# THE BLIND ENTREPRENEUR MINDSET IN MANAGING MORE CAFE WYATA GUNA BANDUNG

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## Abstract

The orphanage is one of the solutions to handling every abandoned individual. It helps to improve the child's welfare a way of educating, taking care of, guiding, giving directions, and providing some skill sets to develop independence for each individual. The independence which is focus of this research is aiming at economic independence where an entrepreneur mindset is expected to develop among the blinds inside the orphanage. This has become an attractive point since the blinds will be guided in strengthening their entrepreneurial spirit. The approach being used is descriptive with the qualitative method. The outcome of this research is to provide useful insights into developing theories related to the social worker's role in implementing the blind entrepreneur mindset of More Cafe Bandung.

*Keywords: Blind, Entrepreneur, Mindset, Independence.*

## 1. INTRODUCTION

In fact, every human being has the right to live and maintain the continuity of his life. It also applies to children with the right to continue and gain a worthy life (Peraturan Menteri Sosial Republik Indonesia, 2011). However, some may not be able to gain one and thus ended up being unattended.

The abandoned beings are individuals whose rights are ignored by irresponsible people including their parents and families. In the case of the disabled (Carroll, 2012), disability remains a socially problematic issue in the wold (Adioetomo et al., 2014,Leplege et al., 2016). WHO records that more than one billion (15% of the world's population) experience various kinds of either permanent or temporary disabilities (Carroll, 2012). The number is estimated to continuously increase along with the aging of civilization, chronic maladies, and methodologies improvement in measuring disability (Islam, 2015).

Disability is not only experienced by someone or a group of people with a certain position or age but also anyone has the possibility to experience the same thing depending on some factors. The aberration inside a fetus is not the only factor. Other things such as workplace injuries, road accidents, and disasters can be the cause of disability. If the disabled have an equal position in society to the non-disabled, then they have an equal right to obtain working opportunities (Sukarno & Nirawati, 2016).

There are 15% of the world's population is disabled and 785 million others or 80% of the population are of productive working age (ILO, 2015). Previous research shows that the disabled struggle in the workforce market (Berlinski et al., 2021) are not given the same opportunity as non-disabled (Goodley et al., 2014,Hogan et al., 2012,Norafandi & Diah, 2017).

Law Number 8 of 2016 regarding Disabled mentions that a disabled is every individual who has limited physical, intellectual, mental, and sensors for a long period of time and is also limited in interacting with the surrounding also struggling in full and effective participation with other people according to equal rights (Khairuzzaman, 2016).

The disabled mentioned in this case are the blind. Blind is a condition where one's

vision is not functional and this may be caused by a flaw or the organ itself cannot perform perfectly. The blind who has no remaining vision left will function their hearing to communicate. They can be more sensitive and able to identify somebody's voice really well (Sulthon, 2016).

In order to fulfill human rights specifically the blinds, an institution where the function could replace the role of parents is urgently.

## 2. LITERATURE REVIEW

Social Welfare is one of the important aspects in the life of human civilization, where social welfare affects various areas of life and where its orientation is complexly focused on humans, society and social problems. In particular, social problems include the basic need to fulfill clothing, food and shelter where the economy is the estuary. Where the concept of social welfare is as follows: Social welfare is an organized system of social enterprises and institutions aimed at assisting individuals and groups to achieve satisfactory standards of life and health, and to achieve personal and social relations with personal and social relations which enable them to develop their full capabilities, and to enhance their well-being in line with the needs of their families and communities (Sosial, 2021). Social welfare is a system that is structured and organized in an institution and social service which is an effort whose goal is to achieve a prosperous life by increasing the ability of individuals and groups both in solving problems and in meeting their needs which are executed by social workers.

Social work is a profession of service to humans (individuals, groups and communities) in providing professional services, social workers must have a scientific foundation of knowledge and skills, where the definition of social work is as follows: Social work is a professional activity to help individuals, groups and communities in increasing or improving their capacity to function socially and create conditions conducive to achieving that goal (Zastrow in (Suharto, 2014).

Social workers must be based on scientific knowledge and skills to be able to

needed to overcome the abandonment and any other problems faced by the blinds (Peraturan Menteri Sosial Republik Indonesia, 2011). The institution has a similar role and position through the government as well as a private institution such as Child Social Welfare Institution or orphanages.

help individuals, groups and communities to function to meet their basic needs. They must be able to function as a whole, social functioning by definition is as follows: Social functioning is the ability of people to handle important tasks and activities in meeting their basic needs and carrying out their main social roles as expected by the culture of a particular community (Karls & Wandrei, 1998; Longres 1995 in (Fahrudin, 2018). Someone who is able to carry out his role in his activities in society in order to fulfill his basic needs can be interpreted that the human being functions socially but if humans cannot fulfill their needs then social problems will arise in their life.

Social problem is a symptom or phenomenon that appears in the reality of social life. In everyday life this phenomenon is present together with other social phenomena, so to be able to understand it and distinguish it requires an identification. Social problems are when the appropriateness of cultural elements can endanger the life of a social group. The definition of social problems is as follows: Social problems are a condition that is felt by many people who are unpleasant and collective social action solutions. From this definition it can be concluded that social problems have characteristics, namely conditions that are felt by many people, conditions that are considered unpleasant, and conditions that demand solutions through social action. (Horton and Leslie in (Suharto, 2014) Blind people are people with social problems which have limitations on the function of the eyes to see and tend to use hearing for the process of assistance in

communicating, limited vision is an obstacle for a blind person in communicating.

As a result of psychologically blindness it will have an impact on negative attitudes towards him, alienating himself from the social environment, low self-esteem, feeling inadequate and useless and so on in short the experienced blindness is felt as a heavy burden and affects all patterns and activities of his life, including the model religious practice (Sulthon, 2016). To help the blind live a good life and get everything they deserve, social welfare assistance is needed so that the blind can function socially, one of which is to see how the mindset of the blind to strengthen their souls focuses on the entrepreneurial aspect. This entrepreneurial mindset is important for the blind in order to become financially independent. The definition of an entrepreneur mindset is as follows: Entrepreneurship is a particular type of mindset, a unique way of looking at the world, at the heart of entrepreneurship lies the desire to achieve, the passion to create, the yearning for freedom, the drive for independence, and the embodiment of entrepreneurial visions and dreams through tireless hard work, calculating risk taking, continuous innovation, and undying perseverance (Sulthon, 2016).

Mindset is an established mental attitude that is formed through education, experience and prejudice. Mindset (mindset) is a way of assessing and providing conclusions about something based on a certain point of view or form of thought or the way we think about something (Mulyadi (2007: 71). Entrepreneurship is a certain type of mindset, a unique way of seeing the world, at the heart of entrepreneurship lies the desire to achieve, the passion to create, the longing for freedom, the drive for independence, and the realization of entrepreneurial visions and dreams through tireless hard work, calculating risk taking, continuous innovation, and eternal persistence. Entrepreneurship is seen as the answer to overcoming economic problems by making new innovations to read and create profitable business opportunities. The definition of an entrepreneur is a person who

manages, organizes, and dares to take all risks to create new business and business opportunities (Wijayanti et al., 2021).

The interesting thing is that where the blind are directed to be able to manage a cafe which is part of the Wyata Guna orphanage, the management of a cafe by the blind is very unique because with limitations, the blind are able to do things that not all normal humans in general able to carry it out as well, management according to James A.F, is as follows: Management is the process of planning, organizing, leading, and supervising the efforts of members of an organization by using other resources in achieving predetermined organizational goals (Sukarno & Nirawati, 2016). Management cannot be done by everyone, especially people with normal lives, but the conditions this time show it is extraordinary that the blind can manage a cafe, welcoming and serving customers well. It is very interesting to know how the entrepreneur mindset is blind at cafe more (Sukarno & Nirawati, 2016).

The orphanage is one of the solutions to handling every abandoned individual. Those who are being taken care of by the orphanage will not only gain education but also protection, service, and facilities such as dormitory service, formal and non-formal education, healthcare, food, and clothing.

They do not only accommodate the children but also help them in improving their welfare in a way of educating, taking care of, guiding, giving directions, and providing some skill sets to develop the independence of each individual, everything that should have been done by their parents. Independence is a principle where one does not depend on somebody else and is able to view a human being as one complete physical and spiritual entity that could be realized in everyday life (Jannah, 2021: 4).

The independence which is the focus of this research is aiming at economic independence where an entrepreneur mindset is expected to develop among the blinds inside the orphanage. This has become an attractive point since the blinds will be guided in strengthening their entrepreneurial

spirit in managing a cafe built specifically for Wyata Guna Orphanages in Bandung.

Wyata Guna Orphanage is one of the orphanages located in Bandung City, Bina Netra Social Orphanage is under the supervision of the Ministry of Social of Indonesia. Wyata Guna located at Jalan Pajaran Bandung is an institution established by a professional Dutch doctor, C.H.A Westhoff. He was keen on the issue of the blind therefore this orphanage exists. On the 6th of August 1901, Wyata Guna Orphanage was established and continued to serve the blind until today. Owing many special programs to build potential, one of which is related to entrepreneurship, therefore the authors in this study were interested in raising the title "The Blind Entrepreneurial Mindset Manager of Cafe More Wyata Guna Bandung".

## 3. METHODS

The approach used in this research was descriptive using qualitative methods. The qualitative method in this research was by examining the data by describing the data from various collected sources, studying the data, and compiling the data.

**Research Design**

The research design used in this research was a case study. Case studies are research on the status of research subjects with regard to a specific or distinctive phase of the whole personality (Nazir, 2011: 57).

**Data Source**

The main data sources in qualitative research are words and actions, the rest is additional data such as documents and others. Data collection can use primary sources, and secondary sources. Primary sources are data sources that directly provide data to data collectors, and secondary sources are sources that do not directly provide data to data collectors, for example through other people or documents. Lofland and Loflanf (1984 Moleong, 2019: 157).

In this study, the sources of data collected consisted of primary data and secondary data. Primary data is a source of data consisting of words and actions taken directly by the researcher through direct or indirect observation to the research location and conducting in-depth interviews directly with informants. In addition, researchers collect secondary data or other additional data sources obtained indirectly from the source. Additional data sources include document studies. The document studies in question are in the form of books, journals, articles, and official websites regarding the data needed by researchers (Rosdiana et al., 2021).

**Data Type**

The type of data in this study was described based on the identification of the problem in order to be able to explain the problem of the study so that it could be explained in more detail. The types of data below were explored to find out the entrepreneurial mindset of the blind cafe manager at the Wyata Guna Social Panti, Bandung, as follows

Table 1
Information and Data Type

| No | Required Information | Data Type | Informant | Number of Informants |
|---|---|---|---|---|
| 1 | *Mindset* of blind entrepreneur cafe more manager | 1. Craft to reach the goal <br> 2. Creative Push <br> 3. Realizing Dreams | • Blind <br><br> • The orphanage party uses. | 2 persons |
| 2 | Barriers and efforts in managing cafe more | 1. Obstacles/Problems <br> • Internal <br> • External <br> 2. Efforts/Solutions <br> • Solution strategy | • Blind <br><br><br> • Customer | 2 persons |
| 3 | Practical and theoretical implications of social workers in research on the entrepreneurial mindset of blind cafe managers more | 1. Practical Implications <br> 2. Theoretical Implications | • Wyataguna social worker | 2 persons |

*Source: Researcher, 2022*

The types of data used in obtaining this information were entrepreneurial mindset, blind way of thinking, mindset realization, problem solving and self- actualization. This type of data is used as a guide for researchers to obtain information easily.

**Data Collection Technique**

Data collection techniques used by researchers were observation (non-participant and simple), interviews, and document studies so that they could find out all information related to informants regarding the required data (Soehartono, 2015).

1. Observation, Observations can be distinguished based on the level of control into two types, namely simple observation and systematic observation. In this study, the observation that the researcher used was simple observation. Simple observation (simple observation) is an uncontrolled observation, which is a simple description of observation and hearing (Emzir, 2018: 38). This allows researchers to conduct research by making observations at the beginning to get initial data from the research setting that researchers choose, this initial data will later be developed for future research to make it more in-depth. Observations can also be distinguished based on the role of the researcher, into participant observation and non-participant observation. In the study, researchers used non-participant observation. Non-participant observation is an observation that makes the researcher a spectator or witness to the symptoms or events that are the topic of research (Emzir, 2018: 40). This type of observation is used by the researcher because this observation illustrates that the researcher is not part of the Wyata Guna Bandung Orphanage or an employee of Cafe More Bandung, the researcher is outside, thus enabling the researcher to observe more accurately. 2. Interview Interviews can be defined as "language interactions that take place between two people in a

situation where one person is facing each other, that is, the person conducting the interview asks for information or expressions from the person being studied that revolves around his opinions and beliefs" (Hasan, 1963 in Emzir, 2018: 50). The researcher conducted in-depth interviews with each informant by providing a number of shadow questions that led to the problem formulation that the researcher compiled. The answers from informants are needed by researchers as material for analysis. 3. Document study Documents that may be available include: budgets, advertisements, job descriptions, annual reports, memos, school files, correspondence, information brochures, teaching materials, newsletters, websites, orientation or recruitment packages, contracts, complaints process records, posters, seconds - seconds of meetings, menus, and many other types of written items (Emzir, 2018: 62). These documents are documents needed by researchers and obtained from the Wyata Guna Social Institution and Cafe More Bandung. In addition, researchers also obtained data from documents that were not available at the orphanage, such as journals, books, etc (Sukarno & Nirawati, 2016).

**Data Authenticity Checking Techniques**

The test of the validity of the data in the research was credibility (credibility). In this study, the validity test was improved (data credibility) with research persistence strategies, triangulation (sources and techniques), and member checking.

**Data Analysis Technique**

In this study, to analyze the data the researchers used data analysis techniques from the Miles and Huberman (1984) model, namely data reduction (data reduction), data display (data presentation), and conclusions drawing/verification (drawing conclusions or verification) (Emzir, 2018 ).

**LOCATION AND TIME OF RESEARCH**

The research was conducted at Wyata Guna Social Panti, Jl. Pajajaran No.52 RT 006/03, Cicendo Bandung City, West Java.This research was carried out in early March until the researchers were able to conduct a proposal seminar session in August followed by the preparation of interview guidelines and the stage of field work for a full month in August to early September, for more details can be seen in Table 2.

Table 1
Research schedule

| No | Type of activity | Execution time | | | | | | | |
|----|------------------|----------------|----------|-----|-----|-----|-----|-----|-----|
|    |                  | 2021-2022      |          |     |     |     |     |     |     |
|    |                  | Mar | Apr | Mei | Jun | Jul | Aug | Sep | Okt |
|    | **Pre-Field Stage** | | | | | | | | |
| 1  | Scoping | ■ | | | | | | | |
| 2  | Study of Literature | ■ | ■ | | | | | | |
| 3  | Proposal Preparation | ■ | ■ | ■ | ■ | ■ | | | |
| 4  | Proposal Seminar | | | | | | ■ | | |
| 5  | Preparation of Interview Guidelines | | | | | | ■ | ■ | |
|    | **Field Work Stage** | | | | | | | | |
| 6  | Data collection | | | | ■ | ■ | ■ | ■ | |
| 7  | Data Processing & Analysis | | | | ■ | ■ | ■ | | |
|    | **Final Report Preparation Stage** | | | | | | | | |
| 8  | Writing Guidance | ■ | ■ | ■ | ■ | ■ | ■ | | |
| 9  | Endorsement of Final Research Results | | | | | | | ■ | |
| 10 | Final Report Session | | | | | | | ■ | ■ |

## 4.RESULTS DISCUSSION

This research was conducted factually and accurately through a process of observation, in-depth interviews, and document studies that had been carried out diligently. The observation was a technique in data collection done by researchers by making direct observations of the object of research. In this study, researchers conducted in-depth interviews as a technique for data collection and asked questions to informants needed by researchers using document study data. This technique used documents, archives from cafes and nursing homes, and journals related to the mindset of blind social entrepreneurs.

The answer to the results of the research, which is based on the first question about the Mindset of blind social entrepreneurs who manage Cafe More Bandung, raises two sub-themes, namely, (1) the way of thinking of the blind towards cafe management, (2) the application of the results of thinking/mindset of the blind such as the services provided to interactions with customers.

The answer to the results of the research based on the second question regarding the barriers experienced by the blind managers of Cafe More Bandung raises two sub-themes, namely, (1) internal inhibiting factors or obstacles from within and external barriers or obstacles that affect the visually impaired in manage cafe more Bandung.

The answer to the research results based on the third question is efforts or solutions in dealing with obstacles that arise in the Cafe More management process, raises one sub-theme, namely, the strategies used by the blind in providing solutions to existing obstacles.

The answer to the results of the research based on the last question regarding the implications of social workers on the research Mindset of blind social entrepreneurs who manage Cafe More Bandung raises one sub-theme, namely the role of social workers in training and guidance given to blind people who manage Cafe More Bandung.

Mindset is influenced by two factors, namely: 1) Internal factors This factor is a factor that exists in a person or individual. A person's mindset can change when he is able to change his perspective on the intelligence he has, both based on experience in work, skills possessed in work, good knowledge in work, level of education possessed. The point is related to internal factors, this change in mindset is attempted by the individual himself. 2) External factors These factors are factors that exist outside the individual or around the individual, such as parents, siblings, partners, co-workers, superiors or the social environment, the essence of which is the change in mindset that arises from outsiders of an individual. employees (Dweck, 2012:221). Independence comes from the word "Autonomy" which is something that is independent or the ability to stand alone with courage and responsibility for all behavior as an adult human being in carrying out their obligations to meet their own needs. The formation of independence is inseparable from the factors that support it to influence deeper independence. Therefore there are several other factors that play an important role in influencing independence.

### The mindset of Social Entrepreneurs for the Blind Cafe More Manager Bandung

Mindset is an established mental attitude formed through education, experience, and prejudice. Mindset is a way of assessing and giving conclusions on something based on a certain point of view or form of mind or the way we think about something (Mulyadi (2007: 71). Mindset needed by an entrepreneur is very varied and differs in an opinion by some experts. But this difference is not a wrong opinion. Because, basically the entrepreneurial mindset is rooted in persistence, perseverance, and never giving up (Anggarawati et al., 2019). Mindset is a set of beliefs or ways of thinking that affect a person's behavior and attitude which will ultimately determine the level of success in his life (Harotno, 2010: 243, Yoga 2008: 98).

Mindset is an activity of the human being that results in directed discoveries to a goal with a pattern of thinking to find the desired understanding. Mindset is a set of beliefs or thinking patterns that influence a person's behavior and attitudes. It ultimately determines a person's success level and future (Budiman, 2011: 107).

### The mindset of Blind Entrepreneurs in Managing Cafes More

Basically, the entrepreneurial mindset is a way of thinking that enables a person to face challenges, be able to make decisions, and be responsible for the decisions he makes. Everyone has an entrepreneurial mindset, including the blind as long as it is assisted by training and coaching. As the theme of this research involves the blind as the main informant in managing Cafe More, in this section the researcher will show the results of interviews with several informants to answer how the mindset of blind entrepreneurs in managing Cafe More.

In the process of managing by the blind at Cafe More, the view of entrepreneurship for the blind is like what and how. Based on the results of interviews with informant I01 as a Social Worker at Wyata Guna Bandung Panti stated:

> "The blind who work here must be serious. If they are serious, they will get ranked and get out of here (Panti Wyata Guna). We have production installations, so we will work on them on our own production installations. There they practice and will earn. Like Cafe More, their salary comes from cafe income."

The statement of the IF1 informant states that in the training process and the visual impairment coaching guidance if you want to be successful, begin from their seriousness, and seriousness in applying bartender training and computers, especially for this cafe.

Based on what the Social Workers Soca Warka Bandung will be. That only those who are serious are able to grow much better, but otherwise, then the visual impairment who preferred the road mostly returned to the initial environment and became unpolcined. So it is necessary to have a boost from within the tuna of the Networks if you want to be an entrepreneur. However, the entrepreneurial mindset needs trust, focus, and attitude.

**Trust**

Trust is a person's willingness to become vulnerable to the actions of other parties based on the hope that others will certainly consume important to the trustor regardless of the ability to monitor or control the other party. Trust confidence in a hope, assumption, or belief of a person about the possibility that the active person of action is will be useful, both and undermines the interests (Mayer et al, 1995).

"The 4 months barista is enough to learn how to make coffee and directly there is a certification of its bar if it is long. The purpose of the statement given the dried panti was not the other choice for our other networks. And I feel can learn independently independent, through this I know the basics for the ferrous of "Informant I02 also stated that to know the basic

Trust can appear in a task-oriented professional and addressed to achieve purposes and personality related to social or emotional interactions and focus on the relationship itself. Personal-related trust will stay longer than in the field of professional, individuals who have a belief in personal cases will hand over all their activities to others because they are confident that such a person is as expected (Lewis, 1985).

Trust in this regard in what they believe in themselves, their business, their business, and their service. When the visual impairment's own people confidence, then they will know which decision should pursue and which is not. But based on the results of the researcher's interview with the majority informant II2 IM2 which is Tana Netra's despair of the Cafe Manager More than his beliefs in the following training processes in the following:

> "The 4 months barista is enough to learn how to make coffee and directly there is a certification of its bar if it is long. The purpose of the statement given the dried panti was not the other choice for our other networks. And I most feel can learn indeed independently independent, through this I have the basic to the fishermen "

Informant I02 also stated that to know the basic entrepreneur at Cafe More Bandung should follow the 47 months of Barista training, it is also to be able to feel independent for the tuna Netland, so there is the same job opportunity. This statement is also assisted by the Informant IH04's factors who are also an entrepreneur of visual impairmentotel Cafe Manager more, that:

This month reinforced what IH0's informant said that training before managing Cafe More takes 4 months for the tuna Netland, and most importantly it is necessary during the training process to result in the results and migrant the purpose of entrepreneurial spirit through a good mindset.

**Focus**

The focus or concentration is the concentration of attention to an unrelated to the other, the focus of working here or the concentration of work is the concentration of attention to things done without being influenced by other things, therefore the concentration of attention can be concluded as a method to produce better work (Carroll, 2012).

Focus, many people want to open an effort, but they do not have a strong enough focus to pursue their goal. The focus in question is to see the opportunity of the existing issues. To focus on the goal to be achieved, the goal must be achieved by the tuna nettle without regarding negative opinions from others. Entrepreneurs with visual impairment should focus on managing business risks in the cafe management process and seek to achieve success. In line with this, the results of the researcher's interview with Informant I02 regarding the focus of blind entrepreneurs in managing café more are as follows:

> "If you want to manage a business, at least you have to know the basics first, although this is just a small business, I have learned a little bit, already know how it started, so later you can make your own café. With the concept of a café, this is good and can be developed to help other people with disabilities."

I02 stated that to be able to become an entrepreneur, you must first know the basics of entrepreneurship how and what entrepreneurship is like, especially managing a café, then informant I02 also added the influence of barista training for himself, as follows:

> "It's very big, especially if it is followed up by managing a business according to the basics, because not all graduates of this barista training manage cafes too, some return to their old professions, because some really can't live in Bandung and some go back to their hometowns"

I02 stated that the influence of barista training is very large if followed up but many blind people also prefer to continue their old work or return to their hometowns outside Bandung.

**Attitude**

Attitude is the evaluation or reaction of feelings. A person's attitude towards an object is a feeling of support or partiality or a feeling of not supporting or taking sides with the object, attitude is a person's readiness to act in a certain way towards certain things. This attitude can be positive and it can also be negative. In a positive attitude the tendency of action is to approach, to love, to expect a certain object, while in a negative attitude it is to hate or dislike a certain object (Durmaz, 2014).

Attitude as a pattern of behavior, tendency or loneliness anticipatory, predisposition to adjust to a social situation, or simply an attitude is a response to conditioned social stimuli (Hausman, 2000).

The attitude of an entrepreneur must have a certain mentality and character to be able to lead his business to success. Some entrepreneurial characters that support success are courage, persistence, adaptability, curiosity, collaboration, desire to learn, and decision making. This statement is also in line with that made by Informant I04 who is also a blind entrepreneur who manages café more, as follows:

> "It affects my confidence in entrepreneurship, so I feel that in the future I can open my own business, it really affects me. I think coffee is almost everyone's need and I also like it, more likely than massage."

I04 stated that working in this café more greatly affects his confidence in entrepreneurship and adds insight if in the future informant I04 opens a business, and already knows how to manage it. The informant I04 showed a determined mentality and character and also had the curiosity to continue learning to manage the café. In this case, Informant I04 says also:

> "Whatever the customer's response in its form may be whether it is angry or how we must continue to provide the best service"

This was clearly conveyed by the informant I04 as a form of strategy in maintaining the good name of the café more because even then it is very important to provide suggestions and input from others for the better development of the café more.

**Practical and Theoretical Implications of Social Work in Fostering a Blind Social Entrepreneurial Mindset at Cafe More**

In this research, it is hoped that it can contribute thoughts to the development of theories and concepts of social welfare related to the role of social workers in the implementation of the mindset of blind social entrepreneurs who manage cafes more Bandung, this research can provide an understanding of the law on persons with disabilities, and this research is expected to provide contributions and suggestions that are input for further research, especially applied research related to the role of social workers in fostering the mindset of blind social entrepreneurs at Cafe More Bandung.

## 5. CONCLUSION

- The blind who manages the Cafe More Bandung has their curriculum where curriculum only covers cafe management as a bartender; bakery problems have not been included in the work curriculum applied at the cafe more by Panti Wyata Guna Bandung. The Entrepreneurial Mindset of the Blind at Cafe More is very much shown by the blind who works at Cafe More. As evidenced in the interview session, the blind want to learn more about managing Cafe More because they hope to build the same cafe by hiring other blind people out there. This means that the Social Workers of Panti Wyata Guna Bandung have played their roles very well through bartender and computer training programs for blind cafe managers.
- Factors Supporting and Inhibiting Mindset Social Entrepreneurs for the Blind Cafe More Bandung Manager, namely the supporting factor is the spirit from within the blind to become entrepreneurs, the facilities and motivation provided by Panti Wyata Guna. The inhibiting factors or obstacles at Cafe More for the blind are not so many; only internal business problems can be resolved immediately by the blind and the orphanage.
- Practical and Theoretical implications of social work in dealing with social problems for the visually impaired in terms of welfare towards financial independence is quite successful because the blind who are severely during the training program and then have worked in cafes are more given a

salary for their work. The salary comes from the income earned by Cafe More every month. While the theoretical implication is that there are social work methods used before the blind have jobs, both in particular fields, namely bartenders and computers in this study, as well as in other areas, such as massage or stiatsu, where social workers carry out initial approaches, assessments, planning training programs, implementing training programs and post-training program stages.

Several suggestions and recommendations can be given based on the research results. These suggestions and recommendations are given without intending to offend any party. The researcher only wants to try to invite all parties to be much better at improving entrepreneurship training so that the blind who manage Cafe More Bandung:

1. To Wyata Guna Orphanage, Bandung
   The homestead for the use of Bandung, which is expected to have understood the situation of the blind, Cafe More managers who want to develop Cafe More better through innovation so that the orphanage can provide facilities for the blind to channel their innovations, especially the curriculum, adding bakery training.

2. To Families or Relatives of the Blind, Cafe More
   To the families or relatives of the blind café, managers to continuously provide support or encouragement for the blind cafe managers so that the blind can achieve prosperity both in general and financially independent in particular.

3. To the Community
   To the community, especially customers, so that they can accept and understand the limitations of the blind who have special needs in their vision, so customers can understand and be a little patient in the service process provided by the blind to all Cafe More customers.

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