

Strategy to Increase Income Generating Faculty of Law

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Abstract. Income Generating is well-known among various higher education institutions in Indonesia. Various factors have caused the Faculty of Law, State University of Semarang (FH UNNES), to seek strategies to increase income generation. The issue of financial sustainability has a significant impact on FH UNNES. Through various instruments adopted by FH UNNES, the academic staff is one of the parties that play an essential role in generating income at FH UNNES. This study uses a qualitative method by conducting interviews as a medium to provide insight to researchers. Then, the interview data were analyzed using an interactive model. This research is essential to understand income-generating issues. Through the results obtained, certain parties can find out the root of the problem and then solve it. This will ultimately help FH UNNES to find a better way to achieve optimal results in generating income. This research aims to identify the types of activities that will be carried out to increase income generation.

Keywords: Income Generating, Faculty of Law, Increase.

1 Introduction

Every year, a certain amount of budget will be allocated from the State University of Semarang (UNNES) to FH UNNES for research, teaching, and development purposes and operational costs. However, supporting FH UNNES is a complex mission. This shows that the total expenditure of FH UNNES could be more significant than what was budgeted by UNNES.

In addition, the maintenance and upgrading of the new facilities caused even more costs for FH UNNES. From the funding aspect of UNNES, it is still a considerable portion of financial support for the day-to-day operations of FH UNNES. However, the issue of seeking alternative income has emerged. This ensures that FH UNNES's sustainability can be maintained without being too dependent on UNNES funding.

To perform income generating, the contribution to the economy and community development. FH UNNES should become a more research-based institution. Therefore, the institution can contribute additional income through research activities, consulting, commercialization, etc.

2 Method

Based on the formulation of the existing problem, the research used in this study is qualitative as for what is meant by qualitative research, namely research that intends to understand the phenomenon of what is experienced by the research subject holistically and by way of

description in the form of words and language, in a unique natural context and by utilizing various scientific methods.

3 Result and Discussion

3.1 Potential of the Faculty of Law UNNES in Income Generating

To develop the Faculty of Law, State University of Semarang, and to leverage the income generating of the Faculty of Law, it is necessary to arrange for the management of Income Generating of the Faculty of Law, State University of Semarang. Income Generating Faculty of Law, State University of Semarang can be increased through:

- a) International Seminar; its achievement strategy is to integrate it with Scopus journals. Participants pay for seminars and publish journals/proceedings.
- b) Scopus and Sinta journals; The strategy for achieving this is that journal payments are still recognized as faculty income.
- c) PKPA; its achievement strategy is to promote both digitally and non-digitally.
- d) Study Clusters and Centers; the strategy for achieving this is that the cluster and study center budgets will only be disbursed if they can generate Income Generating.
- e) Source person; The achievement strategy is that every time they issue a Letter of Assignment as a Resource Person, they must contribute to the Faculty's Income Generating.
- f) Experts, the achievement strategy will only be issued a Letter of Assignment if there is a contribution to the Faculty's Income Generating. They are promoting the legal drafter of FH UNNES to all cq service agencies. Regional Secretary.
- g) Expert testimony; the achievement strategy will only be issued a Letter of Assignment if there is a contribution to the Faculty's Income Generating.
- h) KSO; the strategy for achieving operational Cooperation is arranging the canteen to be worthy of sale and managing the assets of FH UNNES.
- i) Laboratory; achievement strategies make leaflets and conduct promotions to schools or police academies.
- j) Legal Publishing Agency; achievement strategy is to promote the online to publish books from non-UNNES authors.
- k) Programs Issued by the Ministry; achievement strategy as long as the UNNES Faculty of Law staff asks for recommendations from the Dean and is declared to have passed the Ministry Program. Then the Assignment Letter will only be issued if there is a contribution to the Faculty's Income Generating.

Cooperation is carried out based on the following principles:

- a) Partnership, equality, togetherness, and transparency of accountability and conservation principles;
- b) mutually beneficial and can provide benefits to each party;
- c) mutual respect for the functions, duties, and authorities of each Partner.
The form, scope, and qualifications of Cooperation consist of the following:
 - a) implementation of Cooperation in the field of education;
 - b) organizing Cooperation in the field of research;
 - c) implementation of Cooperation in the field of community service;

- d) provision of experts, teaching materials, and educational and cultural facilities;
- e) implementation of Cooperation in the field of management;
- f) implementation of Cooperation in the field of development of facilities and infrastructure;
- g) Have the potential and related areas of activity under the Strategic Plan (Renstra) of the Faculty of Law UNNES, the capacity of the Faculty of Law UNNES, or the development plan that will be collaborated on;
- h) Provide assistant staff, management staff, and facilities/facilities for supporting Cooperation, as needed;
- i) Implement a cooperation program that is in line with the direction of higher education policies in general, which prioritizes the development of the fields of science, environment, technology, social, and culture under the strategic plan of the Faculty of Law, UNNES; and
- j) Provide clear information about activity financing funds.

Cooperation partners consist of:

- a) state or private higher education institutions from within the country or abroad;
- b) government agencies both at the central and regional levels;
- c) non-governmental organizations, both national and international;
- d) national or international business/industry/company world;
- e) donor agencies in the field of education and/or research;
- f) individuals who are committed to the advancement of education;
- g) alumni;
- h) other partners.

The following principles guide the implementation of Cooperation:

- a) clarity of purpose;
- b) achievement of results;
- c) mutual respect;
- d) mutual benefit (Cooperation);
- e) professional;
- f) proactive involvement of various parties deemed necessary and interested;
- g) the implementation that can be accounted for internally and externally;
- h) openness;
- i) periodic and sustainable implementation;
- j) based on performance indicators, effective, efficient; and
- k) institutional.

The cooperation procedure includes the following:

- a) exploration of Cooperation;
- b) ratification of Cooperation;
- c) implementation of Cooperation;
- d) monitoring and evaluating the implementation of Cooperation;
- e) program development; and
- f) Termination of the cooperation agreement if one of the partners defaults.

The mechanism of Cooperation is as follows:

- a) The initial implementation of collaboration is carried out through an assessment of prospective Partners based on the main tasks and functions of FH UNNES, including the Analysis and Assessment of Prospective Partners and negotiations.
- b) The exploration of Cooperation can be carried out by the faculty/section/study program/group or individual faculty.
- c) The exploratory procedures must have the minimum knowledge/permission of the unit leadership, which will then be reported in writing to the Dean or Deputy Dean of General Affairs and Finance for further study.
- d) The cooperation plan, considered feasible to be implemented, is then discussed between the relevant/authorized officials and followed up by the technical implementing parties.
- e) Analysis and assessment of potential partners are carried out before the ratification/signing of the cooperation agreement, including:
 1. clarity of legal status;
 2. suitable track record/qualification;
 3. strategic value;
 4. reliable management support;
 5. good faith;
 6. compatibility in aspirations, goals, interests and cultural aspects of potential Partners;
 7. availability of resources from potential Partners;
 8. exemplary commitment and willingness to trust each other;
 9. willingness to take risks as a result of the law of the cooperation agreement;
 10. Willingness and ease of exchanging and sharing information;
 11. the value of synergy that can be built from Cooperation; and
 12. agreement on the rules and policies used to implement the Cooperation.
- f) The ratification of the Cooperation begins with the preparation of the cooperation document until the signing of the cooperation document.

3.2 Efforts and Strategies to Increase Income Generating FH

The main effort that the Faculty of Law must make to increase the Faculty's Income Generating is to develop a network of Cooperation, which is bound to a cooperation document/ MoU. The procedure for making Cooperation is regulated as follows:

- a) The substance of the content must be discussed in advance by the Faculty or work unit and partners.
- b) The points of agreement are then contained in the cooperation script and sent to the PKL, KKL and Cooperation Clusters;
- c) The substance of the proposed cooperation script is studied by the Team in the Cooperation Section, provided that:

1. If there is a revision, it is returned and immediately corrected by the proposing unit;
2. If approved, initial approval is given by the Deputy Dean for General Affairs and Finance;
3. The cooperation script that has received approval is made in 2 (two) copies, each equipped with a stamp duty to be signed by the Dean and Partners on the day of the signing.

From every Cooperation that exists, it is directed/focused on attracting income-generating partners to the Faculty of Law, which is carried out with the following provisions:

- a) Financing as a result of the cooperation agreement is the responsibility of FH UNNES and/or Partners;
- b) The source of the cost of implementing the borne by the Partner can include the institutional fee component in the Budget Plan determined by the Dean;
- c) The institutional fee, as referred to in letter b, amounts to a minimum of 5% of the contract value after deducting tax;
- d) Institutional fees obtained from the implementation of Cooperation are used for institutional development;
- e) In the case that financial management is entirely under the authority of FH UNNES, the preparation of the RAB uses the provisions stipulated in the Regulation of the Minister of Finance, which regulates input cost standards;
- f) If in the cooperation activity, there is financing/payment whose rates are not regulated in the financing standards in FH UNNES or the Minister of Finance Regulation (PMK), then the value of the payment must be included in the text of the Cooperation Agreement signed by both parties;
- g) The mechanism for disbursing the cost of implementing the Cooperation as stated in the cooperation script is carried out according to the budget plan by following the terms of reference (TOR);
- h) The cooperation implementer receives payment of activity funding according to the planned budget by following the terms of reference (TOR), as stated in the cooperation script;
- i) The institutional fee of at least 5% of the contract value after deducting tax;
- j) The provision of experts may be subject to institutional fees with the following conditions:
 - i. Experts who hold a Diploma/Strata 1 certificate and are used by Partners for a minimum of 3 (three) months are subject to Rp. 2,500,000.00 (two million five hundred thousand rupiahs)/per year;
 - ii. Experts who hold a Strata 2 certificate and are used by Partners for a minimum of 3 (three) months are charged Rp. 5,000,000.00 (five million rupiahs)/per year;
 - iii. Experts who hold a Strata 3 certificate and are used by Partners for a minimum of 3 (three) months are subject to IDR 10,000,000.00 (ten million rupiahs)/per year.
- k) The Partner pays the institutional fee to the Faculty Treasurer one month after signing the Cooperation.
- l) Institutional fees are also imposed on activities related to the use of assets and Human Resources (HR) FH UNNES;

- m) Institutional fees for activities related to activities carried out by the Human Resources of the Faculty of Law UNNES can be paid by the organizers or by lecturers or staff who carry out the activities;
- n) The human resources subject to institutional fees are as follows:
 - i. Lecturers or technicians who use their expertise to fill training/resource persons;
 - ii. Lecturers or technicians who use their expertise to fill out consultations/as consultants;
 - iii. Lecturers or technicians who use their expertise to become expert witnesses;
 - iv. Lecturers or staff who receive honorarium outside the Faculty of Law, UNNES, in the form of daily honorarium, monthly honorarium, and activity honorarium;
 - v. Lecturers or technicians who sell products, services, projects, research products, and community service products to third parties Using the name of FH UNNES is subject to 5% of the total sales value.
- o) In carrying out their duties, lecturers or staff need a letter of assignment/permission from the Dean;
 - 1. To be able to carry out tasks outside of the next UNNES FH, lecturers and education staff are required to show evidence of depositing institutional fees from previous activities;
 - 2. Lecturers or education staff who carry out activities without including a letter of assignment/permission from the FH UNNES leadership are sanctioned following applicable staffing provisions.
 - 3. If lecturers and education staff do not receive an honorarium from activities carried out outside of FH UNNES, they are required to make a statement letter;
 - 4. The statement letter is used as the basis for the issuance of the letter following permit/assignment letter;
 - 5. An institutional fee of at least 5% of the net income received;
 - 6. The Partner/Lecturer or Tendik pays the institutional fee to the Faculty Treasurer by one month after the person concerned receives the salary or honorarium.

4 Conclusion

- 1 The potential of the UNNES Faculty of Law that can be utilized in increasing income generating consists of International Seminars, Scopus and Sinta Journals, PKPA, Study Groups and Centers, Resource Persons, Experts, Expert Information, KSO, Laboratories, and Legal Publishing Agencies.
- 2 The exemplary efforts and strategies to increase income-generating FH UNNES are:
 - a) International Seminar; its achievement strategy is to integrate it with Scopus journals. Participants pay for seminars and publish journals/proceedings.
 - b) Scopus and Sinta journals; The strategy for achieving this is that journal payments are still recognized as faculty income.
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