesale center and the largest showroom in various strategic locations. While trade transactions to serve fresh fish catches of local fishermen and regional, there are fish auction place (TPI) is centered on the dock Banjar Raya.

Manufacturing and Warehousing

Economic conditions are likely to continue to improve and the concrete support of local government by opening up investment opportunities widest and create a situation conducive for business activities, has made Banjarmasin city as a center of industry and warehousing. Several types of processing industries which are

included in the commodity area, including the processing of rubber (crumb rubber), and the industry of the rattan. There is also a small industry Sasirangan and wooden furniture as a commodity to meet local and regional needs. Furniture from rattan industry are also based in the region Basirih, the resulting products are Carpets and various household furniture. The production of cane is generally exported to Taiwan, Singapore, and Japan.

Sasirangan fabric is a typical product of Banjarmasin city area which has long been known, both within and outside the region. This effort began to grow since the 1980s, and until now there have been 25 business units with the amount of workforce of 322 people. Sentra efforts are most numerous in the District Central Banjarmasin. Some motifs Sasirangan has been patented in the Indonesian Directorate General of Intellectual Property Law and Human Rights. Other featured products that have been developed over time is wooden furniture. Other industries have also been developed and can be increased again namely metal materials processing industry, shipbuilding, pastries and others.

Agriculture and Fisheries

For urban areas, Banjarmasin has agricultural land that is not too broad. However, some agricultural commodities still have a chance to develop. In the sub sectors of food crops and horticulture, some leading commodity is cultivated are rice, vegetables, fruits. For commodity vegetables, production amounted to 700 tons recorded.

In the livestock subsector, the largest livestock population growth occurred in the type of goat livestock which reached 243.02%. As for livestock production is the largest broiler that reaches 21,100,905 kg. Facilities already available and so support the development of livestock business is Slaughter House, especially as a means of slaughterhouse cattle whose meat supply to markets in Banjarmasin. In addition, the RPH plan will also be developed into a place of slaughter poultry / chicken. While the fisheries sub-sector, the production of the majority of fish produced from marine fisheries. In 2012, marine fish production reached 952.4 ton, while inland fish production amounted to 380.2 tons.

Tourism

In Banjarmasin, there are many interesting places that should be visited by tourists. Natural and cultural richness of life on the river which is typical of the main attraction for domestic and foreign tourists like the floating market and Kambangisland. The existence of the objects of nature tourism, cultural tourism, religious tourism, shopping tourism and recreation, as well as culinary tourism, has also been equipped with a variety of adequate facilities such as hotels and inns, as well as transport and communications.

Economics

Based on the contribution of each sector of economic activity, it appears that the sector is another sector that contributes significant for the formation of Banjarmasin city, is the transport and communications sector (22.94) as well as trade, hotels and restaurants (20.92%), with the largest contribution given by sub-sector trade (22.94%). Services sector in GDP formation Banjarmasin city, contributed only (14.07%) with the largest contribution given by sub-sector General Government (12.78%). Banjarmasin sectors of economic activity that contributes the smallest in the formation of GDP in 2012, is the largest agriculture sector contribution (0.77%). From this sector, sub-sector Crops Foodstuffs contributed most (0.14%) and fisheries sub-sector was ranked second (0.11%). From the analysis above in the last three years shows that the sectors which are featured in Banjarmasin is a sector of transport and communications sector (22.94)

Natural Resources Potential

Banjarmasin city area that partly consists of the waters has a lot of potential to optimize. If the water source can be optimally utilized, it will contribute in particular to the increase in per capita income communities. In addition, most of Banjarmasin also bordered by the sea with huge potential with the result that a very large sea, it is characterized by the total length of the coastal city of Banjarmasin along \pm 98.46 Km that many contained a variety of potential outcomes with abundant marine fish species are dominant Kite, bloating, trevally, tuna, squid, layur, snapper and crab. Besides it is also supported by the presence of some residents who live along the coast fishermen. The exploitation of marine potentials, especially fishing show improvement. It is shown from the number of fish catches increasing from year to year.

From the above analysis it can be concluded that the leading sectors in the economy in Banjarmasin is the transport and communication, trade, hotels and restaurants, services, finance and leasing. While the potential of the water area is rich in natural resources in Banjarmasin not provide significant economic contribution because it has not managed professionally and optimally is the agricultural sector because of the limited agricultural land.

The Provision Analysis of Vocational High School Associated with Potential Areas in Banjarmasin

Public Preferences Selecting VHS in Banjarmasin

Results of the analysis of the factors that influence students' desires in mind that VHS election by school groups, school condition factor has four sub-factors that influence the selection of the school that is sub factors of school facilities, the achievements that have been attained by the school, the flexibility choice of majors

and a better future well. Of the four sub-factors mentioned above, a better future have the greatest influence in affecting students in choosing a school that is equal to 59.79%. This is because the students take the view that by attending a vocational school then they will gain more expertise and skill, and of course with the provision that they can immediately plunge into the world of work, and of course the hope is what affects the students in choosing a school at VHS in Banjarmasin.

Sub flexibility in choosing majors factors have an influence for 25.41% of the students in choosing a school. It showed a positive association with school elections because the presence of several options majoring in education at VHS will be easier for the students to determine the education, expertise and skills in accordance with the desire of each student. Thus, in the future students will have the knowledge and expertise appropriate to the needs of work and their personal characteristics. While the sub-factors that have influence are the smallest sub-factors that have an influence school facilities amounted to 4.72%.

From the analysis above, it can be seen that a better future and the expertise and personal skills that suit the students have a great influence on the selection of students in the school at VHS in Banjarmasin. This is good because the students have a very mature consideration regarding their readiness in the future, because with the provision of expertise knowledge and skills appropriate to themselves it will prepare the students themselves to enter into the world of work in order to achieve future better. This could be due to the students that the school has discretion in vocational schools then they will have the expertise and skills more than if they go to school in another school, with the expertise and the skills they are ready to enter the world of work.

The second factor to be considered for students in school is a factor determining the choice of location (23.78%), and the sub-most influential factor is the ease of public transport modes. This is because students have the view that by being educated in a school are easy to reach by means of public transport will increase the effectiveness and efficiency in both time and costs, and simplify and facilitate the learning process.

The smallest factor that influence among the three is the economic factor (18.95%). It shows the student has discretion to schools in vocational schools will prepare them for the world of work so that they can immediately help parents to improve economic conditions of their families. Based on the results of the analysis of the data description questionnaire about factors that affect the student wishes to choose VHS committed to VHS students in Banjarmasin, can be grouped into three major groups, namely Technology, Business and Tourism Group. ,

In the analysis of the economic characteristics will discuss the economic factors with sub-factor ratings were low school fees, family economic condition and low transport costs. Of the three sub-factors mentioned above, the economic condition

of the family has the greatest influence on students in choosing a school that is equal to 63.64%. This is because students have the consideration that the majority of the income of the parents is <IDR. 1.000.000, - per month so that they go to school in a vocational school it is expected to immediately work to help their parents. As we all know that school at VHS students will be equipped with the expertise and skill when compared to other schools, so that with the provision of expertise and skills those students are expected to be ready to enter the world of work.

The low transport costs factor has the effect of 22.99% of the students in choosing a school. It is obviously still associated with family economic conditions due to the lack of cost of transportation increasingly more it will ease the burden on their parents financially. While the factors that have the smallest influence is a factor that's school fees with the effect of 13.37%.

From the analysis above, it can be seen that the economic condition of the family Being a sub dominant factors that affect the students in choosing a VHS in Banjarmasin in terms of economy. This shows that the public in general and students in particular have the consideration that the school in vocational schools then they are really prepared to enter the workforce with the expertise and skills equipped so that hope can improve the financial condition of the family.

Analysis of Distribution Area of Vocational High School

Based on the characteristic location analysis, distribution of VHS locations in Banjarmasin can be seen in the following figure:

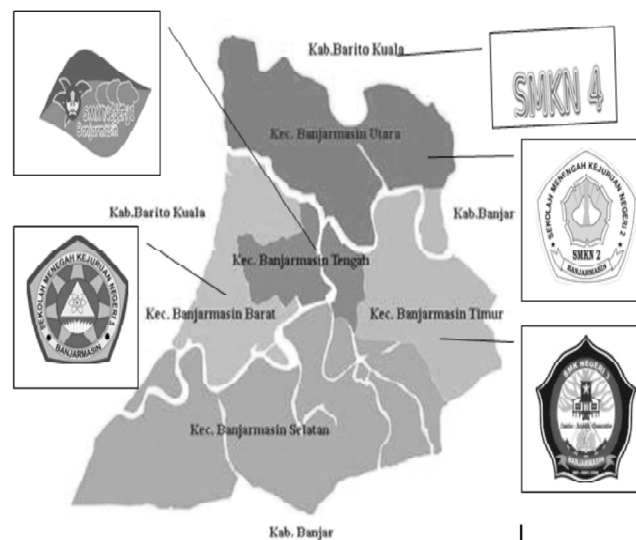


Figure 1: Location Deployment of Vocational High School (VHS) in Banjarmasin

From Figure 1 above can be explained as follows: In the locations included in the districts of North Banjarmasin there are two (2) VHS namely SMKN 2 and 4 are located at BrigjendHasanBasry Street, Banjarmasin. In Central Banjarmasin district there is SMKN 1. In West Banjarmasin, there is SMKN 5. The last, in the East Banjarmasin District there is SMKN 3

In the terms of the residence of the students, can be known about the origin of area students who attend school in VHS with the following details:

- a) Most of the students in SMKN 1 is derived from the Central Banjarmasin, Banjarmasin West, partly of South and NorthBanjarmasin District.
- b) Most of the students in SMKN 2 comes from North Banjarmasin, Banjarmasin West, and Central Banjarmasin.
- c) Most of the students at SMKN 3 derived from East Banjarmasin, West Banjarmasin, and South Banjarmasin..
- d) Most of the students at SMKN 4 comes from North Banjarmasin, West Banjarmasin, and Central Banjarmasin.
- e) Most of the students at SMKN 5 comes from the Central Banjarmasin, West Banjarmasin, South Banjarmasin, and few from North Banjarmasin.

Based on the characteristics of the school location factor, ease of schools to reach by public transport has the greatest influence on students in choosing a school that is equal to 48.44%. This is due to the consideration that the students have attended the school with an easily accessible it will enhance the effectiveness and efficiency of both time and costs, and simplify and facilitate the learning process. It followed by sub strategic location factor that has the effect of 31.82% of the students in choosing a school. Sub-factors that have the smallest influence is sub factor location close to residence which has the effect of 19.74%.

From the analysis it can be seen that the ease of schools to reach by public transportation and proximity to the residence are all factors that affect the students in choosing a school at VHS in Banjarmasin. This shows that the public in general and students in particular has discretion regarding the ease of accessibility effect on the selection of schools to school at VHS because it would simplify and expedite the learning process.

The Provision of Relevant Skills Program for Vocational High School (VHS) in Banjarmasin

The development of High School Skills Program aims to: 1) Match the type of field and expertise in vocational programs in accordance with the needs of the world of work (business / industry), and the direction of development policy area / region; and 2) Improving the efficiency and effectiveness of the implementation of

vocational education. Picture of VHS conditions in Banjarmasin today can be seen in Table 1 below:

Table 1
The List of VHS Program in Banjarmasin

No	District	VHS Name	Multi Media	Administration	Accounting	Marketing	Social Welfare	TKJ	Branding/Production	IPW	Hotel Accommodation	Fashion	Harstyl Beauty	Clothing	Mapping/Survey	Electricity Installation	Mechine	Motorcycle and Service	High Equipment Tools	Audiao Video	Concrete Construction	Architecture (Building/Sketch)	Wood Construction	Grafika	Pharmacy	Health Analysis	Trade Ship/Nautilca
1	North Banjarmasin	SMKN 2																									
		SMKN 4																									
2	Central Banjarmasin	SMKN 1																									
3	East Banjarmasin	SMKN 3																									
4	West Banjarmasin	SMKN 5																									

Source : Dapodik Data (2013) (<http://datapokok.ditp.smk.net/detil.php?id=1571050001>)

The overview of the potential of Banjarmasin by the District that can be developed for VHS in the future can be seen in table 2 below:

Table 2
The Potential of Each District in Banjarmasin 2014

No	District	Potential Subject
1	North Banjarmasin	<ol style="list-style-type: none"> 1. Shipyard 2. Cultural Potential 3. Services and trade 4. Culinary 5. Tourism and culture1. 6. Fishing
2	South Banjarmasin	<ol style="list-style-type: none"> 1. Shipyard 2. Cultural Potential 3. Services and trade 4. Tourism 5. Transport and communications 6. Agriculture 7. Textile
3	Central Banjarmasin	<ol style="list-style-type: none"> 1. Cultural Potential 2. Services and trade 3. Culinary 4. Tourism

contd. table 2

No	District	Potential Subject
4	East Banjarmasin	<ol style="list-style-type: none"> 1. Cultural Potential 2. Services and trade 3. Culinary 4. Tourism 5. Hotel and restaurant 6. Textiles
5	West Banjarmasin	<ol style="list-style-type: none"> 1. Shipyard 2. Cultural Potential 3. Services and trade 4. Culinary 5. Tourism 6. Transportation Communications 7. Hotels and restaurants

Sources: based on observation data

From the GDP data of Banjarmasin, many potential existing resources yet provide significant economic contribution. There is also the potential that has absorbed a lot of manpower, but also not comparable with its economic value. This is because these potentials have not been managed well, given the lack of human resources.

Tukundane, *et al.* (2015) find that Vocational Educational Training (VET) can improve access to labor market and livelihood opportunities, but a number of areas require improvement. The existence of vocational schools (VHS) is expected to overcome these problems. The construction of secondary vocational schools by opening the corresponding program expertise with surrounding potential is expected to have contributed to the improvement of public welfare around the school, especially the industrial activity (business unit) in the supply of labor.

Perkins III (Stasz and Bodilly, 2004) offered specific guidance on the kinds of improvements that a program should incorporate to enhance its quality. These improvements included: 1) integrating academics into vocational and technical studies; 2) adopting challenging academic, vocational and technical standards; 3) promoting understanding of “all aspects” of an industry; 4) encouraging parent and employer involvement; 5) building linkages to postsecondary education; 6) expanding use of technology; and 7) providing for professional development of teachers, counselors and administrator.

Therefore, the opening of the field / new skills program should be implemented with due regard to the following matters:

- a) Their labor needs vocational graduates per economic sector (the study of potential areas),

- b) The support of the business industry and other communities,
- c) There is support for human resources and educational facilities;

Although many vocational schools (VHS) in Banjarmasin built (established) by opening the membership program which is in conformity with the existing potential in the region, but has not been fully able to cover all of the potential that exists in the city of Banjarmasin, such expertise can prepare the program for processing of fishery products are abundant river or program expertise to prepare skilled manpower in the field of tourism and creative economy concerning arts and culture Banjar. Across a wide spectrum of industries, implementing a local content strategy – which can involve a large number of measures to maximize local contracting for goods and services in new or existing national and global supply chains – is one of the most effective and sustainable development strategies that company can use (Levett and Chandler, 2012).

On the other hand, the development of vocational schools (VHS) concentrated in the city center. Even some districts do not have a Vocational High School (VHS) so many children who are interested but can't be fulfilled because the desire away the location of the school. From the analysis above shows that some vocational skills program that has been opened in accordance with the potential of the surrounding regions (districts). One District of South Banjarmasin has only one managed by the Private school namely SMK NU.

Skill program that developed in vocational schools is geared to meet the needs of the labor market with the priorities of local, regional and then a new national / international, in order to spur industrial growth in the area. Support business / industrial world in Banjarmasin provide a great opportunity for the development of vocational schools (VHS) in Banjarmasin as users' vocational graduates, especially in the provision of skilled labor given much potential that exists in Banjarmasin has not fully managed properly. Although the absorption of graduates of vocational schools (VHS) in the industry in Banjarmasin still small (range 5-15%), this is because the industry in Banjarmasin still done traditionally and little use of technology in the production process.

Skills program that develop by vocational schools in Banjarmasin has not fully lead to the development potential of the region. A lot of untapped potential for the region because it is not prepared human resources (workforce), of which there is no vocational skills program developed in order to prepare human resources to explore and manage the creative economy based on local potential in Banjarmasin. On the other hand, people are not responding to the government's policy on regional development. This proved by the least junior high school students who want vocational skills program that does not leads to the development potential of the region, but rather choose the skill programs that are marketable. The amount of student interest gap is give opportunities to private sector opportunities to

develop skills Education Institutions (LPK) as an alternative society to obtain education skills in a relatively short time and at a reasonable cost (cheap).

Tien (2009) suggested to link vocational training with enterprises, some steps need to do such as: 1) Reviewing and upgrading the vocational training network to meet businesses' needs for skilled workers, 2) Specifying law provisions on vocational training to encourage businesses' establishment of vocational training centers, especially those enterprises with a large scale of labor use, 3) Upgrading current vocational training centers or building new schools so as to have 40-50 large-scale vocational schools at the college level (vocational colleges), 10 of which are at the international level, located in focal economic zones or localities with more FDI enterprises and industrial zones. These schools not only provide laborers for FDI enterprises and industrial zones, but also train workers for local and national economic development, and 4) Improving the content of the vocational training program and syllabus in the forms of modules to create access to advanced technology; ensure flexible, quick adaptation to changes in business technology and the labourmarket. The result showed the lack of vocational graduates who can be absorbed by the industry in city of Banjarmasin, more because most industries still use traditional ways, both in management and production processes. Vocational High School (VHS) as provider of labor on industrial / business unit is not only the responsibility of government, but must also involve the private sector (industry) as potential users of graduates Vocational High School (VHS), so that its existence really able to contribute to government in order to accelerate the process of industrialization in Indonesia. The development of potential sectors in Banjarmasin (trade, services and industry) will provide a strong foundation for the development of highly competitive industry with the support of adequate resources.

Other finding of this research is skill programs that developed by Vocational High Schools) in Banjarmasin more concern to follows the market trends. Skill programs that prepared to develop the local resources potential of Banjarmasin is less attractive and not so interesting for local students.. In fact, the development of local potential will also eventually encourage the growth of other sectors (transport, transport, communications and information, and services) that will absorb more labor in the future (multiplier effect).

Related to these problems, the development of skill programs for Vocational High School (VHS) in Banjarmasin are appropriately directed to the development of local potential, such as natural resources potential and the potential of goods, services, crafts craft as part of the creative economy, so it really is able to increase local income and welfare of the community in the city of Banjarmasin.

Boateng (2012) explained that the availability of leadership development programs and the possibility of being able to acquire certain leadership behaviours

and enhance and use certain leadership attributes holds great promise for those participating in and leading vocational educational programs, reform efforts, and the change process. The policies options that recommended based on the findings of the research include:

- a) The local government need to build additional capacity for VHS in the form of the new school unit or the additional classroom as a form of expansion of access to vocational education, but should still put forward the standards required in the establishment of new schools
 1. To increase additional classroom especially in districts that have been built VHS, including: North Banjarmasin, East Banjarmasin, Central Banjarmasin, and West Banjarmasin District. The additions given to schools that opened the skill programs that very demanding by the community with such as inadequacy and remote area.
 2. New school unit needs to be built in the district that have no vocational school unit yet, and not be served (outreach) by an existing VHS, particularly South Banjarmasin Districts with Skills Programs: shipbuilding engineering, welding engineering, biomass energy engineering, textile craft design, dance music.
 3. Local government needs to increase promotion to socialize the vocational skills program that can support the development of local region potential.
- b) The need for additional and rejuvenation equipment that will be used as the working practices of industrial activity in vocational schools in order to avoid a knowledge gap.
- c) The need for further study on the development of vocational high schools are not only oriented to the needs of the present or follow the trend of the market, more to local resources potential.
- d) There are several vocational schools (SMK) built in the center of town, hence the government needs to regulate the establishment of vocational schools that can reach all the people in Banjarmasin to see the potential that exists.

CONCLUSION

Some conclusions from this study include:

- a) According to the needs of VHS based on interest and employment opportunities the majority of 9th grade students interested in continuing their education at VHS. Potential sectors for employment are trade, industry, and processing of natural resources.
- b) According to the provision of VHS associated with local resources potential, the development of existing programs are appropriately directed

