THE RELATIONSHIP BETWEEN EMPOWERMENT AND EXPORT ABILITY THROUGH SOCIAL CAPITAL OF UMKM EXPORT TECHNICAL GUIDANCE CLINIC SURAKARTA

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Abstract. The Indonesian government taken important steps to support increased exports through the establishment of the National Export Enhancement Task Force regulated in the Keppres Number 24 of 2014 aimed maintaining and improving national export performance and strengthening Indonesia's trade balance. This step is an effort by government to encourage MSMEs to penetrate the international arena. This study uses empowerment theory, Putnam's social capital theory and Bordieu's social capital theory to analyze relationship between variables in this study. This study uses a quantitative paradigm with an explanatory research type using a survey method to test the relationship between variables. The results obtained are that there is an impure relationship between level of empowerment and the level of MSME export capability through the level of social capital as an intervening variable. There is a joint relationship between the level of empowerment, the level of MSME export capability and level of social capital.
Keywords:MSMEs, export capability, empowerment, social capital, correlation

INTRODUCTION

Micro, Small, and Medium Enterprises (MSMEs) play a vital role in the Indonesian economy, especially in job creation and contribution to Gross Domestic Product (GDP). According to data from the Ministry of Cooperatives and SMEs, the number of MSMEs in Indonesia continues to increase significantly in 2023, with around 65 million business units. This growth reflects the role of MSMEs as the backbone of the national economy, especially in creating jobs and empowering local communities. MSMEs contributed around 61% of Indonesia's Gross Domestic Product (GDP) in 2023. This contribution confirms the importance of the role of MSMEs in the national economy, which is the primary driver of economic growth, especially in the informal and semi-formal sectors. MSMEs also absorb more than 97% of the total workforce in Indonesia in 2023. This makes MSMEs the leading employment providers, especially in remote and rural areas, and they play an important role in poverty alleviation and improving community welfare. (Secretariat of Indonesian Chamber of Commerce and Industry, 2023).

In recent years, the Indonesian government has placed special attention on developing the export potential of MSMEs as one of the strategies to increase competitiveness in the international market and strengthen the country's trade balance. In 2023, the Indonesian government has taken an important step to support the increase in national exports, especially in the MSME sector, by establishing the National Export Enhancement Task Force. The establishment of this task force is regulated in the Presidential Decree of the Republic of Indonesia (Keppres) Number 24 of 2023 and updated in the Press Release of the Coordinating Ministry for the Economy of Indonesia Number HM.4.6 / 27 / SET.M.EKON.3 / 01/2024, this National Export Enhancement Task Force aims to maintain and improve national export performance and strengthen Indonesia's trade balance. The main tasks of this Task Force include formulating adaptive and responsive policies to global dynamics, coordination between various ministries and related institutions, and developing international trade cooperation strategies. This Task Force is also responsible for strengthening the competitiveness of MSMEs through simplification of licensing, integration of export services, and increasing access to financing and insurance services for exports(Coordinating Ministry for Economic Affairs of the Republic of Indonesia, 2024).

Based on sources from the Indonesian Chamber of Commerce and Industry, the government has issued Regulation of the Minister of Finance (PMK) No. 96 of 2023 to facilitate MSME exports through e-commerce by simplifying customs procedures (related to import duties, export duties, VAT, PPnBM, etc.). The government also forms an export ecosystem, develops MSME capacity, and expands the market through digital platforms such as Shopee and Amazon and digital promotional catalogues. Various supports, such as capacity development in the form of training and provision of digital markets and regulatory convenience, such as simplifying customs procedures, should provide MSMEs with the strength to realize exports and maximize export capabilities. The follow-up to the Decree of the President of the Republic of Indonesia (Keppres) Number 24 of 2023 is realized through the MSME Export Assistance Clinic under the auspices of the Ministry of Trade with direct support from the Ministry of Cooperatives and SMEs in collaboration with Customs and Excise implemented in various provincial and district/city level agencies. This clinic is managed by the central government and operated by the Industry and Trade Service (Disperindag) in the regions. Various things are given, such as socialization, assistance and Focus Group Discussion (FGD) concerning export procedures and export requirements, business legality, documents, quality of goods and financial reporting and management. MSMEs are expected to be able to maximize training and assistance to improve export capabilities.

The actual condition of MSMEs has a central role in the Indonesian economy, absorbing up to 97% of the workforce and contributing 61.07% to Indonesia's Gross Domestic Product (GDP). Although the domestic role of MSMEs is significant, their ability to export still needs to improve. Data shows that only around 14.37% of Indonesia's total exports come from MSMEs, with non-oil and gas exports of 15.7%(Coordinating Ministry for Economic Affairs of the Republic of Indonesia, nd). Other actual conditions were found by searching several journals. The findings in Husein's (2024) study stated that many MSMEs have been unable to export due to a lack of understanding of export procedures and regulations and need clear legality. Prasetyo et al.'s (2023) study found that many MSMEs still need to because of limited capital, production capacity and minimal access to financial financing. On the other hand, Rheavanya et al.'s (2023) study explains that MSMEs have not been able to export due to the difficulty of preparing accurate financial reports and the need for qualified financial management, making it difficult to obtain capital. The exposure to the actual conditions of MSMEs is in contrast to the conditions that MSMEs should have. Therefore, the export capabilities of MSMEs need to be questioned.

Many factors, including empowerment, greatly influence the export capability of MSMEs. Empowerment of MSMEs is one of the main focuses of the Indonesian government in order to increase competitiveness and export capabilities. Various efforts have been made to support MSMEs, such as training and assistance in innovation and product quality, marketing, and technical knowledge of exports (regulations, product standardization, licensing, etc.) to suit the global market's needs.(Febriyantoro et al., 2019). The government has implemented an entrepreneurship training program to improve product quality and certification, as well as business management and financial management of MSME actors.(Zuliawati Zed et al., 2024). Digital marketing training is also held to help MSMEs utilize online platforms in marketing their products, which is expected to increase sales and competitiveness.(Lailla et al., 2022) In line with the research of Murdinono et al. (2021), efforts to improve the capabilities of MSMEs carried out by the government also include strengthening social and community networks, such as the formation of MSME associations in various regions to share knowledge and experience, which can strengthen their competitiveness.

If traced from the research findings, the issue conveyed by Kashmiri and Sufiandi (2021) states that the guidance provided by the government in increasing the competitiveness of MSME products still needs to be improved. Although there are efforts to provide facilities such as halal labels and packaging, the results need to be more significant to increase the competitiveness of MSME products in the international market. The findings of the issue from the research of Nurjanah et al. (2022) revealed that the lack of financial literacy among MSME actors results in inefficient financial management. This study emphasizes that although education has been provided, MSME actors' understanding of financial management still needs to improve, which impacts inappropriate business decisions. Another area for improvement in the research findings of Kumalasari & Trisnawati (2023) indicates that although training and education have been provided, many MSME actors need to apply this knowledge in daily practice, affecting their business performance. Based on the real issues found in various studies, there is a gap in the issues that should be addressed regarding MSME empowerment. Therefore, MSME empowerment needs to be questioned.

The empowerment the government provides to MSMEs not only focuses on economic aspects but is also related to social aspects. MSME actors who receive empowerment from the government and are members of the export clinic community are resources that can collaborate, build trust, and gain access to information and resources that are important for success in the international market. This kind of resource is a resource that has social capital. Social capital plays a vital role in increasing the export capabilities of MSMEs. The findings of Ferine et al. (2023) show that social capital provides MSME competitiveness through more effective collaboration and sharing of relevant information. The findings of Mangkuprawira (2016) emphasize that mutual trust and collective cooperation among community members can strengthen the bargaining position of MSMEs in the global market. When MSME actors support each other and share resources, they can create synergies that increase production capacity and innovation, increasing product competitiveness in the international market. In line with the two studies above, research by Primanto and Rahman (2019) shows that collaboration in the business community can increase the ability of MSMEs to compete in the global market. MSMEs that are members of associations or business communities have a more significant opportunity to share experiences, get support, and access important information about the market. MSMEs should be able to utilize social networks and a sense of trust to collaborate and share business information, strengthen the bargaining position of the business with a sense of trust and cooperation between community members and establish cooperation to support and maximize export capabilities.

In fact, according to Bahtiar et al. (2023), many MSMEs need help utilizing existing social networks to increase their export capacity. MSMEs are often trapped in unproductive social relationships, which prevent them from establishing broader and more strategic cooperation. Likewise, according to Nadia (2023), many MSME actors must maximize their social networks to gain access to international markets. It is noted that there are still many MSMEs that are unable to utilize existing social networks to increase market access and expand the reach of their products, indicating that despite efforts to strengthen social capital, the results have not been as expected in the context of exports (Fadhila, 2023). Martini (2022) also explains that although social capital can contribute to the welfare of traders, many MSMEs still have difficulty utilizing social capital to increase competitiveness in export markets and are often trapped in social relationship patterns that do not support innovation and product development needed to compete in international markets. Based on the issues raised by various experts, there is a gap in the issues that should be about social capital, so it is necessary to question the social capital owned by MSMEs.

The discovery of the gap between the issues that should be and the real issues and the discovery of the need to question the empowerment of MSMEs by the government, the social capital of MSME actors and the export capabilities of MSMEs, the author is interested in examining these variables and their relationships between variables. The purpose of this study is to explain the degree of category level, level of social capital and level of MSME export capability, to explain the relationship between empowerment and the level of MSME export capability, to explain the relationship between the level of empowerment and social capital, to explain the relationship between social capital and the level of MSME export capability and the relationship between the level of empowerment and the level of MSME export capability through social capital.

The novelty of this study lies in the variables used. In this study, the dependent variable used is the export capability of MSMEs. In contrast, the independent variables used are the level of empowerment and the social capital variable as an intervening variable. The statistics used in previous research searches did not use partial correlation analysis. The relationship between the variables to be studied by the author has not been studied by researchers in previous studies. The theory used in this study is Putnam's theory of social capital. Putnam explains that social networks, norms, and trust are important in creating a cohesive society. Putnam states that social capital is a feature of social organization that facilitates coordination and cooperation to achieve goals. Social capital in the context of MSME exports is not only limited to trust and relationships between individuals but also includes access in the form of active participation in institutional resources such as government support, information on trade policies, and international market opportunities. MSME empowerment includes training, increasing access to resources, and developing networks that strengthen social connections, which are the core of social capital in Putnam's theory. (Putnam, 1995).

The second theory is the theory of social capital by Pierre Bourdieu, which believes that social capital is a resource owned by individuals because they are part of a social network or particular group that functions as a resource that allows someone to gain power, status or economic advantage. In the context of MSME Export, the social network owned by MSMEs can help them access resources. A good social network lets MSME owners get important information about international markets, consumption trends, and export regulations. The social network owned by MSME exports facilitates collaboration between MSMEs and various parties, such as the government, non-governmental organizations, and other industry players, as well as fellow MSMEs in the export guidance clinic community. The collaboration that occurs in the export technical guidance clinic facilitates the creation, exchange and dissemination of knowledge that is implemented in the form of technical and financial support and access to the training needed to increase production capacity and quality of products ready for export as well as actual information related to exports that help MSMEs in. These collaborations encourage MSMEs to innovate, which is part of the MSME export improvement strategy in the export technical guidance clinic.(Pierre Bourdieu, 1986).

The third theory is the empowerment theory by Julian Rapaport, who proposed that empowerment is implemented in a process that involves increasing individual or group awareness of their strengths, which can increase their potential to change their social and economic environment. According to Rappaport, empowerment is both individual and collective, focusing on strengthening the ability to access resources and increasing control over their socio-economic circumstances. Empowerment for MSMEs, in the context of exports, not only provides basic knowledge about exports but also introduces them to international business networks, provides technical training to improve product quality, and provides access to relevant global market information. Through this empowerment, MSMEs can develop the capacity to innovate and improve the quality of their products to compete in the international market. (Rappaport, 1987)

RESEARCH METHOD

The type of research used in this study is quantitative using an explanatory approach, namely research conducted to test the relationship between hypothesized variables (Sugiyono, 2013. To formulate question items, conceptual definitions are compiled from various studies, then reduced to operational definitions, until question items are compiled.

Definition of the Concept of Empowerment Level

Empowerment of MSMEs by institutions covers various aspects, such as financial assistance, capacity building, facilitating market access, regulatory support, technological innovation, infrastructure development, training, and partnerships (Etemad, 2023). According to the OECD, empowerment of MSMEs includes facilitating digital transformation, increasing access to markets, providing financial support, encouraging innovation, and promoting inclusive growth (OECD, 2023). Empowerment of MSMEs is an effort by institutions to support MSMEs to develop through various strategies, such as easy access to financing, education and training, as well as policies that support the sustainability of MSMEs (World Economic Forum, 2023). Based on the presentations of several experts, it is concluded that the concept of MSME empowerment in this study is financial assistance, capacity building, facilitating market access, regulatory support, encouraging technological innovation, infrastructure development, training, partnerships, digital transformation, and promoting inclusive growth.

Definition of the Concept of Social Capital

Social capital can be defined as a resource that arises from the social relationships of individuals or groups, consisting of social networks, norms, and trust that facilitate cooperation for mutual benefit (Putnam, 1995). According to Hasbullah, social capital is a resource that arises from social relationships and networks owned by individuals or groups, which can be used to achieve common goals. This social capital includes aspects, namely participation in networks, reciprocity, trust, norms, values, and proactive actions that facilitate coordination and cooperation for the common good (Hasbullah, 2006). Social capital plays an important role in strengthening social cohesion and increasing collective capacity to overcome problems faced by certain communities or groups. According to Fathy (2019), social capital includes aspects of trust, networks, and norms that regulate social interactions and have a significant influence on improving the social and economic welfare of communities. Social capital in this context is understood as a mechanism that strengthens relationships between people in a community to achieve common goals by relying on trust, shared values, and social connectedness. Social capital in the context of SMEs (Small and Medium Enterprises) refers to the networks, relationships, and social interactions utilized by SMEs to access resources, information, and support that enhance their business activities, especially in export efforts. This concept includes trust, norms, and social networks that facilitate coordination and cooperation for mutual benefit. (Nahapiet & Ghoshal, 1998). Based on the presentation of several experts, it is concluded that the concept of social capital in this study is Social capital is a social network, participation in networks, reciprocity, trust, norms that regulate interactions, values, proactive actions that facilitate cooperation, which are utilized by SMEs to access resources, information, and support that enhance export efforts.

Definition of Export Capability Concept

Export Capabilities of MSMEsis the capacity of MSMEs to enter international markets and sell their products or services abroad. This capability includes various aspects such as knowledge of international markets, ability to navigate export regulations and procedures, ability to manage export risks, product development that meets international standards, and utilization of networks and resources to support export activities (Knight & Cavusgil, 2004). Another definition of MSME export capability is the capacity of MSMEs to develop, execute, and maintain effective export marketing strategies, which enable them to compete in international markets. This includes the ability to identify opportunities in foreign markets, adapt to changing market conditions, and utilize internal and external resources to improve their export performance (Leonidou et al., 2010; Morgan et al., 2003). Different experts define that MSME export capability is the capacity and readiness of MSMEs to effectively and efficiently export their products or services to international markets. This capability involves a number of aspects such as mastery of international market knowledge, product innovation, global marketing strategies, and the ability to manage risks and comply with applicable export regulations. (Hendriyani.et al., 2023).

The location of this research is Surakarta City which focuses on Micro, Small and Medium Enterprises (MSMEs) Export Technical Guidance Clinic initiated by the Cooperatives, Small and Medium Enterprises and Industry Service (Cooperatives, Small and Medium Enterprises and Industry Service) of Surakarta City. The reason for choosing the location of the Clinic in Surakarta is that all members of the clinic participants are MSMEs of creative goods which are different from other Export Technical Guidance Clinics in various regions. This research is an explanatory research with a quantitative approach. The following is the formulation of the hypothesis:

1. H0: There is no relationship between the level of empowerment and the level of export capability.
Ha: There is a relationship between the level of empowerment and the level of export capability.
2.H0: There is no relationship between the level of empowerment and the level of social capital.
Ha: There is a relationship between the level of empowerment and the level of social capital.

3. H0: There is no relationship between the level of social capital and the level of export capability.
Ha: there is a relationship between the level of social capital and the level of export capability.
4. H0: There is no relationship between the level of empowerment and the level of export capability through the level of social capital.
Ha: There is a relationship between the level of empowerment and the level of export capability through the level of social capital.
5. H0: There is no relationship between the level of empowerment, the level of social capital and the level of export capability.
Ha: there is a mutual relationship between the level of empowerment, the level of social capital and the level of export capability.

The population in this study were UMKM who participated in the Export Technical Guidance CLINIC totaling 60 people. The sampling technique used census sampling. The number of samples taken was the entire population. Data collection was carried out using a questionnaire via Google Form. Reliability testing in this study with the Cronbach alpha formula as follows:

$$\boldsymbol{\alpha} = \left(\frac{\boldsymbol{R}}{\boldsymbol{R}-\mathbf{1}}\right)\left(\mathbf{1} - \frac{\sum \boldsymbol{\sigma}_b^2}{\boldsymbol{\sigma}_1^2}\right)$$

Information:
σ : cronbach alpha
R : Number of questions
$\boldsymbol{\sigma}_b^2$: Variation of question items
$\boldsymbol{\sigma}_1^2$: Total score variation

The reliability test of the variables in this study is as follows, the empowerment level variable is 0.979, the social capital level variable is 0.971, and the export capability level variable is 0.956. With these results, when compared with the critical value of the Suggested Reliability and Validity Standard owned by Braker et.al. (2002) of 0.80, it is stated that all variables are reliable.
Validity test can be calculated by looking at r count. If r count > r table item will be declared valid. To find r count using the product moment formula with the following formula:

$$r_{xy} = \frac{N.\ \sum xy - \sum x.\sum y}{\sqrt{(\mathrm{N}.\sum x^2(\sum \mathrm{x})^2)(N.\sum y^2(\sum y)^2)}}$$

Information:
r_{xy} : Correlation*Product Moment*
x : Value of Variable X
y : Value of Variable Y
N : Number of Subjects

In this study, we used*Pearson Product Moment Correlation*which uses the following formula:

$$\boldsymbol{r_{xy}} = \frac{\boldsymbol{N}\sum \boldsymbol{XY} - (\sum \boldsymbol{X})(\sum \boldsymbol{Y})}{\sqrt{[\boldsymbol{N}\sum \boldsymbol{X}^2 - (\sum \boldsymbol{X})2]\ [\boldsymbol{N}\sum \boldsymbol{Y}^2 - (\sum \boldsymbol{Y})\ ^2]}}$$

Information:
rxy : Correlation coefficient between variables X and YN : Number of respondents
X : Number of answers to independent variable items = level of empowerment
Y : Number of dependent variable items = level of export capability

This study uses Partial Product Moment Correlation with the following formula:

$$\boldsymbol{r_{xy.z}} = \frac{\boldsymbol{r_{xy}} - \boldsymbol{r_{xz}} - \boldsymbol{r_{yz}}}{\sqrt{(\mathbf{1} - \boldsymbol{r_{xz^2}})(\mathbf{1} - \boldsymbol{r_{yz^2}})}}$$

Information:
$rxy.$: Partial correlation coefficient between variables x and y by partialing out the variables

r :Correlation coefficient
X :Independent variable = Level of empowerment
Y :Dependent variable = Export capability level
Z : Intervening variable = Levelsocial capital

The intervening variable is said to have an influence on the relationship between the independent variable and the dependent variable if the correlation of the 2 variables disappears. To find out the standard error value of the significance test from the partial correlation results, use the following formula:

$$SEr = \frac{1}{\sqrt{n-m}}$$

It is known:
SEr : Standard Error of Correlation Coefficient
n : Number of Samples
m : Number of Variables

This study uses Multiple Correlation in the calculations which are formulated as follows:

$$R^2{}_{y.xz} = \frac{r^2{}_{yx} + r^2{}_{yz} - 2\left(r_{yx} r_{yz} r_{xz}\right)}{1 - r^2{}_{xz}}$$

Information:
R2y.xz : Multiple correlation coefficient between variable y and the combination between variable x and the intervening variable
r : Correlation coefficient
x : Independent variable = Level of empowerment
y : Dependent variable = Export capability level
z : Intervening variable = Level of social capital

RESULT AND ANALYSIS

1.1 Respondent Profile

The Export Technical Guidance Clinic was initiated by DINKOPUKMPERIN and was held in 2023, with 60 MSMEs joining. Men attended 58.3%, and the remaining 41.7% were women. These results show that men are highly interested in participating in export technical training to develop their businesses. The dominant age of MSMEs joining this clinic is 78.3% aged 36-45 years, followed by 16.7% of MSMEs aged 46-55 years and 5% aged 25-35 years. These data show that the dominant age of MSMEs joining this clinic is at a productive age. The dominant education of MSME actors is at the tertiary education level from D3, S1, S2 and S3 levels. This dominance shows that MSME actors educated up to college are highly interested in developing international-scale businesses.

1.2 Degree of Variable Category

Table 1.1 Degree of Empowerment Variable Category

Level of Empowerment		
	Frequency	Percent
Low	26	43.3
Tall	34	56.7
Total	60	100.0

Source: Processed researcher data, 2024

Ten indicators measure the empowerment variable. Based on the table above, the empowerment level variable is categorized as high at 56.7%, with 34 MSME actors stating that the empowerment provided by DINKOPUKMPERIN has been well received and is helpful for business expansion efforts in the international arena.

Table 1.2 Degree of Social Capital Variable Categories

Level of Social Capital	Frequency	Percent
Low	28	46.7
Tall	32	53.3
Total	60	100.0

Source: Processed researcher data, 2024

Twelve indicators measure the social capital variable. Based on the table above, the social capital variable is categorized as high at 53.3%, with 32 MSMEs stating that they have adequate social capital, both internal and external, and MSME actors have accessed resources with initiatives for business development. In addition, MSME actors can also utilize existing social capital and share it with fellow members of the Export Clinic in the form of information, concern for fellow member businesses, and willingness to help each other's businesses when obstacles occur.

Table 1.3 Degree of Social Capital Variable Categories

Export Capability Level	Frequency	Percent
Low	28	46.7
Currently	3	5.0
Tall	29	48.3
Total	60	100.0

Source: Processed researcher data, 2024

Export capability variables are measured with ten indicators. Based on the table above, the export capability variable of MSMEs is categorized as high at 48.3%, with 29 MSME members stating that they have export capability. This capability does not focus on export success but on technical capabilities, such as production preparation, production processes, and distribution, that are adjusted to the export market with various technical provisions and regulations based on the country's objectives and the tastes of overseas buyers.

1.3 Results of Hypothesis 1, Hypothesis 2 and Hypothesis 3 Tests

Table 1.4 Hypotheses 1,2 and 3 using Product Moment Correlation Statistics

Correlations		Zscore: Empowerment Level	Zscore: Social Capital Level	Zscore: Export Capability Level
Zscore: Empowerment Level	Pearson Correlation	1	.934**	.892**
	Sig. (2-tailed)		.000	.000
	N	60	60	60
Zscore: Social Capital Level	Pearson Correlation	.934**	1	.877**
	Sig. (2-tailed)	.000		.000
	N	60	60	60
Zscore: Export Capability Level	Pearson Correlation	.892**	.877**	1
	Sig. (2-tailed)	.000	.000	
	N	60	60	60
**. Correlation is significant at the 0.01 level (2-tailed).				

Source: Processed researcher data, 2024

Hypothesis 1 was tested using product moment correlation statistics with SPSS For Windows version 25.0 program and obtained the result of rxy count: 0.892. Sigcount: 0.00. Ha is accepted and H0 is rejected, namely there is a relationship between the level of empowerment and the level of export capability. Hypothesis 2 was tested using product moment correlation statistics with the help of SPSS for Windows voersi 25.0 and obtained the result of rxz count: 0.934. Sigcount: 0.000. Ha is accepted and H0 is rejected, namely there is a relationship between the level of empowerment and the level of social capital. Hypothesis 3 was tested using product moment correlation statistics with SPSS For Windows version 25.0 program and obtained the result of ryz count: 0.877. Sigcount: 0.00. Ha is accepted and H0 is rejected. There is a relationship between the level of social capital and the level of export capability.

1.4 Hypothesis Test Results 4

Table 1.5 Hypothesis Table 4 using Partial Product Moment Correlation Statistics

Correlations				
Control Variables			Export Capability Level	Institutional Empowerment Level
Level of Social Capital	Export Capability Level	Correlation	1,000	.259
		Significance (2-tailed)	.	.048
		df	0	57
	Institutional Empowerment Level	Correlation	.259	1,000
		Significance (2-tailed)	.048	.
		df	57	0

Source: Processed researcher data, 2024

Hypothesis 4 was tested using partial product moment correlation statistics using the SPSS for Windows version 25.0 program and obtained the calculated rxy.z result: 0.259 with calculated Sig: 0.048.The significance level is 100%, the value of Z = 3.59 is obtained. A comparison is made on the calculated r xy.z with Ser x Z. r xy.z < Ser x Z, 0.259 < 0.473. These results indicate that the relationship between the empowerment level variable and export capability is not pure, and through the social capital level variable. Ha is accepted and H0 is rejected, namely there is a relationship between the empowerment level and the export capability level through the social capital level.

1.5 Hypothesis Test Results 5

Table 1.6 Hypothesis 5 using Multiple Correlation Statistics

Model Summary									
					Change Statistics				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	R Square Change	F Change	df1	df2	Sig. F Change
1	.901a	.811	.805	.44211166	.811	122,424	2	57	.000
a. Predictors: (Constant), Zscore: Level of Social Capital, Zscore: Level of Empowerment									

Hypothesis 5 is tested with multiple correlation statistics using SPSS version 25.0 with regression test and obtained coefficient R2y.xz = 0.811. This result states that there is 88.1% of the variable level of export capability caused by the variable level of empowerment and level of social capital. The remaining percentage of 11.9% is caused by variables outside the hypothesized variables. The relationship together is seen from R y.xz table = 0.308, df = 57,. R y.xz count> R y.xz table, 0.901> 0.308. It is concluded that Ha is accepted and H0 is rejected, namely there is a relationship together between the level of empowerment, the level of social capital with the level of export capability

1.6 Relationship between variables

The results presented above show a relationship between the variable level of empowerment and social capital. This is according to the theory of social capital from Putnam (1993), which states that social networks, norms, and trust are important in creating a cohesive society. Social capital in the context of MSME exports is not only limited to trust and relationships between individuals but also includes access in the form of active participation in institutional resources such as government support, information on trade policies, and international market opportunities. MSME empowerment includes training, increasing access to resources, and developing networks that strengthen social connections. In this study, MSME actors actiactivelyss resources, namely empowerment through training, coaching and men touring in export efforts by DINKOPUKMPERIN. In the empowerment process carried out by the government towards MSME actors, social cohesion and trust are indirectly established, which, if synergized optimally, will help achieve export efforts for MSME actors.

In line with the research of Fanggidae et al. (2023), social capital is correlated with empowerment. Social networks and relationships can provide MSMEs access to resources, information, and opportunities that can facilitate their growth, one of which is empowerment by the government. Supported by research from Aritenang (2021), who found that to improve economic performance in owned businesses, there needs to be a social network that creates trust that can facilitate collaborations that benefit business actors, one of which is collaboration with the government in the form of participation in empowerment. This is in line with the findings of Prashantham and Dhanaraj (2010), who stated that access to resources such as participating in empowerment needs to be pursued by expanding social relationships and social networks to become a strategic bridge to maximize business efforts for business actors.

Furthermore, the results show a relationship between empowerment and export capability. This result is based on the empowerment theory by Rappaport (1987), which states that empowerment is implemented in a process that involves increasing individual or group awareness of their strengths, which can increase their potential to change their social and economic environment. According to Rappaport, empowerment is both individual and collective, focusing on strengthening the ability to access resources and increasing control over their socio-economic circumstances. Empowerment for MSMEs, in the context of exports, not only provides basic knowledge about exports but also introduces them to international business networks, provides technical training to improve product quality, and provides access to relevant global market information.

This result is in line with Sedyastuti's research (2018), which states that empowerment with the right approach can increase the competitiveness of MSMEs in the international arena. In line with Aini's research (2024), empowerment contributes significantly to increasing the competitiveness and productivity of MSMEs in the export market and providing access to broad market information by utilizing existing technological conveniences. Supported by Swasono's research (2023), empowerment focused on the needs of MSMEs can increase the competitiveness and sustainability of MSME businesses, as well as in efforts to expand the export market.

Furthermore, the study's results indicate a relationship between the level of social capital and the level of export capability. This result is to the theory of social capital by Bordieu (1986), who has the view that social capital is a resource owned by individuals because they are part of a particular social network or group that functions as a resource that allows someone to gain power, status or economic benefits. In the context of export MSMEs, the social network owned by MSMEs can help them access resources. A good social network lets MSME owners obtain important information about international markets, consumption trends, and export regulations. The social network owned by export MSMEs facilitates collaboration between MSMEs and various parties, such as the government, non-governmental organizations, and other industry players, as well as fellow MSMEs in the export guidance clinic community. Collaboration in the export technical guidance clinic facilitates the creation, exchange and dissemination of knowledge implemented in the form of technical and financial support and access to training needed to increase production capacity and quality of export-ready products as well as actual export-related information that helps MSMEs. These collaborations encourage MSMEs to innovate, which is part of the MSME export improvement strategy in the export technical guidance clinic.

The findings are in line with the research of Khusaini et al. (2022) that there is a relationship between social capital and MSME performance, which includes the ability to penetrate the export market. Strong social networks impact efforts to expand overseas markets positively. There is support from Sulistyo and Ayuni (2019) that social capital, such as social relationships that are well built by business actors, can have a positive impact on export efforts, which are implemented in a business ecosystem that supports each other and trusts each other to exchange information, product development and better marketing. In line with Rijal's research (2024), social capital is correlated with the success of MSME businesses with a positive impact, which is implemented in the abundance of access to resources, information on opportunities and opportunities to enter the export market, as well as mentoring support from both the government and related parties in the export sector.

The study results show that the relationship between the empowerment level variable and the level of MSME export capability is not pure but is mediated by the social capital level variable in the context of this study. The export capability of MSMEs is not necessarily related to empowerment; there may be other factors, including social capital. Empowerment carried out by the government focuses not only on the economic aspect but also on the social aspect. Empowerment can arise because of the information network or social relationships owned by MSMEs, allowing MSMEs to access more resources for the sustainability of their businesses. The results of the study that have been described also show a relationship together, which has been calculated using multiple correlation analysis statistics between three variables: the empowerment level variable, the level of social capital and the level of MSME export capability by Putnam's social capital theory, Bourdieu's social capital theory, and Rappaport's empowerment theory.

CONCLUSION

Based on the results of the research that has been conducted with the results of the analysis and discussion, the following conclusions can be drawn:

First, the level of empowerment, the level of social capital and the level of export capability are in the high category. There are findings that the empowerment provided by institutions is good, the level of social capital owned by MSME actors is good, and the level of MSME export capability is also good. Although the level of MSME export capability does not focus on export success rates, MSMEs can adjust products and navigate export regulations in their businesses, supported by social capital already quite good owned by MSME actors and government efforts as motivational encouragement in the form of empowerment.

Second, there is a relationship between the level of empowerment and social capital. Empowerment of MSMEs includes training, increasing access to resources, and developing networks that strengthen social connections. In this study, MSME actors actively access resources, namely empowerment through training, coaching and mentoring in export efforts by DINKOPUKMPERIN.

Third, there is a relationship between the level of empowerment and export capability. Empowerment is both individual and collective, with a focus on strengthening the ability to access resources and increase control over their socio-economic circumstances. Empowerment for MSMEs, in the context of export, not only provides basic knowledge about exports but also introduces them to international business networks, provides technical training to improve product quality, and provides access to relevant global market information.

Fourth, there is a relationship between the level of social capital and the level of export capability. The social network owned by export MSMEs facilitates collaboration between MSMEs and various parties, such as the government, non-governmental organizations, and other industry players, as well as fellow MSMEs in the export guidance clinic community. Collaboration that occurs within the export technical guidance clinic facilitates the creation, exchange and dissemination of knowledge that is implemented in the form of technical and financial support and access to training needed to increase production capacity and quality of export-ready products as well as actual information related to exports that helps MSMEs

Fifth, there is a relationship between the level of empowerment and the level of export capability of MSMEs through the level of social capital. The relationship between the level of empowerment and export capability of MSMEs is not pure and through the variable of the level of acceptance of innovation.

Sixth, there is a simultaneous relationship between MSMEs' level of empowerment, social capital, and export capability. By Putnam's social capital theory, Bourdieu's social capital theory, and Rappaport's empowerment theory.

Based on the research results that have been presented, the following are recommendations that can be provided by the author, namely to provide community-based empowerment and needs so that export market expansion efforts in MSMEs are sustainable and can be implemented by the goals that are to be achieved.

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