

Effective Management Strategies In Educational Counseling: Using A Logical Approach To Encourage Indonesian Students To Explore Education In China Through Scholarship Programs

Ali Mufti Hasyim^{1,*}, Cyntiani Putri¹, Sir Kalifatullah Ermaya¹, Angga Kurniawan¹

ABSTRACT

The interest of Indonesian students to continue their education abroad through scholarship programs, especially in China, is increasing along with globalization and rapid economic development. However, many students still do not understand the process and challenges faced in international study. This article aims to highlight the importance of effective management strategies in educational counseling, using a structured, logical approach. Through accurate educational data analysis, a deep understanding of different cultural contexts, and appropriate career planning strategies, educational counselors can provide better support to students. Previous studies have shown that accurate information and emotional support can help students overcome anxiety and make more confident decisions regarding education abroad (Chen, 2020)[1]. With a better understanding of educational opportunities in China, coupled with appropriate guidance, it is hoped that Indonesian students can make more informed and future-oriented decisions, thereby helping them adapt to the new academic environment optimally. This article also offers some recommendations for counselors and educational institutions to improve their services and expand access to information about studying in China, especially through scholarship programs. Through these strategies, it is hoped that the number of Indonesian students who successfully continue their education in China will increase significantly, which will not only benefit individuals but also the country in the context of developing quality human resources.

Keywords: educational counseling, overseas education, management strategy, Indonesian students, Chinese Scholarships.

1. INTRODUCTION

According to UU No. 20 of 2003 on National Education System, education is a conscious and planned effort to create a learning atmosphere and learning process so that students actively develop their potential to have spiritual religious strength, self-control, personality, intelligence, noble morals, and skills needed by themselves and society. Education is an effort that is deliberately chosen to influence and help children with the aim of improving knowledge, physical and morals so that it can slowly lead children to their highest goals and ideals. So that the child gets a happy life and what he does can be beneficial for

himself, society, nation, country and religion[2]. Education is a process that includes three dimensions, namely the individual, society or national community of the individual, and all the contents of reality, both material and spiritual, which play a role in determining the nature, fate, form of humans and society [3].

Education is one of the main pillars in advancing a nation, and access to quality education is the key to improving the competence of human resources. In the current context of globalization, many Indonesian students are trying to explore educational opportunities abroad, including in China, which offers

¹ Universitas PGRI Yogyakarta, Indonesia

^{*}Corresponding author. Email: <u>Studysch83@gmail.com</u>

various attractive scholarship programs. However, the journey to pursue education abroad is often faced with challenges and obstacles that require effective management strategies, especially in the educational counseling process.

As Nelson Mandela said, "Education is the most powerful weapon which you can use to change the world."[4]. This statement emphasizes how important education is in achieving a better future. Quality education allows individuals to not only develop personally, but also contribute significantly to society and the nation.

From a religious perspective, a hadith of the Prophet Muhammad SAW teaches about the importance of seeking knowledge, with his words, "Seek knowledge even if you go to China" and in the verse of the Koran it says "seeking knowledge is obligatory for all Muslims"[5]. This shows that the pursuit of knowledge knows no boundaries, even to distant lands. Linking this to the attitude of Indonesian students, seeking knowledge as far as China is a concrete step that reflects this spirit.

This journal discusses the importance of applying a logical approach in educational counseling as an effective management strategy. By utilizing this approach, educational counselors can encourage and motivate Indonesian students to not only consider but also continue their education process in China. The logical approach is expected to help students understand the benefits and potentials that can be obtained through education abroad, as well as provide solutions to various issues that they may face.

Through an in-depth analysis of counseling strategies, program development, and appropriate resource management, this study aims to provide comprehensive insights to educators, counselors, and students. Thus, it is hoped that an educational ecosystem can be created that supports students to explore and utilize learning opportunities in China through available scholarship programs.

2. BACKGROUND

Education is one of the main keys in developing quality human resources. In Indonesia, great potential lies in the young generation who want access to better higher education, including through education abroad. China, with its ever-evolving education system and various scholarship programs, is one of the attractive options for Indonesian students who want to improve their academic and personal competencies. However, even though this opportunity exists, many students

still feel hesitant and do not have enough information to take this step.

Why should you continue your education abroad?

Choosing to continue your education abroad is the dream of many students. However, many are still skeptical about the benefits and why Indonesian students need to continue their education abroad. Being accepted for a scholarship to continue their education abroad is actually easier than continuing their education domestically. Why?

Just imagine:

- a) Student admissions at UI & UGM = 9000/year
- b) Student admissions at ITB = 5000/year there are 3.7 million

Meanwhile, high school/vocational high school/Islamic high school graduates in Indonesia every year and only 1.8 million students succeed in continuing their education by any method. However, there are still 1.9 million students who cannot go to college. It is quite worrying, especially if the reason is due to economic constraints or limited college seats. In the end, those who are less fortunate end up enter the workforce without having maximum https://www.detik.com/edu/sekolah/d-5623865/setiaptahun-3-7-juta-pelajar-lulus-sma-hanya-1-8-juta-yangbisa-kuliah. [6].

Here are some things that make Indonesian students hesitate to study in China from various aspects, including economics, culture, and customs:

2.1. Economic Aspect

Cost of Education and Living: Many students hesitate because they consider the cost of education and daily life in China to be quite expensive. Although scholarship programs are available, not all students know how to access them or meet the necessary requirements.

Uncertainty: Students Economic may concerned about the current economic conditions, both in Indonesia and in China, which may affect their ability to finance their education and life abroad.

2.2. Cultural Aspect

Language Differences: The need to learn Mandarin is one of the main obstacles. Many students feel inferior and hesitate to study because they feel they cannot speak Mandarin, which is an important requirement for adapting in China.

Differences in Values and Norms: There are concerns that the values and norms held in Indonesia may be very different from those in China. Thus, students must work extra hard to adapt to the environment. In reality, each country has different values and norms.

Adaptation to Social Change: Students may feel doubtful about their ability to adapt to different cultures and social customs, including ways of interacting, customs, and ways of dressing. And that is a problem for students who have never experienced going abroad.

2.3. Habits Aspect

Differences in the Education System: Indonesian students may feel confused by the education system in China which tends to be more competitive, with different approaches in teaching methods, assessments, and interactions between lecturers and students.

Different Lifestyle: The habits of people in China, such as social activities, and daily routines, can be very different from what students are used to. This can cause shock.

2.4. Psychological Aspects

Level of Self-Confidence: Uncertainty and concerns about their academic and social abilities in a new environment can cause hesitation in taking the step of studying abroad.

Concerns about a Safe Environment: Some students may feel anxious about the security and social stability in China. Because of the factor of never having been abroad

By understanding these doubts, counselors can design effective strategies and programs to support Indonesian students in studying in China.

Based on this phenomenon, it is important to develop effective management strategies in educational counseling. A logical approach can be a very useful tool to help Indonesian students understand the long-term benefits of studying abroad, especially in China, and provide them with a clear roadmap on how to access scholarship programs. With a well-planned strategy, students can overcome the various obstacles they face, such as concerns related to cultural differences, language, and learning environment.

Applying a logical approach in educational counseling can include various steps, such as:

 a) Counseling and Information: Conducting seminars and sharing sessions to provide indepth information about educational opportunities in China, including scholarship criteria and how to prepare competitive application documents.

- Mentoring: Providing direct guidance and counseling services to help students design study plans that suit their interests and potential.
- c) Institutional Cooperation: Building partnerships between educational institutions in Indonesia and universities in China, which can open wider access and provide confidence to choose to continue studying abroad.

3. OBJECTIVE

The purpose of implementing this strategy is to increase the participation of Indonesian students in the interests of educational programs in China through scholarships, equipping them with the knowledge and skills needed to adapt and succeed in the new academic environment. Thus, through better education, students not only improve their quality of life, but also contribute positively to society and the country.

3.1. Formulation of the problem

we remember the quote from **Albert Einstein** "Education is not the learning of facts, but the training of the mind to think." [7]. By providing the right guidance and assistance, we can facilitate students to not only pursue education, but also develop a critical and innovative mindset, which is very necessary in today's era of globalization.

3.2. Problem review

Educational counseling is a part of the education system that aims to assist students in their educational planning and career development. In the context of globalization of education, more and more students are seeking opportunities to study abroad, especially in China. With the variety of scholarship programs offered, it is important to understand effective management strategies in educational counseling to motivate students. This review will examine relevant literature on educational counseling management, logical approaches, learning motivation, and the influence of scholarship programs on student decisions.

3.3. Research methods

Management in educational counseling involves planning, organizing, implementing, and evaluating counseling programs to meet student needs.

According to Gysbers & Henderson (2012), effective management in educational counseling focuses on achieving positive outcomes for students through targeted program development.[8]. For example, because the implementation of the scholarship program was restarted after the Covid-19 pandemic, a format was created that made it easier for students to receive information through social media networks, namely Tiktok, IG, etc. Then a Google form was also created so that students could write completely according to their wishes. Educational counselors act as leaders who design and implement strategies to support students' academic and social-emotional development [9].

The logical approach in educational counseling refers to the application of analytical and rational thinking in supporting student decisions, namely by guiding students to participate in sharing session programs and introduction to university profiles and majors desired by students. According to Sanchez et al. (2018), this approach includes collecting and analyzing accurate data on educational choices, as well as providing relevant information to help students make decisions that are in accordance with their choices[10]. For example, 3 universities that open vocational scholarship programs that are in accordance with the majors desired by students and these universities are integrated with industry cooperation both domestically and abroad. The 3 universities are Changsha Social Work College, Liming Vocational University and Suzhou Pholytechnic Institute of Agriculture. By using a logical approach, counselors can help students formulate realistic educational goals to achieve them (McMahon et al., 2017).[11].

Research Method

This logical approach technique can use the Sharing Session method by introducing the 3 university profiles along with the majors they open and providing an explanation of how to register for this scholarship program in detail to providing education related to financing for departure preparations and materials prepared and understanding the cost of living in China so that students and parents understand that in the bamboo curtain country it is not as they imagine in terms of expensive financing.

After students understand everything, the counselor leads them to start filling out the Google form as a form of their interest which in the end the counselor

groups them according to their choice of university and major.

After the counseling strategy steps are carried out for students, an analysis of the results of the strategy is carried out. At the beginning of the exploration, there were indeed many general obstacles such as: lack of trust from students and parents, because they have a very great concern for the safety and security of the students themselves.

All of that does require mental courage and determination from both parties, namely students and parents. The counselor himself is a former scholarship program actor to continue his education in China, so the logical approach to counseling students has been able to master his field.

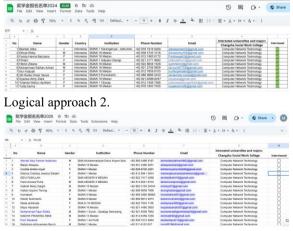
5. RESULTS

The following is an example of counseling progress with a logical approach strategy experienced by the counselor:



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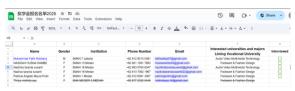
Initial Results of logical approach 1.



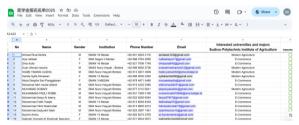
Logical approach 3.

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| | 17 | RIZKY RAMADHAN | M | SMAN 16 MEDAN | +62 882 0158 54032 | rizkyramachanforev009@gmail.com | Computer Network Technology | |
| 20 | 18 | Serly Sabrina | F | SMAN 16 MEDAN | -62 882 0159 432 | serlysabrina245@gmail.com | Computer Network Technology | |
| 21 | 19 | SHEILLA AZ ZAHRA | F | SMA NEGERI 9 MEDAN | +62 882 0157 29407 | shellazzahra@gmail.com | Computer Network Technology | |
| 22 | 20 | Sitvia Nabilia | F | SMAN 1 Air Puth | *62 821 6464 3400 | cooditi-405@gmail.com | Computer Network Technology | |
| 23 | 21 | T NASRUDDIN | M | SMAN 16 MEDAN | +62 838 2989 1671 | lompongka6668@gmail.com | Correcter Network Technology | |
| 24 | 22 | Wanu Pramudiarta Kusumah | M | SMAS Nurul Hayah - Brebes | -62 813 9579 7668 | wisnupramudarta@gmail.com | Correcter Network Technology | |
| 25 | 23 | Baigis Khairunnisa | F | SMAN 4 Banjarbaru - Kalimantan Selatan | -62 821 7787 0042 | balgiskhairunnisa738@gmail.com | Computer Network Technology | |

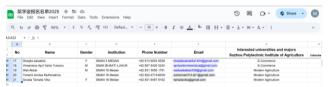
Logical approach 3.



Logical approach 3.1.



Logical approach 3.2.



Logical approach 3.2.

Explanation

From the results of the logical approach 1 in 2022, at 2023 the student was already at Changsha University taking the Computer Network Technology program. With a target of 20 students for each university, only 3 students were successfully obtained with only one university being targeted.

Then the logical approach in 2023 for 2024, based on the experience that has been done so that the enthusiasm of students who are interested in the scholarship program to continue their education abroad through the scholarship program to China has increased even though it is not significant. However, for the counselor, it is already an extraordinary increase and the student is also at the intended university to carry out his study program through a scholarship in September 2024.

And now, the logical approach in 2024 for 2025 has experienced a very extraordinary increase where of the 3 targeted universities, two of them are experiencing target overload and one university is experiencing an increase in students interested in the university. In each of these logical approaches, counseling also provides additional services for students who are interested in pursuing further education through scholarships, namely by providing basic Mandarin language learning training for free via

Zoom online. So, what students have been doubtful about has been overcome with this logical approach.

6. CONCLUSION

From the overall results, counselors in utilizing a logical approach to encourage Indonesian students to explore educational programs in China through scholarships are quite satisfactory. With this method, counselors can directly interact with students while also knowing the talents and interests of students in continuing their education abroad through this scholarship program. So that in the future the young generation of the Indonesian nation will gradually begin to reduce the level of education strata which is only sufficient up to the 12-year compulsory education level.

So that what this nation aspires to have a Golden Generation along with the development of the era can be realized and from a Developing Country to a Developed Country.

Counselors hope that in the future, more and more Indonesian students will be interested in enlivening higher education levels with a logical approach method through scholarships to China. Because in the future China will be the one who will dominate not only the economic sector, but other fields as well as proving what is the Prophetic Hadith which is considered controversial in some circles "Uthlubul 'ilma Walau bissiin" (seek knowledge even if it reaches China) which in this case is in accordance with the religious commandment contained in the Koran, namely:

- ✓ Qs. Al-Alaq:1-5.states about the importance of reading and seeking knowledge.[12]
- ✓ Qs. At-Taubah:122.stated that the status of seeking knowledge is the same as going to war for jihad.[13]
- ✓ Qs. Al-Mujadalah:11. states that Allah will raise the status of believers who are given knowledge.[14]
- ✓ Qs. Az-Zumar:9. states that only people with common sense can receive lessons.[15]
- ✓ Qs. Thaha:114.expresses the breadth of knowledge.[16]
- ✓ Qs. Shad:29. states that the Qur'an was revealed to pay attention to the verses and to gain lessons.[17]

Don't hesitate in transmitting knowledge to other people, because by transmitting knowledge using a logical approach, our knowledge will not run out, in fact our knowledge will increase and the rewards and benefits of what we give to the general public in order to achieve the ideals of the Nation and State.

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