

The Effectiveness of Ivan Pavlov's Counseling Behavior with Modeling Techniques to Improve the Character of Arguing Others Opinions Logically Through Lesson Study

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Abstract. This study aims to determine the effectiveness of behavioral counseling modeling techniques to improve the character of Ivan Pavlov others refute logically through the lesson study. The research is a quasi-experimental design with a pretest-posttest control group. This study used a population of 60 students, with a sample of 30 students. Methods of data collection using 30 item questionnaire characters. The results of the data analysis $t_{count} 2.41 > 1.69 t_{table}$ so H_0 rejected, and H_a accepted. So there is a significant difference. It can be concluded that behavioral counseling Ivan Pavlov with effective modeling techniques to improve the character of others refutes logically

Keywords: behavioral counseling, modeling, lesson study

1 Introduction

Students in life at school show the characteristics of attacking or denying the opinions of others as if a friend is present, he criticizes what is presented by his friend and criticizes or gives advice to his friends. From the explanation above, some students showed various symptoms that were shown during the learning process. These symptoms refer to various personality types shown. The researcher took one of the fields of personality based on symptoms, most of which were shown by students. The results of observations made on students in class X AP 2 at SMK N 1 Sukasada. note that there are some students who experience behavioral symptoms who want or do not want to think well and argue with others Logically

1.1 Characters help others

The character of refuting the opinions of others is the need to respect others, seek support from others, have polite behavior

1.2 Application of Character helps others:

The application of the character refutes the opinion logically. students can apply modeling techniques by showing job simulations that are in accordance with the character of helping others. After that, the student lives in one and two lives deviating to find out the results of

discussion from other groups. After one stay, two stray students did a sociodrama that had been created with a theme to help others and display it in front of the class. After doing a sociodrama, the author conducted a placebo technique, in which one student will be presented with a positive and negative attitude by 2 friends. In the placebo technique he has a code of ethics that should not be angry, upset, and offended. After doing the placebo technique, students will read the diary that has been made. Then students fill out the questionnaire shared by the author. Finally, students fill out a reflection journal about the activities of Classical Guidance services that have been carried out.

1.3 Counseling Behavioral

Behavioral counseling is one of the theories of counseling that exists today. Behavioral counseling is a form of adaptation from the flow of behavioristic psychology that emphasizes its attention to visible behavior. Behavioral counseling is also known as behavior modification which can be interpreted as an action that aims to change behavior. According to skiner behavioral is the use of behaviorism concepts in the implementation of counseling, such as reinforcement concepts, which are a form of adaptation of Pavlov's classical conditioning theory, and operant conditioning of Skinner (Oktariana, 2012)

1.4 Modeling Technique

The term modeling comes from English, which means imitating, imitating, modeling, or imitating. This technique counselees can observe someone who is used as a model to behave and then strengthened by imitating the behavior of the model. In this case, the counselor can act as a model that will be imitated by the counselee (Rahmayati, 2016). Modeling technique is part of behavioral therapy. Which is where the behavior technique focuses on visible behaviors and stimulating external causes. Behavior views humans as very mechanistic, because they analogize humans like a machine. The mechanistic concept explains the stimulus response as if stating that humans will move or do something if there is stimulation (Rahmayati, 2016).

2 Methodology

The type of research used in this study is a "quasi-experimental" research design. "Design nonequivalent to the pretest-posttest control group design" is because the researcher treated the group and carried out prestige before the treatment was given. This research was conducted at SMK N 1 SUKASADA The population in this study were students of class.

3 Results and Discussion

The results of distributing questionnaires given to students at the end of the study showed that each student experienced an increase in refuting the opinions of others logically.

Table 1. Results

Data	X	Q ₁	t _{count}	t _{table}	Information
Pre Test	33.7	2.902	2,41	1,69	Significant
Post Test	38.033	2.442	2,41	1,69	Significant

Students of class X AP 2 of SMK N 1 Sukasada show the Pre-Test Average: $\bar{X} = 33.7$ $\square = 2,902$ tcount = 2.41 ttable = 1.69. Significant Post-Test Mean: $\bar{X} = 38,033$ $\square = 2,442$ tcount = 2.41 ttable = 1.69. Significant. Price of tcount, compared with ttable price with df = n1-1 = 30-1 = 29. Price ttable for db 58 and with a significance level of 5% ($\square = 0.05$) is 1.69 Thus, tcount price is greater than ttable price, so H0 is rejected and Ha is accepted. This means, there is a significant difference to students of class X AP 2, between before and after using behavioral counseling theory with Modeling techniques. Conclusion: the application of behavioral counseling theory with the Modeling technique has an effect on students of class X AP 2 of SMK N 1 Sukasada.

4 Conclusion

Based on the results of analysis and discussion, it can be concluded that the effectiveness of Ivan Pavlov's behavioral counseling modeling technique to improve the character refutes the opinions of others logically through lesson study. This type of research was quasi-experimental with the design of the pretest-posttest control group. This study uses a population of 60 students, with a sample of 30 students. The method of collecting data uses a 30 item character questionnaire. The results of the data analysis were $2.41 > 1.69$ t_{table} so that Ho was rejected, and Ha was accepted. So there is a significant difference.

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