

Transportation Business Sector : Operating Costs and Total Sales Before and Post Covid-19 and the Implications for Net Profit at PT. Nuansa Ilham Prima Sukabumi, Indonesia

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Abstract:- The excesses of the emergence of health crises which were exacerbated by the spread of the COVID-19 pandemic which began to paralyze various sectors of the economy in Indonesia including the transportation service business sector was strengthened by the issuance of a government regulation that prohibits people from traveling across regions, resulting in the transportation business sector experiencing losses. This research was conducted to verify and re-examine changes in Operational Costs and Total Sales to Net Profits at PT. Nuansa Ilham Prima Sukabumi, Indonesia before and during the Coronavirus Disease (COVID-19) pandemic. The research design used the ex-post-facto method. The population uses the entire income statement, the sample used is the financial statement of income for 42 reporting periods. Data collection techniques were obtained secondary. The data analysis method used is the classical assumption test, analysis of the coefficient of determination, multiple linear regression and to test the hypothesis the t-test and F-test were used. The results showed that before and during the occurrence of COVID-19, any changes in operating costs and total sales simultaneously had a positive effect and significant on net profit at PT. Nuansa Ilham Prima Sukabumi, West Java, Indonesia.

Keywords:- Component; Operating Costs, Total Sales and Net Profit, Before and Post Covid-19.

I. INTRODUCTION

The business world is currently facing increasingly competitive competition, coupled with the flow of globalization and advances in information technology that are increasingly touching various corners as if the world is becoming narrow, marked by the occurrence of the industrial revolution 4.0 (IR 4.0), causing massive changes (the era of

disruption.) in various human activities in serving themselves and in serving others by being able to create relevant products according to current needs which are supported by the use of sophisticated technology and appropriate marketing strategies. This is of course necessary to achieve the long-term goals of individuals and companies that are profit-oriented. So that a superior strategy that is relevant to today's market needs to be found which is supported by the right decisions by management, to manage and apply them properly to create continuous development and growth of the company during intense competition. The basic reason for the establishment of each company refers to its vision and mission with different goals, however, the main goal is to achieve success both financially and non-financially, namely profit, quality service, and increasing levels of satisfaction, especially what about the existing resources. efforts can be made so that the maximum profit can be obtained by the company.

Net profit can be said as a quantitative summary of the company's activities and describes the company's ability to face various challenges and competition in every situation and condition of the market environment. Using operational costs effectively and efficiently but being able to generate large amounts of income is the concept and strategy of most companies in various sectors, including companies in Sukabumi, one of which is PT. Nuansa Ilham Prima Sukabumi, West Java. PT. Nuansa Ilham Prima Sukabumi, West Java, is a company that is committed to providing services in the service sector, namely transportation services. As with other companies, the main objective of PT. Nuansa Ilham Prima is that it is recognized by the market, the services offered can meet the needs of the community, earn income and make large profits. The ups and downs of net profits can be affected by operating costs and the number of sales during the accounting period concerned.

The empirical facts obtained by us during the field show that the increase and decrease are considered to be still in a reasonable condition in terms of operating costs and total sales followed by increases and decreases in net profit from 2017 to the end of 2019 or before the outbreak of the COVID-19 outbreak. In the first semester of 2020, there was a significant change in the total operating costs, total sales, and net profit, where these changes showed a drastic decrease from the previous year period. This condition occurred because at that time the outbreak of the COVID-19 pandemic began which had implications for the uncertainty of business activities in various sectors until the implementation of government policies regarding the lockdown of the “semi-lockdown” borders which were translated into Indonesian with the Large-Scale Social Restrictions (PSBB) policy (Mulyiddin, 2020).

The implementation of the PSBB is based on the issuance of the Indonesian Government Regulation, 2020, Number 21 / PP / 2020, Concerning Large-Scale Social Restrictions (PSBB) which was signed by the President of the Republic of Indonesia on March 31, 2020. Territorial lockdown, PBB including social distancing) requires restrictions on activities and stay at home and Work From Home (WFH), prohibits citizens/communities from traveling, and must avoid crowds of people. So that this is very paralyzing PT. Nuansa Ilham Prima Sukabumi, which is engaged in the transportation service business sector and for 2 months was unable to carry out its operations which resulted in changes to the absence of revenue from service sales and resulted in a decrease and even net loss during March and April 2020.

The conduct of this research begins with the basis of an interest in verifying and re-examining changes in operating costs and the number of sales and their implications for net profit at PT. Nuansa Ilham Prima Sukabumi. The findings show that externally the phenomenon of the COVID-19 period can affect the company's overall operations, which has implications for a decrease in the company's net profit. So that this condition is considered attractive for the author to know the internal factors from a quantitative perspective that can affect the ups and downs of net profit, including the change in the number of operating costs and the number of sales of PT. Nuansa Ilham Prima Sukabumi, West Java, Indonesia.

II. LITERATURE REVIEW

A. Operating Costs

Operational costs are the total costs incurred related to the company's activities in carrying out its activities other than production activities along with sales and general administration costs in it (Margaretha, 2011).

Meanwhile, according to Syahrul & Nizar dalam Rossalina (2017), operational costs are the accumulated expenses incurred in a company as a result of administrative and marketing activities and actions. In most of the literature, some call it non-manufacturing expense, which is a cost that has been budgeted and it is clear that it is allocated for each

period, not with products but as a result of administrative and marketing activities and actions which are costs that have been budgeted for each period about time and have already been spent. intended, meaning that the costs are not related to the product. These costs are the cost of selling and general administration processes.

Thus, the net profit can increase if the company can make cost efficiency. Vice versa, if the use of costs occurs excessively, it can cause net profit to be less (Jusuf, 2008). This is by the results conducted by Suhayati & Aripin (2019), which is known that operating costs affect net profit.

B. Total Sales

The amount of sales is the accumulation of the number of sales during a certain period that can be obtained or will be obtained by a company (Aliminsyah & Padjji, 2003).

Meanwhile, according to Daryanto (2011), the number of sales of a product or service is an indicator that can describe the success of a company in selling several products and services that are widely used by the market.

The increase in net profit depends on the behavior and changes in the number of sales of goods or services because if all costs incurred are lower than the goods or services can be sold, it will bring profit, so the level of profit is influenced by the number of sales which is one of the most important factors related to marketing (Rahardjo, 2010).

C. Net Profit

Every economic event is closely related to transactions that result in revenues and expenses which are the causative factors for the incidence of profit or loss. Profits arise if during a certain period the results of the comparison between total income and total expenses show a positive difference (Hery, 2016).

Meanwhile, according to Nasution & Marlina (2015), net profit is the final value of the amount of profit a company has in a certain period after taxes deduct it. So that net profit is several advantages that are owned before tax deducted by income tax (Hery, 2016).

Based on this description, from the conceptual dimension, it is known that operating costs and sales amounts represent the proposition of a causal relationship, which places any change in cost behavior and changes in the number of sales will result in changes in net profit. By the research results of Efilia (2016), the results show that there is a high relationship between the number of sales and operational costs. To generate net profit as expected to achieve success and business development, it is deemed necessary for the company to always focus attention on receiving the number of sales and the amount of expenditure in each of the company's operational activities.

III. RESEARCH METHODS

A. Research Conceptual

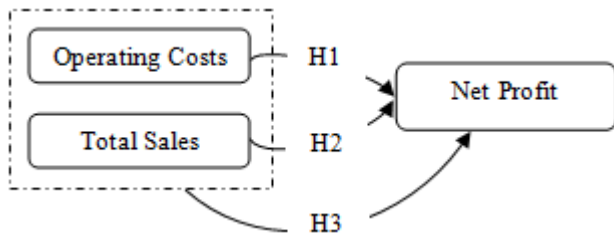


Figure 1: Resesarch Conceptual

B. Research Model

The research method is a systematic effort on how the data is obtained that meets the relevant objectives and uses by the researcher using a logical and scientific way (Sugiyono, 2019). This research was conducted with a quantitative research approach using explanatory and causal analysis. Quantitative research is an approach to testing the objective theory by examining the relationship between variables (Creswell, 2014).

This type of research is considered exploratory, and the researcher only intends to observe what is happening (Gammst et al., 2008). Explanatory research is a study that studies the relationship between two or more variables through hypothesis testing (Cooper et al., 2014).

PT. Nuansa Ilham Prima Sukabumi is the subject of this study and its financial statements are used as objects in this study. In this research, there are three variables to be examined, namely net profit as a response variable, while the predictor variables are operational costs and total sales. The population uses all financial reports of PT. Nuansa Ilham Prima Sukabumi. The sample used is the financial statements of PT. Nuansa Ilham Prima Sukabumi for the period 2017 to June 2020 or as many as 42 sample data of financial statements, more specifically in the form of financial statements of income based on purposive sampling technique.

The data collection technique used the observation method using secondary data. Secondary data, namely data obtained not directly but based on the main source which has been documented as a reference. Secondary data is sourced from the records or financial statements of the company concerned (Sekaran & Roger, 2017). The analytical method used classical assumption test, multiple linear regression analysis, analysis of the coefficient of determination (R²), and statistical analysis (t-test and F test).

C. Equations

As for the formulation of multiple linear regression analysis model used:

$$(1) \quad a + b_1X_1 + b_2X_2 = y$$

IV. RESULTS

This research used financial statement data of PT. Nuansa Ilham Prima Sukabumi Indonesia, obtained from the company's finance department.

The data analysis method for pre-requisite data is used the classical assumption test with the aim that the data obtained meets the assumptions and will later provide biased interpretation results. The classic assumption test in this study is the normality test, multicollinearity, heteroscedasticity, and autocorrelation. The results of the tests that have been carried out show that the data is free and meets classical assumptions so that it is suitable for use for testing and data analysis at a later stage.

A. Multiple Linear Regression Analysis Model

Coefficients ^a						
Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	3.476E+7	2.913E+7		1.193	.240
	Operating Costs	-.067	.296	-.033	-.225	.823
	Total Sales	.709	.109	.940	6.500	.000

a. Dependent Variable: Net Profit

Table 1. The Results of the Multiple Regression Analysis Model

Source: Secondary data, processed (2020)

From table 1 the equation can be obtained:
 $476E+7 + (-0,067) X_1 + 0,709 X_2 = Y$

With the following interpretation:

1. The value of 3.476E + 7 is a constant, meaning that if the operational costs (X₁) and the number of sales (X₂) do not change, then the amount of net profit (Y) = 3.476E + 7.
2. The value of the b₁ direction is the operational cost regression coefficient (X₁) which is -0.067 indicates a negative sign, which means that if the variable operating costs increase by IDR. 1, - it will result in a decrease in net profit of IDR. 0.067.
3. The value of the b₂ is the direction of the regression coefficient of the number of sales (X₂), which is 0.709, indicating a positive sign, which means that if the amount of sales increases by IDR. 1, - it will result in an increase in the amount of net profit by IDR. 0.709.

B. Analysis of the Coefficient of Determination (R²)

Table 2. The Result of Analysis of Determination Coefficient

Model Summary				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.911 ^a	.830	.821	57778597.778

a. Predictors: (Constant), Total Sales, Operating Costs

Source: Secondary data, processed (2020)

It is known that the value of the R-Square (R^2) = 0.830 or 83.0%. This means that operating costs (X_1) and total sales (X_2) simultaneously contribute 83.0% of the effect on changes in net profit (Y) at PT. Nuansa Ilham Prima Sukabumi, while 17.0% is the rest influenced by other independent variables outside the variable operating costs and total sales.

C. Hypothesis Test

To see the significance level of the influence of the two types of independent variables, namely operating costs (X_1) and Total Salse (X_2) on the dependent variable namely net profit (Y), then hypothesis testing was carried out using the t-test and the F-test.

1. t-test of The Effect of Operating Costs On Net Profit

Table 3. The Results of t-Test The Effect of Operational Costs on Net Profit

Coefficients ^a					
Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
1	(Constant)	6.873E+7	4.085E+7	1.683	.100
	Operating Costs	1.645	.193	.803	8.527

a. Dependent Variable: Net Profit

Source: Secondary data, processed (2020)

Value has a significance of operating costs of $0.000 < 0.05$ ($\text{sig} < \alpha$) and $t\text{-count} < t\text{-table}$ with $n - k$, so it is obtained that $8,527 > 2,023$ with a significance level of 0.05 has proven that H_0 is rejected and H_1 is accepted, meaning that it is found that there is a significant effect. operating costs against net profit.

2. t-test of The Effect of Total Sales On Net Profit

Table 4. The Results of t-Test The Effect of Total Sales on Net Profit

Coefficients ^a					
Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
1	(Constant)	3.300E+7	2.773E+7	1.190	.241
	Total Sales	.687	.049	.911	13.946

a. Dependent Variable: Net Profit

Source: Secondary data, processed (2020)

The significance value of the number of sales = $0.000 < 0.05$, with $\alpha = 0.05$, and/or $t\text{-count} > t\text{-table}$ with $42 - k$ ($42 - 3$), the $t\text{-count}$ value obtained is 8.527 and the $t\text{-table}$ value is 2.023, then it is obtained $13.946 > 2.023$, has proved that H_0 is rejected and H_2 is accepted. It means that there is a significant effect of the number of sales on net profit.

3. F-test Effect of Operational Costs and Total Sales on Net Profit

Table 5. F Test Effect of Operational Costs and Total Sales on Net Profit

ANOVA ^a						
Model	Sum of Squares	df	Mean Square	F	Sig.	
1	Regression	6.340E+17	2	3.170E+17	94.963	.000 ^b
	Residual	1.302E+17	39	3.338E+15		
	Total	7.642E+17	41			

a. Dependent Variable: Net Profit
b. Predictors: (Constant), Total Sales, Operating Costs

Source: Secondary data, processed (2020)

From table 5, it is obtained that the value of $\text{sig} = 0.000 < 0.05$ and $F\text{-count} > F\text{-table}$ with $df(n1) = 42 - 1$ and $df(n2) = 42 - 3$. Obtained the value of $F\text{-count} = 94,963$ and $F\text{-table}$ value of 2.85. So that $94.963 > 2.85$, it is proven that H_0 is rejected and H_3 is accepted. It means that simultaneously there is a significant influence between operating costs and the number of sales on net profit.

D. Discussion

1. The Effect of Changes in Operating Costs on Net Profit

The regression analysis test results show that the value of operating costs is -0.067 which shows a negative sign, meaning that if the operational costs increase by IDR.1, - it will result in an increase in the amount of net profit by IDR.-0.067 or the net profit decreases by IDR. the variable operating costs change, namely a decrease of Rp.-1, this will have implications for changes in the amount of net profit to increase by IDR + 0.067 or in other words, the net profit increases by IDR.0.067. This shows that the effectiveness and efficiency of the use of operational costs used can affect the level of net profit at PT. Nuansa Ilham Prima Sukabumi, West Java Indonesia.

t-test results, operating costs have a positive and significant effect on net profit at PT. Nuansa Ilham Prima Sukabumi, West Java Indonesia, it can be seen from the value of $t\text{-table}$ (2.023) and $t\text{-count}$ of operational costs (8,527), where ($t\text{-count} > t\text{-table}$) or ($8,527 > 2,023$), besides that it is known that the value of $\text{sig} < \alpha$ or ($0,000 < 0.05$), proving that H_0 is rejected (H_1 is accepted) the meaning is that operational costs have a positive and significant effect on net profit at PT. Nuansa Ilham Prima Sukabumi, West Java Indonesia. These results indicate that in the conditions before the occurrence of COVID-19, where the number of transportation service users of PT. Nuansa Ilham Prima Sukabumi, West Java Indonesia increases is always followed by an increase in operational costs which have implications for an increase in net profit, so that normatively and conceptually net profit is the number of activities carried out in the company's operations. Likewise during the Covid-19 period when net profit decreased and even did not earn, due

to reduced or even no operational activities as the basis for income which would eventually become net profit. Thus in this case, before and during the occurrence of COVID-19, it shows that changes in operating costs have a significant and positive effect on net profit at PT. Nuansa Ilham Sukabumi, West Java Indonesia. These results strengthen the research of Suhayati & Aripin (2019), which states that operating costs have an effect on net profit. This means that these results have answered the phenomenon that is the basis of the problems in this study.

2. The Effect of Changes in Total Sales on Net Profit

The regression coefficient value for the number of sales is 0.709, a positive sign, which means that if the number of sales increases by IDR. 1,- it will result in an increase in the amount of net profit by IDR.0.709. Vice versa, if the number of sales changes, namely decreasing by IDR.1,- it will have implications for changes in the amount of net profit, which is a decrease of IDR.0, 709. This shows that the ups and downs of the number of sales can affect the net profit at PT. Nuansa Ilham Prima Sukabumi, West Java-Indonesia. So that the company always has to increase the number of sales as high as possible to be able to generate high net profit, which of course assumes that the company must be able to suppress other factors that can reduce the amount of net profit.

The results of the t-test, the number of sales has a positive and significant effect on net profit at PT. Nuansa Ilham Prima Sukabumi, West Java Indonesia, this can be obtained from the value of t-table (2.023) and t-count the number of sales (13.946), where (t-count > t-table) or (13.946 > 2.023), besides that it is known that the value of $\text{sig} < \alpha$ or (0.000 < 0.05) , it is proven that H_0 is rejected (H_2 is accepted) it means that the number of sales has a positive and significant effect on net profit at PT. Nuansa Ilham Prima Sukabumi, West Java Indonesia. These results indicate that in the conditions before the occurrence of COVID-19, the number of transportation service users, namely PT. Nuansa Ilham Prima Sukabumi, West Java Indonesia increases, so the number of sales will increase which has implications for an increase in net profit. So that during the time of COVID-19, the net profit decreased and even did not get a profit, because of reduced or even no revenue from total sales. Thus in this case, before and during the occurrence of COVID-19, it shows that changes in the number of sales have a significant and positive effect on net profit at PT. Nuansa Ilham Prima Sukabumi, West Java Indonesia. These results reinforce the research results of Murni et al., (2018), that sales volume has an effect on net profit. This means that these results have answered the underlying problems in this study.

3. The Effect of Changes in Total Sales on Net Profit

From the results of the F-test, it is known that changes in operating costs and total sales together have a positive and significant effect on net profit at PT. Nuansa Ilham Prima Sukabumi, West Java Indonesia can be seen from the value of F-table (2.85) and F-count (94.963), where (F-count > F-table) or (94.963 > 2.85) besides that it is known that the value of $\text{sig} < \alpha$, or (0,000 < 0,05), it has been proven that H_0 is rejected (H_1 , H_2 & H_3 are accepted). It means that

simultaneously there is a significant effect of changes in operating costs and the number of sales on net profit at PT. Nuansa Ilham Prima Sukabumi, West Java Indonesia. As well as the contribution of the effect of changes in operating costs and the number of sales to net profit at PT. Nuansa Ilham Prima Sukabumi, West Java Indonesia of 0.830 or 83.0%, while 17.0% is the rest influenced by other independent variables outside the variable operating costs and the amount of sales.

In accordance with these results, in this case before and during the occurrence of COVID-19, where the net profit has decreased and even did not make a profit, due to reduced or even no operational activities so that the company did not incur costs for operations which resulted in decreased sales or even not. cut income from sales which has implications for net profit. So that in this case, before and during the COVID-19 period, it shows that any changes in operating costs and the number of sales have a significant and positive effect on net profit at PT. Nuansa Ilham Prima Sukabumi, West Java Indonesia. This reinforces the results of research conducted by Anjani (2016), showing that business income generated from the sale of products or services by issuing operational costs has an effect on the level of company net profit in the transportation sector. This means that these results have answered the phenomena proposed as the basis of the problems in this study.

V. CONCLUSION

The research results have answered the proposed hypothesis and the proposed phenomena as the basis of the problems in this study. Then the following conclusions can be drawn:

1. Whereas before and during the occurrence of COVID-19, changes in operating costs partially had a positive effect on net profit at PT. Nuansa Ilham Prima Sukabumi, West Java Indonesia. The contribution of the influence of operational costs on net profit is 0.645 or 64.5%, while the remaining 35.5% is influenced by other variables not examined.
2. That before and during the occurrence of COVID-19, changes in the number of sales partially had a positive effect on netprofit at PT. Nuansa Ilham Prima Sukabumi, West Java Indonesia. The contribution of the effect of total sales on net profit was 0.829 or 82.9%, while the remaining 17.1% was influenced by other variables outside of operational costs and total sales.
3. The research results show that before and during the occurrence of COVID-19 that changes in operating costs and total sales together have a positive effect on net profit at PT. Nuansa Ilham Prima Sukabumi, West Java Indonesia. The magnitude of the contribution of the effect of operating costs and total sales together on net profit is 0.830 or 83.0%, while 17.0% is influenced by other variables outside of operating costs and total sales.

FUTURE WORK

The limitations of this research are carried out when economic conditions are experiencing uncertainty as an excess after the emergence of the health crisis which was exacerbated by the outbreak of the COVID-19 pandemic which has paralyzed various economic sectors in Indonesia, including the service business sector. So this research cannot describe the company's financial condition and business environment normally and ideally. Therefore, to obtain more powerful results, it is deemed necessary for further researchers to add and place economic uncertainty, health crisis, and/or economic crisis as predictor variables or place them as moderating variables.

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