

Design of Behavioral Counseling Service Implementation Using Modeling Techniques to Increase Self Confidence (Descriptive Analysis Study on Class XI Students. F S SMA PGRI 2 Padang)

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Abstract : This research is motivated by the problem of self-confidence. The aim is to describe: 1.) The description of self confidence of students in class XI.F S SMA PGRI 2 Padang. 2.) The design of the implementation of behavioural counselling services using modelling techniques to increase self-confidence. This type of research is descriptive analysis. The population in this study were students in class XI. F S at SMA PGRI 2 Padang who have self confidence totalling 30 people. Sampling using purposive sampling technique, namely on students with a total of 3 people. Data collection tools in the form of a questionnaire, then analysed using percentage classification. The results of the study revealed that: 1.) The description of students' self-confidence in class XI.F S SMA PGRI 2 Padang, is in the low criteria. 2.) The implementation plan of behavioural counselling services using modelling techniques to increase self-confidence. Based on the results of this study, it is recommended to the counseling teacher to be able to use the implementation of behavioural counselling using modelling techniques to increase self confidence in the future.

Keywords: Behavioural counselling, modelling technique, improving self confidence.

Abstrak : Penelitian ini dilatarbelakangi oleh masalah rasa percaya diri. Tujuan penelitian untuk mendeskripsikan: 1.) Gambaran rasa percaya diri siswa kelas XI.F S SMA PGRI 2 Padang. 2.) Rancangan pelaksanaan layanan konseling behavioral dengan menggunakan teknik modeling untuk meningkatkan rasa percaya diri. Jenis penelitian ini adalah deskriptif analisis. Populasi dalam penelitian ini adalah siswa kelas XI. F S di SMA PGRI 2 Padang yang mempunyai rasa percaya diri berjumlah 30 orang. Pengambilan sampel menggunakan teknik purposive sampling yaitu pada siswa yang berjumlah 3 orang. Alat pengumpulan data berupa angket, kemudian dianalisis menggunakan klasifikasi persentase. Hasil penelitian menunjukkan bahwa: 1.) Gambaran rasa percaya diri siswa kelas XI.F S SMA PGRI 2 Padang, berada pada kriteria rendah. 2.) Rencana pelaksanaan layanan konseling behavioral dengan menggunakan teknik modeling untuk meningkatkan rasa percaya diri. Berdasarkan hasil penelitian, disarankan kepada guru BK untuk dapat menggunakan pelaksanaan konseling behavioral dengan teknik modeling untuk meningkatkan rasa percaya diri di kemudian hari.

Kata Kunci: Konseling perilaku, teknik modeling, meningkatkan rasa percaya diri.

INTRODUCTION

Individual counselling is the process of providing assistance to clients to overcome client problems. In this way, the provision of assistance is carried out in a *face to face relationship* (face to face relationship or one-on-one relationship) between the counsellor and the individual (client) in solving the client's personal problems. Through interactions that are established in the client, there is a process of providing assistance by someone to another person in making a decision or solving a problem through understanding the facts, expectations, needs and feelings of the client.

According to Willis (2000) Individual counselling is an assistance service for students, both individually and in groups, to be able to be independent and develop optimally in the fields of personal life development, social, learning and career planning, through various types of services and supporting activities based on applicable norms. Meanwhile, according to Mustamiin (2019) that "counselling is an effort of assistance provided by a trained and experienced mentor, to individuals who need it, so that the individual develops his potential optimally, is able to overcome his problems, and is able to adapt to an ever-changing environment.

Behavioural counselling is a counselling process (help) provided by counsellors to clients using behavioural approaches, in terms of solving the problems faced and in determining the direction of life that the client wants to achieve. According to Corey (2003) that the most important aspect of the behaviour change movement is its emphasis on activities that can be defined, monitored, and measured operationally. Meanwhile, according to (Laila, 2021) behavioural counselling is a teaching approach given to clients to learn to change problematic behaviour in accordance with existing norms and rules, Only developing people begin to understand that everyone must adapt to be accepted in the group, Behavioral approaches are based on psychological experiments and studies of the human learning process.

According to Syahputra (2022) explains that "behavioural is a scientific view of human behaviour, the relevant behaviour is the action shown by an individual. The purpose of the behavioural approach is to change unwanted behaviour (maladaptive) so that it becomes an emphasis or habituation of positive behaviour (adaptive). Meanwhile, according to Mandala (2013) behavioural counselling is the application of a wide variety of techniques and procedures rooted in various theories of learning, it includes the systematic application of learning principles to changes in behaviour towards more adaptive ways. According to Rahayu (2017) explains that the objectives of behavioural counselling are: a) To acquire new behaviour, b) Eliminate maladaptive behaviour, c) Strengthen and maintain desired behaviour. It can be concluded from the purpose of behavioural counselling according to the experts above is to change maladaptive behaviour into adaptive or change bad behaviour into good behaviour.

Based on the opinions of the experts above, it can be concluded that behavioural counselling is counselling based on efforts to change maladaptive behaviour into adaptive behaviour. The application of various techniques and procedures in various learning theories. Behavioural counselling can change the client's learning behaviour and experience of interacting with the environment. One technique that is widely used in behavioural counselling is *modelling*.

The term *modelling* comes from the English language which means to imitate, demonstrate or model. This technique allows the subject to observe someone behaving like a model and reinforce it by imitating the model's behaviour. *Modelling* techniques are rooted in Albert Bandura's social learning and theory. Another term for modelling is observational learning, which can be interpreted as learning by observation (Syahputra, 2022). Meanwhile, according to Pratiwi (2017) "modeling strategy is a strategy to change behaviour by observing the model's behaviour". In *modelling* techniques, it is not only imitating or modeling technique is not just imitating or repeating what happens and being used as a model, but modelling involves adding or subtracting observed behaviour, analysing different observations and involving cognitive processes.

Self confidence is a very important thing for each individual to have, because the existence of self-confidence can be an asset in each individual. *Self-confidence* is the basic capital of a human being in fulfilling their own various needs, someone has a need for freedom of thought and feeling so that someone who has freedom of thought and feeling will grow into a human being with self-confidence (Andayani & Amir, 2019). While the indicators of *self-confidence* according to (Gustien & Pratiwi, 2022) are seen: a) Good communication, b) Strong attitude, c) Attractive appearance, d) Able to control emotions, e) Love yourself, f) Understand yourself well, h) Always think positively.

Andayani & Amir (2019) explain that *self-confidence* is the basic capital of a human being in fulfilling various needs on their own, someone has a need for freedom of thought and feeling so that someone who has freedom of thought and feeling will grow into a human being with self-confidence.

The researcher considers that the application of behavioural counselling model *modeling* techniques is feasible to use to increase *self-confidence*. Because through behavioural counselling *modeling* techniques, researchers will be more able to increase *self-confidence* in students to show their identity, with their abilities, encouraging themselves to be used properly and appropriately. Based on the results of observations that researchers conducted on 25 July to 10 December 2022 at SMA PGRI 2 Padang class XI F S, researchers saw that there were clients who lacked *self-confidence*, then researchers also saw that there were students who did not want to express their opinions, as well as students who exchanged their exam answers because they were not *self-confident*, then there were students who did not want to appear to the front of the class, and there were students who were silent every time they studied, not sure of their abilities.

Based on the results of interviews with several students at SMA PGRI 2 Padang, students said that during learning to answer in front of the class students lacked confidence, for example when they were in front of the class, they felt nervous and embarrassed by their friends. For fear of being laughed at by their friends and making students lack *self-confidence* to go to the front of the class. Based on the results of interviews with one of the BK teachers at SMA PGRI 2 Padang, some information was obtained that there are still students who lack confidence during learning and there are still students who are embarrassed to come to the front of the class. Meanwhile, based on the results of observations and further interviews with students, counseling teachers at SMA PGRI 2 Padang, in February 2023, information was obtained that there were still students who lacked *self-confidence*, where the results of observations and interviews were the same as the results of observations and interviews that had previously been conducted.

Seeing the above problems, the author is interested in conducting a study with the title "Design of Behavioural Counselling Service Implementation by Using *Modeling* Techniques to Improve *Self* of Students in class XI.F S SMA PGRI 2 Padang". The purpose of this study was to determine the effectiveness of behavioural counselling using *modelling* techniques to improve *self confidence*. The results of the analysis are reviewed divided into 2 parts 1. An overview of the *self confidence* of students in class XI.FSS SMA PGRI 2 Padang 2. The implementation plan of behavioural counselling services using *modelling* techniques to increase *self-confidence*

LITERATURE REVIEW

Behavioral Counseling

Behaviour is formed based on the results of his experiences in the form of individual interactions with the surrounding environment that form a person's personality. So behavioural counselling is a technique in counselling based on learning theory that focuses on individual behaviour to help clients learn new behaviours in solving their problems. behavioral counselling is a technique in counselling based on learning theory that focuses on individual behaviour to help clients learn new behaviours in solving their problems. According to Syahputra (2022) explains that behavioural is a scientific view of human behaviour.

According to Rahayu (2017) explains that the objectives of behavioural counselling are: to acquire new behaviour, eliminate maladaptive behaviour, Strengthen and maintain the desired behaviour. The purpose of counselling in behavioural therapy is to change and eliminate bad behaviour by using new, more desirable ways of learning (Sulthon, 2018).

The steps of behavioural counselling according to (Sudrajat 2008) include: *assessment, goal Setting, technique Implementation, evaluation Termination, feedback.*

The purpose of counselling in behavioural therapy as stated by Sulthon (2018) is to change and eliminate bad behaviour by using new, more desirable ways of learning.

There are several steps that can be taken in behavioural counselling, namely according to Sulthon (2018) as follows: 1) Operant learning, namely, learning is based on the need for rewards to produce the expected behavioural changes, rewards can be given in the form of encouragement and acceptance as approval, justification, or counselor attention to the Klein's behaviour; 2) Learning to imitate is learning how to provide new responses through showing or doing the desired behaviour models so that they can be done by clients; 3) Cognitive learning, namely, learning to maintain the expected response and can adapt better behaviour through simple instructions; and 4) Emotional learning i.e: a method used to change the client's unacceptable emotional responses into acceptable emotional responses in accordance with the context of *classical conditioning*.

Modeling Technique

Technique is the way in which a method is carried out, *Modelling* is a general term that describes changes that occur in learning through observation and imitation of others. According to Mochamad Nursalim (2013) *Modeling* techniques refer to counselling techniques that use the learning process by observing patterns and behavioural changes resulting from imitation. Meanwhile, according to Pratiwi (2017) "*modeling* technique is a strategy to change behaviour by observing the behaviour of the model". In *modeling* techniques it is not just imitating or repeating what happens and being used as a model, but modelling involves adding or subtracting observed behaviour, analysing different observations and involving cognitive processes.

The use of this technique is adjusted to the needs or problems of the subject. Pratiwi (2017) explains that *modelling* techniques can aim to help clients: Learning new behaviours using living models and symbolic models, Demonstrate the adopted behaviour in the right way or at the expected time, Reducing fear and anxiety, Acquisition of social skills, Modification of verbal behaviour and substance abuse treatment.

According to Pratiwi (2017) explains some of the stages of *modelling* into four stages, namely: attention stage, retention stage, reproduction stage, motivation and reinforcement stage.

According to Aeni (2016) There are various kinds of *modelling*, namely: Actual characterisation (direct models) such as: therapists, teachers who are admired by their families, Symbolic modelling, such as: Characters that appear in films, videos, or other media; and Multiple characterisation (multiple model) such as: occurring in a group of members changing attitudes and learning attitudes after observing other members behave.

According to Aeni (2016) There are various kinds of *modelling*, namely: a) Actual characterisation (direct models) such as: therapists, teachers who are admired by their families. b) Symbolic modelling, such as: Characters that appear in films, videos, or other media; and Multiple characterisation (multiple model) such as: occurring in a group of members changing attitudes and learning attitudes after observing other members behave.

Self Confidence

Everyone is born with extraordinary potential, but today many of us are hindered from doing anything on our own. According to Mujiyati (2021: 1024) *Self Confidence* is the attitude of someone who can accept reality, develop self-awareness, think positively, be independent, can have and achieve everything they want. Meanwhile, Tanjung Tanjung & Amelia (2017: 2) *Self*

Confidence is a person's belief in all the advantages he has, and this belief makes him feel able to achieve various goals in his life.

Self confidence indicators according to (Gustien & Pratiwi, 2022) are seen: Good communication, Strong attitude, Attractive appearance, Able to control emotions, Love oneself, Understanding oneself well, Always think positively.

According to (Wardhana & Lutfianto, 2018), Self Confidence is a person's belief in their ability to perform certain behaviours or achieve certain goals. According to Tanjung & Amelia (2017) the characteristics of people with Self Confidence are: Always calm in doing everything, Have sufficient potential and skills, Able to neutralise tension that arises in various situations, Able to adapt and communicate in various situations, Sufficient physical and mental fitness to support performance, Sufficient intelligence, sufficient formal education.

According to (Amri, 2018), *Self Confidence* has several aspects, namely as follows: Confidence in one's own abilities, namely a person's positive attitude towards himself, that he really understands what he is doing, Optimistic, namely a positive attitude of someone who always has a good view of everything related to himself, desires and abilities, Objective is a person who believes in something or everything, Something

METHODOLOGY

In a study, a research method is needed to find valid data to understand, solve and anticipate problems. Based on the above phenomenon, the problem formulation and research objectives raised in this study are descriptive analysis research methods. According to Basrowi (2008), descriptive analysis method is a statistic used to analyse data by describing or describing the information collected without the purpose of drawing conclusions that apply to the general public or generalisation.

According to Margono (2004), population is all data that is the centre of attention of researchers on a certain scale and time. Population is related to data. If everyone provides information, then the population or number is equal to the number of people. Meanwhile, according to Sugiyono (2002) which states that "population is a generalisation area consisting of objects or subjects with certain sizes and characteristics that researchers begin to study and then draw conclusions". From the understanding according to the experts above, it can be concluded that population is data that is the centre of research and consists of objects and subjects. Based on the explanation above, the population in this study were 30 students of class XI.F S SMA PGRI 2 Padang.

The research sample is part of the population taken as a data source and can represent the entire population. According to Sugiyono (2012), the definition of a sample is the number and characteristics of a population. Samples using *Purposive sampling*. The definition of a sample according to Sugiyono (2002) is part of the number and characteristics of the population. Based on the explanation above, the sample in this study were students of class XI.F S SMA PGRI 2 Padang who had low *Self Confidence* there were 3 people.

Data analysis is a systematic search and compilation of data obtained from the results of test questions, observations, which are then processed through various techniques. According to Bungin (2011) data analysis of quantitative research results which aims only to describe the state of social symptoms as it is without seeing the existing relationships, namely by using descriptive statistics.

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The data analysis used is descriptive percentage data analysis. Furthermore, to calculate the percentage included in the category in each aspect used, namely, as follows:

Research question No. 1 is seen from the description of the *self confidence* of students in class XI.F S using intervals.

Describe the level of *overpersonal* affection of students who experience self-confidence *before treatment* and *post-test* after *treatment*. According to Struges (Mangkuadmodjo, 2003: 38) looking for score intervals as follows:

$$\text{Interval} = \frac{\text{Maximum Ideal Score} - \text{Minimum Ideal Score}}{\text{Number of Alternative Answers}}$$

Table 1. Interval Class

Classification	Category
>210	Very High
170-209	High
129-169	Medium
89-128	Low
<88	Very Low

Research statement No. 2 is the design of the implementation of behavioural counselling services using *modelling* techniques to *increase self confidence*. Researchers rely on *grend theory* and also the results of research, based on the results of research through a *self confidence* questionnaire in class XI.F S SMA PGRI 2 Padang which is in the low category, 3 students, namely: with a percentage of 10.00% So researchers need to design a behavioral counselling service implementation design using *modeling* techniques to *increase self confidence* with the topic of communicating well, loving yourself and understanding yourself well.

FINDINGS

Analysis of research results regarding the implementation plan of behavioural counselling services using counselling techniques using *modeling* techniques to increase *self confidence* (descriptive analysis study on class XI.FS S students at SMA PGRI 2 Padang). Described in this chapter in accordance with the limitations and problem formulations in this study are a description of the *self confidence* of class XI.FS S SMA PGRI 2 Padang and the design of the implementation of behavioural counselling services using *modelling* techniques to increase *self confidence*. Based on the data obtained from the description of the low *self confidence* of students in class XI. F S at SMA PGRI 2 Padang can be seen in Table 2. below:

Table 2. Categorization of *Self Confidence* of Students in Classes XI.F S at SMA PGRI 2 Padang

Classification	Category	F	%
> 210	Very High	4	13,33
170-128	High	9	30,00
129-169	Medium	14	46,67
89-128	Low	3	10,00
< 88	Very Low	0	00,00
Σ		30	100,00

Based on the results of the study, it can be seen that of the 30 students who have been determined as a sample in class XI.FS S at SMA PGRI 2 Padang, there are 3 students with a percentage (10.00%) at the low category *self confidence* level, 14 students with a percentage (46.67%) at the medium category *self confidence* level, 9 students with a percentage (30.00%) at the high category *self confidence* level and 4 students with a percentage (13.33%) at the very high category *self confidence* level.

According to Eni (1967), individuals who have good *self-confidence* have confidence and always try to develop their potential to the maximum and show the best of themselves as evidenced by an achievement. Conversely, clients who have poor *self-confidence*, they are unable to develop their talents, interests, and potential within themselves and are unable to self-actualize to the fullest and are passive.

CONCLUSIONS

Based on data analysis and discussion, conclusions can be drawn regarding the design of the implementation of behavioral counseling services using *modeling* techniques to increase *self-confidence*. The findings of this study can be concluded from the results of data processing: 1) An overview of the *self confidence* of class XI.F S SMA 2 Padang, there are 3 students with a percentage (10.00%) at the low category *self confidence* level, 14 students with a percentage (46.67%) at the medium category *self confidence* level, 9 students with a percentage (30.00%) at the high category *self confidence* level and 4 students with a percentage (13.33%) at the very high category *self confidence* level, 2) The implementation design of behavioral counseling services using modeling techniques to increase *self-confidence*. Based on the results of research through a *self confidence* questionnaire in class XI.F S SMA PGRI 2 Padang there are those who are in the low category, 3 students, namely: with a percentage of 10.00% So for that it is necessary to design the implementation of behavioral counseling services using *modeling* techniques to increase *self confidence*.

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