
**INTERPERSONAL COMMUNICATION STRATEGY OF TRAINERS AND PLAYERS IN
IMPROVING THE ACHIEVEMENT OF THE FUTSAL TEAM
OF UPI BANDUNG
(Qualitative Study of Putri UPI Bandung Futsal Team)**

Arief Kurniawan

IKIP Siliwangi

AriefKurniawan@gmail.com

ABSTRACT

Interpersonal Communication Strategy for Trainers and Players in Improving the Achievement of UPI Bandung Futsal Team. Interpersonal communication is communication that has a large effect in terms of changing the attitudes and thoughts of others, especially individuals. This study aims to describe and analyze How Interpersonal Communication Strategies for Trainers and Players Improve UPI Bandung Futsal Team Achievement (Qualitative Study of Teams Putri UPI futsal Bandung). "This research uses descriptive research with a qualitative approach. The focus of the research include: (1) The Role of Interpersonal Communication of Trainers and Players in Improving the Achievement of UPI Bandung Futsal Team (2) Interpersonal Communication Strategy of Trainers and Players in Improving the Achievement of UPI Bandung Futsal Team (3) Results of Interpersonal Communication of Trainers and Players in Improving Team Achievement UPI Bandung Futsal (4) Driving and Inhibiting Factors of Interpersonal Communication Strategy for Trainers and Players in Improving the Achievement of UPI Bandung Futsal Team. The results of this study are the strategies of Interpersonal Communication for Trainers and Players in Improving the Achievement of the UPI Futsal Team in Bandung.

Keywords: Communication, Interpersonal Communication, Achievement

A. INTRODUCTION

Sports have an important role in human life, in modern life today humans cannot be separated from sports activities. Sports teaches someone about discipline, sportsmanship, not giving up easily, having a high competitive spirit, the spirit of working together, understanding the rules, and making decisions. In short, exercise will shape humans with physical and spiritual healthy personalities.

One of the most popular sports in the community is futsal. Futsal sports are one of the sports that has developed in the wider community. At school, futsal sports are used as non-subject learning or extracurricular. In the school environment there are extracurricular activities that aim to channel the interests and talents of athletes.

Interpersonal communication is communication that has a large effect in terms of changing the attitudes and thoughts of others, especially individuals. This is because, usually the parties involved in the communication meet directly, do not use the media in delivering the message so that there is no distance that separates the communicator from the communicant. This communication is included in the communication that is

most often done, because the party providing information can interact with the person who is the other person. Sports achievement is achieved with effort that is not easy, must be with maximum effort, correct training patterns, and effective communication between the coach and the player. Often found failure in training, caused by a weak communication system. For this reason, as a trainer of the UPI Bandung Futsal Club, it is necessary to have skills and develop effective communication in the training process to be easily understood by the players.

The diversity of UPI Bandung Futsal Club players causes the need for appropriate communication in a training situation and during evaluation after training the players. Interpersonal communication is considered necessary to be used and controlled by a trainer in communicating to players during training in the field as well as interactions outside the field. UPI Bandung Futsal Club has three training programs, including strategy training, physical training, and agility training. Good communication will facilitate the process of sending the intended message from the coach, so that if what is instructed from the three training programs by the trainer then performed well by the player.

The author chooses the effectiveness of Interpersonal communication between the trainer and the UPI Bandung Futsal Club player, because researchers are interested in the background of the different tribes of players and the players who are women. In addition, an increase in achievement adds to the interest of researchers to find out more about interpersonal communication at the UPI Bandung Futsal Club in improving achievement.

Based on the above background, the researcher makes a research title, namely "Interpersonal Communication Strategy for Trainers and Players in Improving the Achievement of the UPI Bandung Futsal Team (Qualitative Study of the Princess UPI Bandung futsal team)."

THEORY STUDY

1. Concept of Out of School Education

a. Basic Concepts of Out-of-School Education

There are so many notions of education paths; formal, non-formal and informal, among others according to Coombs, Kleis, Axiin, Law Number 20 of 2003 concerning the National Education System Article 1 and PP Number 17 of 2010 concerning the management and organization of education. Where from these opinions in general it can be concluded that formal education is a structured, tiered education, carried out systematically by implementing certain disciplines. Whereas non-school education is a supplement to supplement, complementary can also be as formal education that suits the needs of the community, the material is practical and tends to skills with a short time, although sometimes there is a tiered system, the program is planned and there is not only a learning process teaching but also teaching each other. The informal education is an independent family and environmental education pathway, lasting for life or not bound by a grace period, occurs between the child and his family, his theme and the surrounding community; This path education does not specify its purpose at a particular goal but rather to the cultivation and development of humans into human beings who have virtuous moral, values, character and behavior.

b. PLS Position in the National Education System

The purpose of education as an institution is that education is a vehicle or mechanism that has an institutional structure, task rules and work procedures. Although it does not have institutions that are as strict as formal education, non-formal education still has work procedures, mechanisms and regulations that are more flexible and adapted to the circumstances. Out of school education is an activity that concerns the results and processes of education itself.

Non-formal education is very concerned with the change of society in a micro or local development (local development) in the community which has a direct impact on the development of human resources through education. Education as a central element of development has a function as a tool to increase political awareness and social awareness, increase the number of skilled workers and improve trained human resources.

In the national education system consists of 2 subsystems, namely the school education subsystem and the non-school education subsystem. The first programs are formal, implemented from kindergarten to college. While the second includes non-formal and informal education programs, carried out in families and daily experiences through study groups, courses, landfill learning groups and other education units.

2. Concept of Communication Strategy**a. Understanding Communication Strategies**

According to Arifin (1994: 10), communication strategy is the overall decision of conditions about actions that will be carried out in order to achieve goals. Communication strategy is an art or a way of determining the position and building the image of the organization and must also be supported by good communication techniques, methods of delivery and selection of appropriate media. communication can also be applied to separate projects in long or short term plans, or can point to a communication strategy outside of the periodic plan or under a comprehensive organizational strategy. Communication strategy is a combination of communication planning and management which involves communication components to achieve a predetermined goal.

b. Communication Functions and Objectives Communication

Strategy Strategies function as a way for effective communication. While the goal is to (Liliweri, 2011: 248):

1) Tell (Announcing)

Strategy aims to inform the core information of the message to be conveyed in order to attract the attention of the target, which will then bring other supporting information to the surface.

2) Motivating (Motivating)

A person takes action starting from the motivation he creates, therefore the strategy aims to motivate someone to do things related to the purpose or content of the message to be conveyed.

3) Educating

More than just telling, the strategy aims to educate through the message conveyed so that the community can judge the good or bad or not to receive the message we convey.

4) Disseminating Information (Informing)

To streamline communication, the strategy aims to disseminate information specifically according to the target or target of the specified communicant.

5) Supporting Decision Making (Decision Making) The

Strategy here aims to make someone dare to make a decision from the series of information delivery he gets. Communication strategies are considered successful if implemented in accordance with the plan and the goal desired by the communicator has been reached.

3. Basic Concepts of Interpersonal Communication

a. Understanding Interpersonal

Communication Communication is a process either with symbols, signals, or behavior or actions. Understanding this communication at least involves two or more people by using communication methods commonly done by someone such as through oral, written or nonverbal signals. Interpersonal communication (interpersonal communication) is communication between people face-to-face, which allows each participant to capture other people's reactions directly, both verbally and nonverbally (Deddy Mulyana, 2005: 73).

Interpersonal Communication is the process of exchanging information between someone with at least one other person or usually between two people who can be directly identified behind it. Interpersonal communication forms relationships with others (Muhammad, 2009: 159).

b. Interpersonal Communication Objectives Interpersonal

Communication has a variety of objectives, including the following :

1) Knowing yourself and others

Interpersonal communication gives us the opportunity to talk about ourselves, we will get a new perspective about ourselves and understand more deeply about attitudes and our behavior. Through Interpersonal Communication we will also know the values, attitudes and behavior of others. We can recognize and predict the actions of others.

2) Knowing the Outside World

Interpersonal communication also allows us to understand our environment well about objects, other people's events. Much of the information we have now comes from Interpersonal interactions.

3) Creating and Maintaining Relationships Become Meaningful

Many of the time we use in Interpersonal Communication. Aims to create and maintain social relationships with others. Such relationships help reduce loneliness and tension and make us feel more positive about ourselves.

4) Changing attitudes and behaviors

In interpersonal communication we try to change the attitudes and behavior of others. We want someone to choose a certain way, try new food, buy an item, think in a certain way to believe that something is right or wrong, and so on. We use a lot of time to persuade others through interpersonal communication.

5) Playing and looking for entertainment

Telling with friends about weekend activities, talking about sports, telling funny events is an activity to get entertainment. Often these goals are not considered important, but actually such communication needs to be done, because it can make the atmosphere free from seriousness, tension, saturation, and so on.

RESEARCH METHODS

The research method that I use is descriptive research method, with data collection techniques. interviews, observation, documentation and literature studies. The data collection stage is orientation, exploration, and member check, with data analysis techniques, data reduction, data display, and conclusions or verification.

DISCUSSION

1. The Role of Interpersonal Communication for Trainers and Players in Improving the Achievement of the UPI Bandung Futsal Team

The role of interpersonal communication coaches and players in improving the achievements of the UPI Futsal Team can be obtained information which includes openness, empathy, supportive attitudes, positive attitudes and equality between trainers and players

The role of interpersonal communication coaches and coach players as well as players must have mutual openness can receive input from coaches and players with the willingness to open up in disclosing information which is characterized by honesty between coaches and players in responding to information conveyed with openness interpersonal communication between coaches and players will take place in a fair, transparent, two-way manner, and can be accepted by all Team members.

Empathy in the interpersonal communication of coaches and players in enhancing the achievements of the UPI Futsal Team is the ability of the trainer to feel if he is a player so that he can understand something that is being experienced by the player, can feel what the player feels and can understand something from another person's point of view because if the coach has the coach's sense of empathy will be able to understand the motivations and experiences, feelings and attitudes of players and the expectations and desires of the players. When a coach has a sense of empathy it will be a filter so that it is not easy to blame others but a coach will be accustomed to understanding the essence of each situation not solely based on the trainer's point of view but using the player's point of view the essence of empathy by the coach to the player is their

individual business each party to feel what is felt by the player and can understand the opinions, attitudes and behavior of players.

Supporting attitudes in interpersonal communication coaches and players in improving the achievements of the UPI Futsal Team, namely where coaches and players have mutual support in achieving common goals which means coaches and players each communicates with a shared commitment to support open interaction. Therefore the trainer must have a relevant attitude so that the trainer has a relevant response that is spontaneous and straightforward with descriptive descriptions of what the player must do and give motivation to the player.

Positive attitude in interpersonal communication trainers and players in improving the performance of the UPI Futsal Team conducted by the trainer which is shown in the form of attitudes and behaviors so that the coaches and players involved in intrapersonal communication must have positive feelings and thoughts in actual activities to establish cooperation between trainers and players, players and players in the field are clearly positive attitudes shown by the coach to players with positive thinking towards players, believing in the importance of players, respecting players, giving praise and appreciation to players, commitment to cooperate with players so that they can improve the achievements of the UPI Futsal Team

Equality in interpersonal communication coaches and players in improving the achievements of the UPI Futsal Team in this case that coaches and players have the interests of coaches and players are both valuable and valuable and need each other because naturally when coaches and players If you are communicating interpersonally, you never reach a situation that shows similarity because surely one player is smarter, more experienced, young, etc., but the equality that is done by the trainer is in the form of recognition or awareness to put an equal self between players and coaches to create a friendly and comfortable atmosphere. , the existence of two-way communication between the trainer and the player, needing each other, not imposing the will, recognizing the importance of the presence of the player and placing themselves equal with the player.

2. Strategy for Implementing Entrepreneurship Training in Improving Business Motivation and Ability in Police Personnel

Interpersonal communication strategies for coaches and players in improving performance The futsal team certainly variemprove their achievements The futsal team is increasingly want to do what is instructed by the trainer is to take steps, identify the vision and mission, determine the program of activities, determine goals, recognize the audience, develop messages, communication mechanisms / media and control each stage / type of interpersonal communication activities of coaches and players in improving achievements of the Bandung UPI futsal team.

Identifying the vision and mission in interpersonal communication carried out by trainers is the goal of the futsal team that can be achieved by the communication of coaches to players by containing goals, aspiration hopes that are realized through the futsal team mission

Determining the activity program of futsal teams in interpersonal communication conducted by trainers and players based on the objectives of the vision and mission of the UPI Bandung Futsal Team and the preparation of the steps to be used in realizing the team's goals which means by preparing all needs, formulating the implementation of activities and then providing information about all matters relating to the steps in achieving The goal of the Futsal Team which is then agreed upon by the trainer and player

Recognizing the audience or player for a trainer through interpersonal communication in improving achievement is a science that must be possessed by the coach by understanding the player by knowing themselves itself and the person who is the interlocutor so that the process of communication between the trainer and the player can run smoothly by developing a curiosity protection mechanism what the player expects through communication by the coach and coach to understand the player's goals so that the trainer can evaluate the sincerity or accuracy of what is conveyed

Developing messages and mechanisms for interpersonal communication trainers and players to improve the achievements of the UPI Bandung futsal team. Trainers through interpersonal communication by exchanging ideas and ideas with players with the aim of achieving common views on the ideas exchanged in order to improve the achievements of the UPI Bandung Futsal Team. In reaching an agreement between the coach and the player in interpersonal communication the coach makes the player hear or see what the coach is talking about or shows, then makes the player understand what the coach is talking about and show, make the player agree or not what the coach is talking about with the right understanding, make the player can accept our intentions and take action according to the intent of the coach and get feedback from players.

The aim of the training program in interpersonal communication by trainers and players who became the goal of this training program was the achievement of a team's futsal team who wanted to win a competition. Then a coach makes an exercise program that is appropriate for the team so that it can win a competition or matchs depending on the conditions of the player, in this case the strategy carried out by coaches to players

3. Results of Interpersonal Communication Coach and Players In Improving the Achievement of UPI Futsal Team Bandung

Results of Interpersonal Communication Coach and Players In Improving the Achievement of UPI Bandung Futsal Team includes finding yourself, finding the outside world creating and maintaining relationships becomes more meaningful, changes behavior attitudes and enhances achievement One of the results of interpersonal communication coaches and players in improving the achievements of UPI Bandung futsal team is that coaches and players can find personal or personal because if the coach is involved in interpersonal meetings with players . The trainer learns a great deal about coaches and players with interpersonal communication between the coach and the player giving the player an opportunity about what the player likes or about the player by talking about the player with the coach can provide a tremendous source of

feedback to the coach's feelings, thoughts and behavior and players so that they can produce achievements

Through interpersonal communication the coaches and players in improving the achievements of the UPI Bandung futsal team are coaches and players can find the outside world which is meant by interpersonal communication to make coaches and players able to understand more about themselves players and coaches it makes the coach and players understand better the outside world, the world of objects, events and other people create and maintain relationships between coaches and players to be more meaningful so that in the training process can be maintained and a close relationship between the trainer and the Emain therefore coaches use a lot of interpersonal communication time which aims to create and maintain relationships with other players. This relationship helps reduce the loneliness of the tension between the trainer and the player and makes the player feel more positive about themselves changing the attitude and behavior that is meant here the trainer uses more time to persuade players through interpersonal communication which is done by delivering interpersonal communication by the trainer is the delivery process a message by the coach to the player to inform or change the attitude, opinion or behavior of the player directly or indirectly

So that through interpersonal communication the trainer and the player in improving the achievements of the UPI futsal team is an increase in the achievements of the UPI Bandung futsal team which is an achievement of the futsal team in the presence of Interpersonal communication conducted by the trainer so that the trainer can make good training models according to the needs of the player. Through coaching coaches by developing players in a planned, tiered and sustainable manner obtained from interpersonal communication carried out by the trainer

4. Driving and inhibiting factors of Interpersonal Communication Strategy for Trainers and Players in Improving Achievement of UPI Bandung Futsal Team

Interpersonal communication strategies of coaches and players are special ways that carried out by the trainer in communicating to provide understanding to the player so that the player can achieve the expected performance. There are several factors that can be supportive and inhibiting for the trainer in conducting interpersonal communication strategies such as:

Drivers of Interpersonal Communication Strategy Trainer and Players In Improving the Achievement of UPI Bandung Futsal Team include coaches and players who can meet personally, empathetically appropriately to others and communicate with those that can be understood with each other and communicate with those that can be understood with each other in a meaningful way, respecting each other positive and reasonable without judging or objecting and showing full trusting behavior strengthens the feeling of security towards others

Inhibiting Factors Interpersonal Communication Strategy Trainers and Players in Improving the Achievement of the Bandung UPI Futsal Team include Different perceptions, emotional reactions, inconsistencies between words and deeds, suspicions, unclear processes, feeling unsuitable, prejudiced or arrogant.

CONCLUSION

This conclusion is based on the results of processing interviews of research results relating to "How the Interpersonal Communication Strategy of Trainers and Players Increases the Achievement of the UPI Bandung Futsal Team (Qualitative Study of the Princess UPI futsal team in Bandung)."

The role of interpersonal communication coaches and players in improving the achievements of the Futsal Team UPI Bandung. The role of the coach in interpersonal communication includes attitudes of openness, empathy, supportive attitudes, positive attitudes and equality attitudes between trainers and players which is the role of interpersonal communication coaches and players in improving achievement

Interpersonal communication strategies of coaches and players in improving achievement The futsal team is certainly different -different depending on the condition of the player, in this case the strategy that the coach does to the player to improve achievement The futsal team increasingly wants to do what the instructor instructs is to take steps, identify the vision and mission, determine the program of activities, determine goals, recognize the audience, developing messages, communication / media mechanisms and controlling each stage / type of interpersonal communication activities of coaches and players in enhancing the achievements of the Bandung UPI futsal team.

The results of Interpersonal Communication Coach and Players In Improving the Achievement of the UPI Bandung Futsal Team include finding oneself, finding the outside world creating and maintaining relationships to be more meaningful, changing behavioral attitudes and enhancing the achievement of driving factors Interpersonal Communication Strategy Coach and Players in Improving the Achievement of UPI Futsal Team Bandung includes coaches and players who can meet in person, empathize appropriately with other individuals and communicate with those that can be understood with each other and communicate with those that can be understood with each other in a meaningful, positive and fair way without judging or objecting and show the behavior that believes in full strengthens the feeling of security against the other inhibiting factors Interpersonal Communication Strategy Trainer and Player In Improving the Achievement of UPI Bandung Futsal Team includes different perceptions, emotional reactions, inconsistencies between words and actions, suspicions, unclear processes, feeling unsuitable, prejudiced or arrogant.

REFERENCES

- Agus Mahendra, 2004. Model of Motion Education. Bandung: FPOK UPI
- Alo Liliweri 2011. All-round communication is all meaningful. Kencana: Jakarta
- Arifin, Anwar. 1994. Communication Strategy. Bandung: CV. Amrico.
- Arikunto, S. 2006. Research Procedure A Practical Approach. Jakarta: PT Rhineka Cipta.
- Arni, Muhammad. 2005. Organizational Communication. Jakarta: Bumi Aksara.
- De Vito, Joseph H. 2005. The Interpersonal Communication. Book. Person Education. Inc
- Deddy Mulyana, 2005. Communication Science: An Introduction, Bandung: Youth Rosda
by

- Harsono.1998. Coaching and Aspects of Psychology in Coaching. Jakarta: CV. Kesuma Pond.
- Hermans, V., & Engler, R. 2011. Futsal Technique-Tactics-Training. United Kingdom: Meyer & Meyer Sport.
- John D. Calm down. 2008. Advanced Playing Futsal. Bandung: DARI Mizan.
- Jowett, S. 2008. Athlete relationships ignite sense of groupness. In Beauchamp, MR, & Eys., MA (Ed.), Group Dynamics in Exercise and Sport Psychology Contemporary Themes. (pp. 63-77). New York: Routledge.
- Jowett, S., & Cockerill, I. 2003. Olympic Medallists' perspective of the athlete-coach relationship. Psychology of Sport and Exercise, 4, 313-331.
- Jowett, S., & Cockerill, IM 2001. The coach-athlete relationship: An Olympic perspective. In A. Papaioannu, Y. Theodorakis, & M. Goudas (eds.), Proceedings of the Tenth World Congress of Sport Psychoogy, 3, 235-237, Skiathos, Greece.
- Lhaksana, Justinus & Ishak H. Pardosi. 2008. Inspiration and Futsal Spirit. Jakarta: WinningSuccess
- Lhaksana, Justinus. 2011. Tactics and Modern Futsal Strategies. Jakarta: Be Champion
- Moleong Lexy J. 2000, Qualitative Research Methodology, Bandung: Teens Rosdakarya.
- Lexy J. Moleong 2004, Qualitative Research Methodology, Bandung: Teens Rosdakarya.
- Purwanto, Djoko. 2003. Business Communication, Second Edition, Erlangga. Jakarta
- Rakhmat, Jalaluddin. 2004. Communication Research Method: Equipped with Statistical Statistical Examples. PT Remaja Rosdakarya, Bandung
- Sendjaja, Djuarsa, 2004. Introduction to Communication Science. Jakarta: PT. Raja Grafindo Persada