

CHAPTER I

INTRODUCTION

1.1 Background of the Apprenticeship

In the era of globalization, the development of science and technology is growing rapidly in accordance with the need to demand that qualified and competent human resources have adequate knowledge and technology. It is intended that the development of science and technology by these human resources. By bringing up expertise that can be relied on in the world of work, it will produce ready-made resources both in terms of knowledge, morals, attitudes and other necessary criteria. The progress of the times and technology today is something that cannot be avoided. Likewise, the world of education is always experiencing developments from time to time and the government seeks to improve the quality of education.

Practical Work is the application or practice and application of theories learned factually where in this activity students will get something that can be used as work experience (work simulation) before carrying out actual work activities or work activities, and students can also apply the knowledge gained from the results of the practical work. The implementation of practical work will lead to real work experience, especially in the world of work. The practical work process carried out by going directly to the company will create a new picture of thinking, because here the theory will be implemented, and students will easily understand and learn it.

State Polytechnic of Bengkalis is one of the State Polytechnics located in Riau Province, precisely in Bengkalis, Riau Indonesia. Politeknik Negeri Bengkalis was founded by Yayasan Bangun Insani (YBI). State Polytechnic of Bengkalis accepted its first batch of students in 2001. In 2011 the Bengkalis State Polytechnic changed its status to a State University (PTN). Through the National Education Regulation No. 28 of 2011 concerning the Establishment of Organization and Work Procedures, Bengkalis of Polytechnic officially became a

State University under the name Bengkalis State Polytechnic through the Minister of National Education Regulation (Permendiknas) No. 28 of 2011 concerning the establishment, Organization and Work Procedures State Polytechnic of Bengkalis (OTK Polbeng), which was inaugurated by the Minister of Education and Culture of the Republic of Indonesia on December 26, 2011.

Based on the Regulation of the Minister of National Education No. 28 of 2011 concerning the establishment of OTK Polbeng, in the third section it mentions the Department. Article 22 states that the Department at Bengkalis State Polytechnic consists of the Department of Shipbuilding Engineering, Mechanical Engineering, Electrical Engineering, Civil Engineering, Commercial Administration and Informatics Engineering. In its development until 2017, the Commercial Administration Department has three study programs, namely D-IV Digital Business, D-IV International Business Administration, and D-IV Public Financial Accounting. Each study program has different characteristics and advantages in meeting student competencies. State Polytechnic of Bengkalis emphasizes vocational education which focuses on an educational process that is more on field practice than theory.

International Business Administration is one of the study programs formed by Mrs. Yunelly Asra SE., MM which has focused on learning about the challenges faced by the business world in the international market by accepting the first batch in 2016. State Polytechnic of Bengkalis has the responsibility to advance human resources, especially in achieving the quality of its students. To fulfill and achieve the objectives of education in higher education, it is necessary to apply the knowledge in the industrial workplace that has been obtained by each student. To enter the world of work after graduating from college, every student must have the readiness to face professionalism in their work according to the field they are in. With these demands, practical work activities are carried out outside the room.

In accordance with the curriculum of the State Polytechnic of Bengkalis Business Administration Study Program, every student who will complete their studies is required to carry out Practical Work which has been stipulated in the

decision of the Director of the Bengkalis State Polytechnic in a special regulation. For Postgraduate Diploma 3 students, this practical work is carried out after students have completed a minimum of 4 (four) semesters and fully graduated, carried out for 1 month. As for Diploma 4 postgraduate students, practical work is carried out after students have completed a minimum of 6 (six) semesters and full graduation, carried out for a minimum of 4 months.

Based on the above, as a student of the International Business Administration Study Program, it is hoped that the Practical Work activity will be able to make a major contribution to the development, knowledge, mastery of student skills, and be able to form professional academic personnel, in accordance with the vision and mission to be achieved by the Bengkalis State Polytechnic. With this Practical Work method, it serves as a support for students in carrying out work skills in the business world. During the implementation of practical work, the author was placed in the Sales & Marketing Division for 4 (four) months, students are required to make a Practical Work report as a form of accountability for each activity carried out during the internship. This Field Work Practice was carried out at PT. Lintas Riau Prima Pekanbaru which was carried out for eighteen weeks from February 01 to May 31, 2024.

1.2 Purposes of the Apprenticeship

The objectives of the practical work activities for students of the Bengkalis State Polytechnic International Business Administration Study Program are as follows:

1. Providing students with the opportunity to apply the theories or concepts of knowledge according to their study program that they have learned in college within an organization or company
2. Providing students with the opportunity to gain practical work experience in accordance with the knowledge and skills of their program at PT. Lintas Riau Prima, especially in the sales and marketing department.

3. Providing students with the opportunity to analyze and review theories or concepts with the reality of applying knowledge and skills in an organization or company.
4. Testing the knowledge, skills, and abilities State Polytechnic of Bengkalis students (according to the relevant study program) in the application of knowledge and the students' attitude or behavior in the workplace.
5. Obtaining feedback from the workforce regarding the abilities of students and the needs of the workforce in accordance with curriculum development and the learning process State Polytechnic of Bengkalis (according to the relevant study program).

1.3 Significances of the Apprenticeship

The benefits of practical work activities for students of the International Business Administration Study Program at Bengkalis State Polytechnic are as follows:

1. For Students.
 - a. Students can apply the knowledge (theories or concepts) they have learned into the real working world and can enhance their knowledge and skills through direct involvement in work at PT. Lintas Riau Prima in the sales and marketing division.
 - b. Students gain practical experience in the working world to prepare themselves before being recruited into the workforce.
 - c. Students have the opportunity to analyze problems related to the knowledge applied in work according to their study program.

2. For State Polytechnic of Bengkalis

Bengkalis State Polytechnic receives feedback from organizations or companies regarding the abilities of students who participate in internships in the working world for curriculum development and the learning process.

CHAPTER II

GENERAL DESCRIPTION OF THE COMPANY

2.1 Company Profile

PT. Lintas Riau Prima is a company engaged in the agency and transportation of High-Speed Diesel (HSD) fuel, as well as other supporting business activities such as construction services or industries in the oil and natural gas sector. PT. Lintas Riau Prima (LRP) was established based on Notarial Deed Number 48 dated November 28, 2006, before Notary Benizon, SH, and is located at Jalan Mesjid Al Furqon No 26 in Pekanbaru City, Riau Province. We conduct business activities by prioritizing service, quality, quantity, punctuality, and supporting services for customers. The names of the shareholders in PT. Lintas Riau Prima are as follows:

1. Tn. Haji Rusli Yatim as General Director.
2. Ny. Ika Sartika as Director.
3. Ny. Ety Suryati as General Commissioner.
4. Tn. Agustiawan Syahputra as Commissioner.
5. Tn. Ade Rinaldi as Commissioner.

The purpose and objectives of this company established based on the notarial deed are as follows:

1. Carrying out business activities in the construction sector which include: acting as a developer, general contracting, building construction, bridges, roads, parks, installation work, and so on.
2. Carrying out business activities in the trade sector such as: distributing kerosene, diesel, and gas, distributing fuel for gas stations, selling motor vehicle fuel, exporting and importing chemicals, exporting and importing forest and agricultural products, local wholesale trade, acting as an agent, wholesaler, supplier, and distributor.
3. Carrying out business activities in the printing sector such as: utilizing publishing products, printing and bookbinding, graphic design, and printing.