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# The Effectiveness Of Implementation Method Of LAKU SUSI Counseling Related Some Factors In Batu Bara Regency, North Of Sumatera

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**Abstract:** Agricultural counseling using the LAKU SUSI Method of Practice (Exercise, Visits and Supervision) is one way of assistance to the farmers /groups/ groups of farmers who are done on a scheduled, regular and focused and sustainable basis. The purpose of this study is to determine the factors and magnitude of the influence of each independent variable (X) on the effectiveness of LAKU SUSI (Y). This research uses survey method conducted during November to December 2016 to 61 counselors of respondents in seven sub-districts in Batu Bara Regency. The data collected were analyzed descriptively in the field and regression analysis. The results showed that the independent variables showed significance ( $F(5.61) = 4.869$ ,  $p < 0.05$ ). Furthermore, there are real effects of each variable, namely: Susi's effectiveness is the Extent of Agricultural Extension Working Area (AEWA) (X1), Extension Working Task (X2), Education (X4) and Extension Material (X6) with each contribution variable X1 (21,6%), X2 (31,3%), X4 (21,9%), X5 (12,9%) and unaffected variable are regulation variable (X3) and professional extension enhancer (X6). There are four variables which given significant influence, such as: AEWA, extension worker, education and extension materials are strategic factors that influence the effectiveness of LAKU SUSI method.

**Index Terms:** Effectiveness, LAKU SUSI, Counseling, Batubara, North of Sumatera

## 1 INTRODUCTION

North Sumatera Province is one of the provinces of national food production center, during in 2016 was ranked No. 4 nationally, while Batu Bara regency is one of 33 districts/cities which have high potential of food center especially produces of rice with 12.000 ha in standard area spread over seven sub-districts [1]. The role of agricultural extension is important and strategic in supporting the agricultural sector. Extension agent as the spearhead of agricultural development where the extension agent serves as a change of agent that will become as educator, communicator, facilitator for farmers who served as a transper of information technology from the source to farmers. Agricultural Extension is the front line of the Ministry of Agriculture which is the spearhead of agricultural development. The implementation of agricultural extension is expected to be an aggressive motivator in transferring technology to farmers through farmer groups or Gapoktan. Agricultural extension activities are a continuous process to convey information and technology useful for farmers and their families and the aims are not to cause farmers to depend on extension agents but to create self-sufficiency of farmers by positioning them as agribusiness entrepreneurs. In accordance with the government program through NAWACITA, the achievement of self-sufficiency in food and one of the programs such as Special Efforts to Achieve Self-Sufficiency in Food Program, especially rice, corn and soybean.

To realize the target achievement of the program extension workers play a very big role considering the role of extension in this case as Edfacation (Education, Facilitation, Communication, Supervision). According to [2] said that based on experience shows that agricultural extension in Indonesia has made a very significant contribution to the achievement of various agricultural development programs. It is evident that in 1984 Indonesia was able to be self-sufficient in rice with the green revolution. The success is done through strict coordination with relevant agencies and applying various extension methods. The Exercise and Exercise Working System is very effective in improving farmers knowledge, attitude and skills. Until now this LAKU SUSI method is still considered relevant as an extension method because it has been proven able to bring the country of Indonesia into self-sufficiency in rice. But in recent decades this LAKU SUSI method has not worked well in accordance with the concept and many factors that cause extension activities cannot run optimally in the field. Based on the description of the problem of this condition is the basis of the author in determining the variables to be tested through research activities while other factors that are minor are not described in detail but supported descriptive data from the field. The Aim of the studied are to determine of the factors that influence the effectiveness of LAKU SUSI method in Batu Bara Regency and to identify the magnitude of influence of each independent variable (X) to the dependent variable is the effectiveness of LAKU SUSI (Y).

## RESEARCH METHODOLOGY

The research was carried out in Batu Bara Regency for five months starting from September to December 2016, seven sub-districts encompassing BPP Sei Balai, Talawi, Lubuk Besar, Air Putih, Sei Suka, Tanjung Tiram and Durian. This research is classified as the type of quantitative research in the form of calculations analyzed by using statistical analysis and the method used in the survey method [3]. Primary data collection is done by spreading the questionnaire to the respondent. Each of the variables tested both independent (X) and dependent (Y) by using ordinal data types and using Likert scale. The Quisiner tested was developed based on predetermined indicators. Variable X1 (Extent of AEWA), X2

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(Extension Worker Burden), X3 (Regulation), X4 (Extension Material), X5 (Extension Knowledge Level) and X6 (Extension Professionalism Extension). All the variables tested were rated by using the Likert Scale with 4 levels of scale and the type of data used were ordinal data. Variable Y (Susi Standard Activity) is measured by the indicator determined. Based on [4] Guidance on the Development of Farmers and Combined Farmer Groups that in organizing the Training and Visiting System there are two important things: 1) Preparation for Exercise and Visiting Exercise and 2) Implementation of Exercises and Visits in LAKU's Working System, training for extension workers. The sample of 62 respondents was randomly assigned to extension workers in seven sub-districts and 7 BPPs in Batu Bara Regency, both civil servant and THL-TBPP (Ministry of Agriculture) and THL (outsourer) from the Provincial Government. Extension of respondents in this study comes from 7 districts in several AEWA, in detail can be presented in table 1 as follows.

**Table 1.** Number of population of respondent extension

No	BPP	District	Trainer			Total	Total Sampl
			PNS	THL-Pusat	THL-Province		
1	Sei Balai	Sei Balai	12	3	3	18	7
2	Talawi	Talawi	15	5	5	25	10
3	Lubuk Besar	Lima Puluh	21	12	2	35	14
4	Air Putih	Air Putih	15	6	-	21	8
5	Sei Suka	Sei Suka	13	5	2	20	8
6	Tanjung	Tanjung	7	-	6	13	5
7	Durian	Durian	14	9	-	23	9
Total			97	40	18	155	61

Source : Agriculture Services, Batu Bara Regency (2016)

The independent/independent variables tested consist of six variables consisting of X1 (AEWA), X2 (Extension Worker Burden), X3 (Regulation), X4 (Extension Material), X5 (Extension Knowledge Level) and X6 (Professional Extension Enhancement) and one dependent variable (bound) that is variable Y (Application of LAKU SUSI). Detailed indicators of each variable are presented in table 2.

**Table 2.** Variables tested and indicators of each tests

No Variable	Indicator
1 Area of AEWA	<ul style="list-style-type: none"> <li>Wide area of PPL (AEWA) as measured by Ha.</li> <li>Number of farmer groups and assisted villages.</li> </ul>
2 Burden of Extension Workers	<ul style="list-style-type: none"> <li>Appropriate main job desk as extension worker.</li> <li>Additional duties/official bureaucratic duties outside the main of job desk.</li> </ul>
3 Regulation/policy	<ul style="list-style-type: none"> <li>Form of policy/regulatory support provided by the government/local government to the penshek.</li> <li>Form of implementing regulations.</li> </ul>
4 Extension Material	<ul style="list-style-type: none"> <li>Type of material to be released.</li> <li>Material compatibility with</li> </ul>

	<ul style="list-style-type: none"> <li>farmers' problems.</li> <li>Media suitability used in the delivery of extension materials.</li> </ul>
5 Extension Education Level	<ul style="list-style-type: none"> <li>Formal education that has been followed.</li> <li>Areas of expertise of extension educators.</li> </ul>
6 Enhancement of Extension Professionalism	<ul style="list-style-type: none"> <li>Training that was followed by extension worker.</li> <li>Type of training followed.</li> <li>Frequency of training ever followed.</li> <li>Study appeals or workplaces that have been followed.</li> <li>Impact of training followed performance improvement.</li> </ul>
7 Conducting a SUSI Play	<ul style="list-style-type: none"> <li>a. Preparation of LAKU SUSI Practice.</li> <li>b. Implementation LAKU SUSI.</li> <li>c. Evaluation of Susi behavior.</li> </ul>

To know the factors affecting the effectiveness of LAKU SUSI behavior in Batu Bara Regency, this is done by analyzing the joints with the following mathematical formula.

$$Y = a + b_1X_1 + b_2X_2 + b_3X_3 + b_4X_4 + b_5X_5 + b_6X_6 + \mu$$

Information :

Y: Effectiveness of SUSI LAKU

X1: AEWA

X2: Extension Worker Load

X3: Regulation / policy

X4: Extension material

X5: Extension level of education

X6: Increased professionalism of extension workers

To know the suitability of model of analysis of these factors used coefficient of determination ( $R^2$ ) and F test (whole test). The value of determination ( $R^2$ ) is to know the accuracy of the model used shows the amount of the ability of independent variables explain the effect on the dependent variable, expressed by what percentage of dependent variable is explained by the independent variable entered into the regression model. The value of  $R^2$  ranges from 0 to 1 and if the result is close to 1, then the model is said to be good. The coefficient of determination is formulated as follows:

$$R^2 = \frac{SS_{REg}}{SS_{Tot}} \text{ or } R^2 = \frac{\sum (\hat{Y} - \bar{Y})^2}{\sum (Y_i - \bar{Y})^2}$$

Information:

$\hat{Y}$  = The estimated value of the dependent variable

$\bar{Y}$  = Average value of the dependent variable

$Y_i$  = Observation value

$R^2$  = Coefficient of Determination

Test F is used to determine the level of influence of all independent variables (X) together to the dependent variable (Y) or to determine whether the independent variable (X) together affects the dependent variable (Y).

$$F_{hitung} = \frac{(R^2)/(k-1)}{(1-R^2)/(n-k)}$$



$$F_{table} = (k-1), (n-k): \alpha$$

4

R<sup>2</sup> = Coefficient of determination

k = Number of regression coefficients

n = Number of samples

 $\alpha$  = Critical value

## RESULTS AND DISCUSSIONS

### A Characteristics in LAKU SUSI

#### a. Respondent's Characteristic Based on Age

Based on the results of research districts in Batubara regency, namely Sei Balai, Talawi, Lubuk Besar, Air Putih, Sei Suka, Tanjung Tiram, and Durian can be presented descriptive data of respondents covering: age, extension status, gender, education, wide AEWA and number of farmer groups built. Extensions characteristics of 61 respondents when viewed based on age aspects states which age criteria consists of 22 year old until 54 years old are divided into 4 groups such as Figure 1 below.

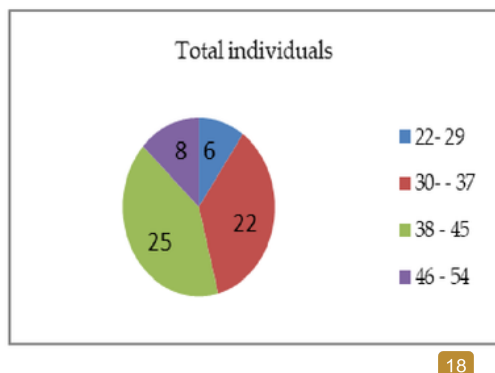


Figure 1. Distribution of respondents by age

Based on the figure 1 can be seen which the age of 22-29 years old as many as 6 peoples, age of 30-37 years old as many as 8 peoples, ages 38-45 years old as many as 25 peoples so it can be concluded that age of extension respondents in the dominant age of 38-45 years old (40.1%) and in general all of the respondents extension are still classified as productive age. According to [5] said that productivity declines in line with the age of a person. According to [3], the older age (over 50 years), usually will be more slow in accessing information and technology that is growing and tend to only do activities that routine or that have been commonly applied.

#### b. Respondent's Characteristic Based on Extension Officer

The status of extension workers in Batu Bara Regency is categorized into several groups, namely the PNS and civil servant extension workers consisting of THL-TBPP and extension agents of North Sumatera Province Honor with details as in table 3.

Table 3. Number of Respondents by extension status

Status	Total	Percentage (%)
CPNS	1	1,64
PNS	20	32,79
THL-TBPP Pusat	38	62,30
THL- Province	2	3,28
Total	61	100

Based on table 3 it can be concluded that the percentage of extension workers in the area of Batu Bara Regency in the predominantly THL-TBPP extension of 62.30% and 38.70% are the extension of civil servants. At this time the extension of civil servants in the region have begun to enter retirement so it is needed the regeneration of extension workers to be able to do coaching and assistance to farmer groups. When associated with extension status apparently this status is also very determine the performance as an extension worker. This can be seen from the facts and facts in the field that THL-TBPP extension in general can be said to have good performance especially considering the extension of this honor there will be score of ASN in accordance with the Ministry of Agriculture program in 2016 that is the appointment of extension THL-TBPP to ASN, especially extension workers under 35 years old and extension workers recommended by relevant agencies based on the results of evaluating the performance of extension workers in the field.

#### c. Respondent's Characteristic Based on Gender

When viewed from sex of counselor, hence based on result of research got that counselor of respondent dominated gender of male that is counted 39 people (63,93%) and 22 female counselor (36,07%). Distribution of extension workers by sex can be seen in the picture below:

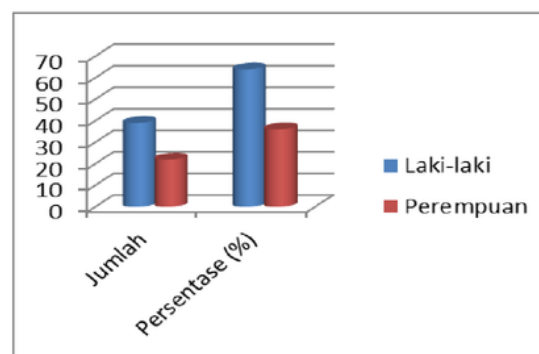


Figure 2. Distribution of extension workers based on sex

#### d. Respondent's Characteristic Based on Level of Education

The level of education of farmers from 61 extension workers is mostly dominated by undergraduate or undergraduate level. It can be seen in table 4 below.

**Table 4.** Number of Respondents based on extension education

Education	Total	Percentage(%)
Vocational School	17	21.87
Senior High School	4	6.56
D3	7	11.48
D4	1	1.64
S1 Agriculture	32	52.46
Total	61	100

Based on table 4 it can be concluded that the level of education of the extension of respondents has increased and can be seen from the distribution of education levels of respondents in 7 districts are mostly S1 as well as D-IV. The level of education will affect the rate of adoption of technology that will be applied by farmers in other words that in accordance with the results of the field that the level of linear education to the level of adoption. This is in line with the opinion expressed by [6], which states that the level of formal education is very influential on the ability to respond to an innovation. The level of education both formal and non formal greatly influences the absorption of new ideas, because the influence of education on someone will provide a broad insight. AEWA area of 61 respondents can be seen in the table 5 below.

**Table 5.** Number of Respondents based on AEWA area

Wide of AEWA (Ha)	Total	Percentage (%)
83-553	39	63,93
554 – 1023	8	13,11
1024 -1493	4	6,56
1494 – 1963	2	3,28
1964 – 2433	3	4,92
2434 -2903	0	-
2904 – 3370	2	3,28
3371 – 3843	3	4,92
Total	61	100

Based on the results of the study, the number of farmers of each counselor can be said to refer to [7] of 2009 where each extension worker has a farmer group between 8 and 16 farmer groups of which 61 of the respondent's extension, there are 38 counselors have the number of assisted farmers as many as 4-8 assisted farmers (62.30%), 19 people have farmer group 9 - 13 group (31.15%), 2 counselors have the assisted farmers (3.28%) and only 2 extension workers who have the number of farmers grouped more than 19 groups, so that with these conditions the extension workers can visit scheduled and structured group farms so the implementation of LAKU SUSI can be effective.

## B. Factors Affecting the Effectiveness of Implementing LAKU SUSI Performance

Multiple regression analysis is used to find out the extent of X variables ie AEWA Area (X1), Extension Worker Task (X2), Regulation/Policy (X3), Extension Material (X4), Knowledge

(X5) and Extension Professionalism (X6) variable Y (Implementation of Practice Susi) in Batu Bara Regency. Then the results of the test by performing the data using the program SPSS 16.0 for windows, is as follows table 6.

**Table 6.** Results of Determination Analysis

Model Summary					
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.731a	.685	.447	2.213	1.247
a. Predictors: (Constant), X6, X5, X4, X3, X2, X1					
b. Dependent Variable: Y					

Based on Table 6 it can be seen that the coefficient of determination or R square is a value of 0.685 or 68.5%. 68.5% of the variation of the dependent variable (Y) has been explained by the independent variables (X1, X2, X3, X4, X5 and X6). While the rest of 31.5% is explained by other variables that are not included in this regression model.

### a. Hypothesis Testing (Test F)

This test is performed to test whether the broad variables of AEWA (X1), Extension Worker Task (X2), Regulation/Policy (X3), Extension Material (X4), Knowledge (X5) and Extension Professionalism Extension (X6) variation on the effectiveness of Susi's behavior (Y). Thus it means that Susi's behavior has gone well. This test is performed to test the first hypothesis by comparing the F-count value with the F-table value.

**Table 7.** Test Results F

Model	Sum of Squares	Df	Mean Square
1 Regression	134,505	6	22,418
Residual	509,856	54	9,442
Total	644,361	60	

Predictors: (Constant), Increased Professions, Material,

AEWA, Regulation, Task Burden of PPL, Education

### b. Dependent Variable: Susi effectiveness

Based on Table 7 we get F count of 4,869. From the distribution table F obtained F table of 2.11. The value of  $F_{count} > F_{table}$  (4,869 > 2,11). Since  $F_{count} > F_{table}$   $H_0$  is rejected at a certain error rate, it means that the independent variable tested together has a significant effect on the dependent variable. It can be concluded that there is influence of AEWA Area (X1), Extension Worker Task (X2), Regulation (X3), Education (X4), Extension Material (X5) and Professional Extension Enhancement (X6) Susi in Batu Bara District.

The hypothesis

$H_0$ : Suspected independent variables (X1, X2, X3, X4, X5 and X6) do not provide variations simultaneously to the dependent variable Susi's Effectiveness (Y).

$H_1$ : Suspected independent variables (X1, X2, X3, X4, X5 and



X6) provide variations simultaneously to the dependent variable Susceptive Effectiveness (Y).

The F-table value is 2.11.

#### b. Test t

To test the significance of the variation of independent factor (independent variable) to dependent factor (dependent variable), used t test. Decision-making is done based on the comparison between the t-count value with the t-table value at the defined real level or the probability t-value with the real level ( $\alpha = 0.05$ ). This test is performed to test the second hypothesis by comparing t-count with t-table. The t-table value with the number of respondents 61 is 2.397. Based on the results of tabulation of data processed using SPSS 18.0 for windows program obtained that table with the number of respondents 61 people is 2,397. The value of t arithmetic for variable X1 is -2,749,  $t_{count} > F_{table} \rightarrow (-2,749 > 2,397)$ , because  $F_{count} > F_{table} \rightarrow$  then H0 is rejected but because the value of t arithmetic is negative then variable X1 gives negative influence to Y. T value of arithmetic variable X2 = -2,498  $t_{count} > F_{table} \rightarrow (2,498 > 2,397)$ , since  $F_{count} > F_{table} \rightarrow$  then H0 is rejected. The value of t arithmetic variable X3 = 1,965  $t_{count} < F_{table} \rightarrow (1,965 < 2,397)$ , because  $F_{count} < F_{table} \rightarrow$  then H0 is accepted. The t value of X4 = 2,422  $t_{count} > F_{table} \rightarrow (-2,422 > 2,397)$ , since  $F_{count} > F_{table}$  then H0 is rejected. The value of t arithmetic variable X5 = 2,489,  $t_{count} > F_{table} \rightarrow (2,489 > 2,397)$ , because  $F_{count} > F_{table} \rightarrow$  then H0 is rejected and t value of X6 = -0,895  $t_{count} < F_{table} \rightarrow (-0,895 < 2,397)$ , because  $F_{hitung} < F_{table} \rightarrow$  then H0 is accepted. From 6 independent variables tested, it can be concluded that there are four variables that give significant influence to the effectiveness of behavior of Susi (Y) is WKPP area (X1), extension worker's load (X2), extension materials (X4) and education (X5) X1 and X2 have a negative effect while the regulation / policy (X3) and Professionalism (X6) variables have an insignificant effect on the effectiveness of the behavior of Susi (Y). Regression equation based on result of regression analysis is as follows:  $Y = 41,673 - 3,781 X1 - 2,763 X2 + 1,380 X3 + 2,382 X4 + 1,974 X5 - 1,905 X6$ .

#### c. Influence of Independent Partial Variable (X) on Dependent Variable (Y)

Based on the results of regression analysis can be seen that there are of six variables tested that there are four variables that give effect significantly that is X1, X2, X4 and X5. This is evidenced from the sign value compared with the value of  $\alpha = 0.005$ . If the sign value  $< 0.005$  then the variable gives a significant effect on Y and if the value of  $> \text{sign} > 0.005$  variable gives an insignificant effect on Y that there are two variables that is X3 and X6. To see how big the contribution of each independent variable to the effectiveness of LAKU SUSI in Batu Bara Regency can be seen based on the value of standardized coefficient beta in Table 8. can be described in detail as follows:

##### 1. AEWA Area

Partially, the effect of WKPP variable on the effectiveness of LAKU SUSI based on Standardized Coefficients Beta value is -0.216 or 21.6%. Coefficient of negative value (-) means the occurrence of negative influence between the width of WKPP with effectiveness LAKU SUSI, the higher the area of WKPP the lower the effect on the level of effectiveness LAKU SUSI.

Based on the data obtained in the field that most of the extension workers have WKPP area between 83 -533 Ha is as many as 39 people from 61 respondents (63.93%) whereas when viewed from the number of village counselor 1 village is 38 people (62.30%) and the number of villages assisted by two villages is 19 people (31.15%). This shows that the extent of WKPP for a counselor is ideal and in accordance with the rules applicable in Law no. 16 of 2016 that one village is one counselor. According to [8], counseling can be viewed as a form of education for adults. Counseling based on Law No. 16 of 2006 on Agricultural Extension System, Fisheries and Forestry (SP3K), mentions that counseling is a learning process for the main actors and business actors to be willing and able to help and organize in accessing market information, technology, capital and other resources in an effort to improve productivity, business efficiency, income and welfare and increase awareness in the preservation of environmental functions. Therefore it can be concluded that the smaller the area of WKPP a counselor then the extension will be higher the level of quantity and quality of visits conducted extension workers[8].

##### 2. Burden of Extension Workers

Partially, the influence of the extension worker variable (X2) to the effectiveness of Susu behavior based on the value of Standardized Coefficients Beta is -0.313 or 31.3%. Coefficient of negative value (-) means a negative influence between the task of extension worker with the effectiveness of Suspicious behavior, the higher or more the burden of the task of a counselor the lower the effect on the level of effectiveness LAKU SUSI. Based on data in the field at this time many extension workers who have bureaucratic or administrative duties assigned from the relevant agencies so that extension workers to farmer groups to provide counseling runs less than optimal. Furthermore, according to [10], [11], and [12], that counseling is activity educating people (education activity) with the aim of changing the behavior of clients in accordance with the planned/desired that people more modern. This is an effort to develop (empower) the potential of individual clients to be more empowered independently.

##### 3. Regulation or Policy

Partially, the effect of regulatory or policy variables (X3) on the effectiveness of LAKU SUSI based on the value of Standardized Coefficients Beta is 0.108 or 10.8%. Coefficient of positive value (+) means a positive influence between the workload of extension worker with the effectiveness Susi behavior, the higher or more regulations/policies related counseling the higher also the effect on the level of effectiveness LAKU SUSI. Government support in the form of regulations or policies such as Government Regulation No. 43 of 2009 related to financing agricultural extension, fishery and forestry can be in the form of support facilities and infrastructure so that the implementation of counseling can run well.

##### 4. Education

Partially, the effect of education variable (X4) on the effectiveness of LAKU SUSI behavior based on Standardized Coefficients Beta value is 0,219 or 21,9%. Coefficient of positive value (+) means a positive influence between educator extension with effectiveness LAKU SUSI, the higher the education owned by the counselor the higher also the



effect on the level of effectiveness LAKU SUSI. Based on the data obtained that the educational level of extension of 65.57% is a counselor who studied at universities ranging from DIII, DIV and S1, this greatly affects the effectiveness of LAKU SUSI because it related to the competence in the field of agriculture. The level of education pursued will have the standard competencies to be mastered by professional trainers. One of these competencies is possession of the ability to use information technology that is constantly evolving in accordance with the progress and needs of society. Expertise of a special nature and minimum level of education should be viewed as a pretext to become a professional extensions. According [3] and [13] educator level will greatly affect the ability or mastery of the given material, the mastery of the given material, the skills of choosing an extension method and effective communication techniques with (the community). The concept is used according to [14] and [15], ability that is based on knowledge attitude and skill and motivation in producing something. Indicators are the ability to guide and motivate farmers in farming, the ability to create and develop the economic institutions of farming, the ability to create networks between farmers and the competent parties with agriculture such as the government and the private sector, the ability to make farmers or farmer groups built to become an independent and professional farmer.

#### 5. Extension Material

Partially, the effect of the extension material variable (X5) on the effectiveness of LAKU SUSI based on the value of Standardized Coefficients Beta is 0,129 or 12,9%. Coefficient of positive value (+) means a positive influence between the extension materials with the effectiveness of Susi behavior, the higher or more extension material that will be conveyed to farmers, the higher also the effect on the level of effectiveness LAKU SUSI. In addition to the large number of materials given to extension workers to farmers but more effectively if the material presented extension to farmers is a need or answer the problems faced by farmers so that what is received by farmers can be a solution to the problems it faces.

#### 6. Enhancement of Extension Professionalism

Partially, the influence of variables of professionalism extension improvement (X6) on the effectiveness of LAKU SUSI based on Standardized Coefficients Beta value is -, 112 or 11,2%. The coefficient of negative value (-) means a negative influence between the increase of professionalism of extension agent with the effectiveness of Susi behavior, the higher or more chance of extension agent to follow the improvement of professionalism but the lower its influence to the level of effectiveness of Susi behavior. The activity of the extension worker's visit to the intensity of assistance and the completion of the extension workload in accordance with the tasks assigned to the extension workers according to the division of their respective working areas. According [15] and [16], results of quality and quantity achieved in carrying out the duties and responsibilities given to him. Indicators assessed are: intensity of assistance / visits extension to the target area, quality of service / assistance provided by extension workers to farmers, frequency of extension meetings with farmers and farmer groups in the forum. In accordance with [5] and [17] about the Code of Conduct Susi that some positive aspects of Work System LAKU SUSI among them are:

1. Agricultural extension workers have a work plan within a year
2. Agricultural extension workers regularly and regularly visit farmers
3. Agricultural extension workers quickly find out the problems that exist in the farmers and quickly solve them
4. Agricultural extension workers regularly get additional knowledge and skills
5. Counseling is conducted through a group approach
6. Agricultural extension assistance gets supervision and supervision regularly.

## CONCLUSIONS

The effectiveness of the method of behavior of LAKU SUSI in Batu Bara REgencyis influenced by six tested factors namely EAWA Area(X1), Task Expense (X2), Regulation (X3), Education (X4), Extension Material (X5), and Professionalism Improvement (X6). Variable X gives significant influence to Y which is proved by value of F Count> F table (4,869> 2,11). Then the amount of influence of each independent variable (X) to the dependent variable is the effectiveness Saku Susi (Y) is Variable X1 of 21.6%, Variable X2 (31.3%), Variable X3 (10.8%), Variable X4 (21.9%), Variable X5 (12.9%) and Variable X6 (11.2%). Of all the variables tested there are 4 variables that give significant influence that is X1, X2, X4 and X5 while the variable is not significant there are two variables that is Variable X3 and Variable X6.

## SUGGESTIONS

We need to do further research on the implementation of the method LAKU SUSI with different variables. In order for the implementation of agricultural extension can be run optimally, it is necessary to support policy from government or related office in terms of facilitation of facilities and infrastructure extension.

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