

## ABSTRAK

Penelitian ini bertujuan untuk menguji dan menganalisis pengaruh *Knowledge Management* terhadap keberhasilan usaha dengan kompetensi sebagai variabel *intervening* pada UMKM di Kabupaten Sidoarjo.

Jenis penelitian ini adalah penelitian kuantitatif. Populasi yang digunakan adalah pelaku usaha UMKM di Kabupaten Sidoarjo. Penelitian ini menggunakan teknik *non-probability sampling* dan *Purposive Sampling* yaitu teknik pemilihan dengan menentukan kriteria yang diinginkan untuk mendapatkan jumlah sampel, maka jumlah sampelnya sebanyak 112 responden. Metode pengumpulan data menggunakan kuisioner. Metode analisis yang digunakan adalah SEM-PLS (*Structural Equation Modeling-Partial Least Square*) dengan menggunakan program smartPLS versi 3.0.

Hasil pada penelitian ini menunjukkan bahwa *Knowledge Management* berpengaruh positif dan signifikan terhadap keberhasilan usaha. *Knowledge Management* berpengaruh positif dan signifikan terhadap kompetensi. Kompetensi berpengaruh positif dan signifikan terhadap keberhasilan usaha. Kompetensi mampu memediasi pengaruh *Knowledge Management* terhadap keberhasilan usaha.

**Kata Kunci:** *Knowledge Management*, Kompetensi, dan Keberhasilan Usaha.

## ABSTRACT

*This research aimed to examine and analyze the effect of knowledge management on business success at UMKM in the Sidoarjo district, with competency as the intervening variable*

*The research was quantitative. Furthermore, the population was UMKM business in the Sidoarjo district. The data collection technique used a non - probability sampling technique and purposive sampling as the sampling technique i.e., a selection technique with determined criteria to get the number of samples. In line with that, there were 112 respondents as the sample. Moreover, the instrument in the data collection was a questionnaire. The data analysis technique used SEM-PLS (Structural Equation Modeling-Partial Least Square) with the SmartPLS program 3.0 version.*

*The result indicated that knowledge management had a positive and significant on business success. Additionally, knowledge management had a positive and significant effect on competency. Likewise, competency had a positive and significant effect on business success. In addition, competency was able to mediate the effect of knowledge management on business success.*

**Keywords:** *Knowledge Management, Competency, Business Success*

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