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TECHNIQUES FOR EFFECTIVE COUNSELING WITH DISCONFICENT STUDENTS

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Abstract
Confidence is a belief that exists in humans who perceive life's challenges to be faced. Confidence has a very meaningful role in the process of life. One can miss various opportunities if one is not confident. The crisis of confidence is one of the biggest obstacles to action. Not only hesitate to act, even to the point of not acting. The purpose of this study is to provide tips for counselors in providing counseling to students who lack self-confidence. This research method is a literature study by collecting a number of literature in the form of books, journals that are relevant to the problem and objectives. The result of this research is that counseling can increase students' self-confidence if they pay attention to the quality of the counselor's relationship with the client. The quality of the counselor's relationship with the client plays a very important role which can be seen from the counselor's ability in four, congruence, unconditional positive attention, and respect for students.

Keywords: Skills, Counseling, Confidence.

Abstrak : Percaya diri merupakan keyakinan yang ada pada manusia yang mengangggap tantangan hidup dapay dihadapi. Kepercayaan diri memiliki peran yang sangat bermakna pada proses kehidupan. Seseorang bisa melewatkan bermacam-macam peluang jika tidak percaya diri. Krisis percaya diri adalah salah satu penghambat terbesar dalam bertindak. Bukan hanya ragu bertindak, bahkan sampai pada tidak bertindak. Tujuan penelitian ini adalah memberikan kiat bagi konselor dalam memberikan konseling pada siswa kurang percaya diri. Metode penelitian ini ialah studi literatur dengan mengumpulkan sejumlah literatur berupa buku, jurnal yang relevan terkait masalah dan tujuan. Hasil penelitian ini ialah konseling dapat meningkatkan kepercayaan diri siswa jika memperhatikan kualitas hubungan konselor dengan klien. Kualitas hubungan konselor dengan klien sangat berperan penting yang dapat dilihat dari kemampuan konselor dalam empat, kongruensi, perhatian secara positif tanpa syarat, dan menghargai siswa.

Kata Kunci : Keterampilan, Konseling, Peracaya diri

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INTRODUCTION

Confidence is an important aspect for every individual, especially for students to be able to actualize themselves (Sudarsana, 2016; Surya H, 2007). Self-actualization is a person's ability to develop the potential that exists in him (Budiati, 2010). Confidence is a belief that exists in the human soul that considers any challenge in life to be faced by doing something. (Sukiman, 2017) Confidence is believing that one can or is able to do something. (Fitri, 2016) explain that the more an individual loses self-confidence, the more difficult it will be to decide what is best for him or her. In these circumstances, teenagers tend to lose motivation. Confidence plays a very important role in one's success. A person will go through an identity crisis or identity uncertainty when they are unable to determine who they are, which can lead to the development of a personality system that is unrepresentative of their genuine selves (Netrawati, 2018).

Confidence has a role in making a meaningful contribution to life processes (Fitri, Emria., Zola, Nilma & Ifdil, 2018). Confidence is also one of the foundations of success in living life with optimism and the key to a successful and happy life (Taylor, 2009). Hariko (2017b) A person will go through an identity crisis or identity uncertainty when they are unable to determine who they are, which can lead to the development of a personality system that is unrepresentative of their genuine selves.

One can miss many great opportunities if one does not have self-confidence. The crisis of confidence here is one of the biggest inhibiting aspects of acting. Not only hesitate to act, even to the point of not wanting to act. Therefore, students who lack self-confidence can hinder their development because they close themselves off to others and rarely communicate with others, making it difficult to apply their abilities.

Counseling is often analogous to giving, which is a reciprocal activity between the counselor (who carries out the counseling) and the counselee (who gets the help or client). achieve their self-determination goals based on several choices that have been given well and are meaningful for them, as well as through solving emotional problems of interpersonal character. Guidance and counseling are disciplines that put a strong emphasis on helping people grow and develop (Hariko, 2016).

According to (Prayitno & Erman Amti, 2008), the implementation of counseling guidance includes strengthening the ability to communicate, both verbally and in writing. Strengthening the ability to receive opinions and argue dynamically, creatively, and productively Through guidance and counseling services, students are helped to get to know themselves, their environment, and their future. According to Hamrin (Prayitno & Erman Amri 2013), the purpose of counseling itself is to provide assistance to individuals, adjustments, and interpretations related to relationships in certain situations. Additionally, counseling and guidance services are crucial endeavors because they are meant to assist supervisees-counselors-in developing their capabillities (Hariko & Rachmawati, 2018).

This is supported by research (I. P. Sari & Yendi, 2018), which states that the self-confidence of students with disabilities can develop through guidance and counseling activities at school. These activities are carried out using several guidance and counseling services so that students are helped to increase their self-confidence. Selain itu (Hariko, 2018) If students intensively attend counseling, then they have a greater chance of being free from the complexity of the problems they face and helping students in self-development efforts. In addition (Nurkia & Sulkifly, 2020), Cognitive Restructuring Counseling states that it can increase self-confidence in XI Science students at MAN

Baraka, Enrekang Regency. That is, guidance and counseling services can increase student self-confidence, but things that need to be considered apart from the techniques provided by the way the counselor builds a counseling relationship also support the achievement of the goals of the counseling itself.

Based on this explanation, self-confidence is an important aspect for individuals, because self-confidence is a strong belief in the ability, values, and self-potential. This involves trust that we can overcome challenges, achieve goals, and contribute positively in our lives. Research found is usually related to how theory in individuals who are insecure, but forget how some of the techniques in the implementation of counseling guidance, especially in building relationships in students who are not confident. However achievement of the goals of counseling is determined by several components and the skills of the counselor itself (Gibson, R.L. & Mitchell, 1995). Explain that there are four basic counseling skills that must be possessed by counselors: communication skills, diagnostic skills, motivational skills, and management skills.

This study discusses the communication skills of counselors in building relationships with clients in order to increase the client's self-confidence. Prayitno (2013) explains that the result of building a counselor-client relationship is largely determined by how the counseling is carried out by the counselor. When building a counseling relationship with clients, counselors need strong motivation and intention to help them. This is a deliberate action on the part of the counselor, which will be followed by awareness in order to be able to direct the right direction in the service to be carried out.

Counseling that is successful is usually successful because the counselor has various ways of building relationships during counseling and is able to solve problems that exist in students through these unique ways. Students who are not confident will try their best to avoid a condition in communication (Triningtyas, 2016). This means counselors have to have a strategy for building relationships with students who have low self-confidence. (Asmita & Silvianetri, 2022) in his research produced capable group counseling and had an impact on increasing one's self-confidence in studying both at school and at the tertiary level. Because it is related to increasing student self-confidence, it can be increased through counseling, which in the counseling process requires counselor skills, namely building relationships with students so that students are able to increase their self-confidence.

Based on the phenomenon and research of self -confidence or counseling guidance quoted in this study, it is interesting to be studied more about how a counselor builds relationships with students who are not confident. This research will be a reference for the importance of self -confidence in individuals and how counselor techniques will build relationships with students who are insecure when the counseling process is carried out.

METHOD

This article uses literature study as its research method, literature study is research that collects a number of literature in the form of books, journals that are relevant to the objectives and problems studied. The stages of this research were collecting and reading journals and books related to counseling tips for insecure students, several journals and books were obtained from websites and libraries, the contents of each journal were reviewed and adapted to research. The technique for collecting data in this research uses documentation by searching for data related to the things and variables

studied. These things are in the form of notes, books, or articles and journals (Arikunto, 2010). This article uses journals and books as its main reference.

RESULTS AND DISCUSSION

Result in this study will explain a number of things that must be given more attention by counselors so that they can increase students' self-confidence. One way is to build relationships with other people because, in general, people who are not confident find it difficult to establish relationships with other people (Hazan, C., & Shaver, 2017). In this case, the counselor plays a role in increasing student self-confidence by building relationships with students with low self-confidence. There are several techniques for building relationships with clients, namely opening techniques, acceptance techniques, structuring techniques, reflective relationship building techniques, leading techniques, reassurance and suggestion techniques, and skills for ending counseling (Brammer, L.M.,& Shostrom, 1982).

1. Opening Techniques

Building a relationship the first time you meet, it builds trust. namely, a condition of mutual understanding and providing comfort. Counselors establish this condition by demonstrating their acceptance, warm attitude, and deep interest in students(Landreth, 2012).Prior to counseling, the topic of counseling generally dealt with problems that were personal and were heavily supported by anxiety, especially for students who lacked self-confidence. Often, problems are difficult to deal with quickly and immediately, especially in the presence of strangers who cannot be trusted. Here the counselor must resolve the client's fears and tensions, which are natural in a new environment, by making the client feel comfortable and safe in the way he can talk about things at the beginning of counseling.

Arrangements can be made for a room that makes the client comfortable; the standard seat distance between the client and the counselor is approximately 100 cm. But there is no research on the problem of distance and sitting position in counseling; it all depends on the counselor's opinion. But multiple counselors sitting across the table can create communication barriers. But also, sitting face-to-face at close quarters is too threatening for some clients, so the counselor will need to experiment with the most effective setting.

Counselors can explain how counseling is carried out and emphasize that all counseling processes are carried out in accordance with planning, learning again, and dealing with oneself. The counselor's communication skills are very important at this stage. (Hariko, 2017a) The counselor's understanding of communication skills is the most urgent thing in counseling; this is closely related to and/or supports the effectiveness of the use of counseling skills.

2. Techniques for Building Reflective Relationships

At the stage of building a relationship, there is a reflective stage. This stage is carried out to give meaning to the counseling itself. The stages are: In this case, the reflection of feelings is more focused on understanding what the client is saying.

Natural reflection The counselor tries to show the client's point of view in order to better understand himself and to show the client that the counselor really understands the situation.

Reflecting on nonverbal experiences The counselor does not only reflect on the client's expression of feelings but also the message of the client's nonverbal behavior.

Exchange of experience Exchange of experience means the consultant's commitment to exchange experience with the client for a certain period of time.

Identifying Feelings Counselors who are able to observe and identify emerging feelings make it easier to think about them. In general, feelings fall into three categories: positive, negative, and ambivalent.

Difficulties in reflection, namely: selection of feelings (directive and non-directive), stereotypes, time, depth, content, meaning, and language There are three types of reflection in the implementation of counseling to build relationships: immediate reflection, concluding reflection, and terminal reflection(Smyth, 2003). The effectiveness of reflection, namely Reflection helps students to understand and understand their feelings; it helps discuss problems related to neurosis; it is emphasized on clients with the inference that feelings are the cause of a behavior; it can build a sense of individual responsibility; it is made for clients who have the power to choose their feelings; it shares one's cognitive abilities so that one can see the situation more objectively; and it helps one train themselves to explore motives.

3. Acceptance Techniques

Acceptance Technique, which is a simple technique of responding with short sentences like…yes" and "go on," shows an attitude of concern and acceptance. There are four elements and receptive techniques: attentive behavior interpreted through eye contact, the instructor's facial expressions and behavior, the instructor's tone of voice, distance, and body posture (Hoare, P. N., McIlveen, P., & Hamilton, 2012).

4. Structural Engineering

Basic and structural values, Structuring techniques are techniques where the counselor will explain the basis, limits, conditions, and objectives of implementing counseling. However, there are some structuring errors that go wrong. Counselors who make mistakes when structuring are not liked by clients who do not know counseling.

There are several forms and contacts that address structuring as a technique for clarifying the boundaries and content of the counseling process. The structuring method is followed by a contract, when an agreement is made about when and how the goals of counseling are carried out.

Further to the limitations of structuring, there is an important principle of structuring to continue the process for some clients who need more explanation given to formal structuring earlier, while in other models structuring can only be carried out when needed.

5. Leading Technique

Leading techniques have general principles and values for the leader, so that the counselor understands or can delegate responsibility in the counselor-client conversation and evoke a response from the client. Lead uses a principle that the client is able to tolerate at their level of ability and understanding.

6. Reassurance techniques and suggestions

The nature and value of reassurance are two of several related techniques that have a broad relationship with their use in providing encouragement, namely strengthening. Ways to instantly reduce discomfort and anxiety and reinforce new behaviors.

Strengthening in this case is formed by the method of approval in silent speech, which is one of acceptance of the heart (Katz, 2002). The goal is to provide a sense of calm and security regarding the ideas or feelings being expressed.

The use of the suggestion method (suggestions) is a good tool to use in the context of building a relationship. Reassurance can be applied to people who have various kinds of disorders.

7.   Skills to End Counseling

At the end of the counseling session, the counselor will assist the client in concluding the results of the entire conversation related to how the state of the client's current feelings is most important regarding the anxiety or problem to solidify the client's plans and the points to be discussed further in the next session.

Based on the explanation above, building relationships is important in the counseling process with students who are not confident. The effectiveness of counseling is determined by the personal qualities of the counselor. Successful counseling depends on the quality of the relationship the counselor builds with the client. The importance of the quality of the counselor's relationship with the client is seen in the counselor's ability to congruence, empathy, positive unconditional attention, and finally respect for the client (Putri, 2016). Therefore, counselors must have a strategy for building relationships with students who have low self-esteem. Besides that, counselors must also master skills in counseling in order to be able to build good relationships with students. Building relationships in the counseling process (Petrus, 2016) is an absolute thing that must be carried out by counselors when helping counselees. Counselors must pay attention and train themselves to build relationships that will help the counseling process, so that the quality of the relationship between the counselor and the counselee is more meaningful.

During the adolescent development period, trust is a very important aspect (Walgito, 2000). Confidence here describes feelings and beliefs in one's abilities in order to be able to achieve success that comes from one's own efforts and fosters good judgment for himself and his environment so that a person can appear with confidence and be able to face everything calmly (Angelis, 2006; Luxori, 2005). Confidence plays a role in making a meaningful contribution to one's life process (Salirawati, 2012). So, self-confidence is very important for teenagers' lives. A crisis of confidence is one of the biggest stumbling blocks when it comes to action. not hesitate to act, even to the point of not acting. Students who lack self-confidence can hinder their development because they close themselves off to others and rarely communicate with others, making it difficult to apply their abilities.

Based on the phenomenon presented, Guidance and counseling are present in schools as a process of providing assistance to students in a systematic and continuous manner. Besides that, counseling guidance in schools is carried out by counseling teachers for foster students at schools (I. P. Sari & Karneli, 2021).So the counseling guidance teacher, as the main spearhead in implementing counseling guidance services, must work professionally and maximally for the students who are the target of his services (Sari, 2021). However, in the implementation of services for students who lack self-confidence, counselors must pay attention to several things (Lidenfield, 1997):

Love, Someone needs someone who loves them unconditionally. For healthy self-development, a person must feel valued for who they are, not for what others want them to be. Counseling and guidance teachers must be able to accept students with great affection because students who lack confidence often hesitate to interact.

Sense of security When a person feels safe, he will try to develop his abilities by facing challenges and taking interesting risks. In a safe setting, clients can feel more confident in exploring their personal feelings, thoughts, and experiences, which may be difficult or even impossible to do in an unsafe or uncomfortable setting. When clients feel safe, they are able to more easily accept advice and help from the counselor and respond to the counselor's questions and reflections more openly and honestly.

Role models are effective models for developing one's attitudes and skills for self-confidence. This can be modeled by other people to be able to develop trust. Role models

can be especially effective for students who lack self-confidence because they can help them gain it and feel more comfortable interacting with others. Through the roles played in counseling sessions, students can learn how to respond to situations that may be difficult and improve their ability to cope with uncomfortable situations.

Relationships, For people who lack self-confidence, it is generally difficult to build relationships with other people and, therefore, to increase self-confidence. When a counselor carries out counseling services with students who are not confident, building good and positive relationships is very important in helping students feel comfortable and open about their problems or difficulties.

Support, Support is also an important factor in helping a person recover from the blow to self-esteem that can be caused by trauma, hurt, and disappointment. Encourage and strengthen student self-confidence. Counselors can provide positive feedback and reinforce students' strengths and skills. This can help students feel more confident and motivated to achieve their goals.

CONCLUSION

As professionals, counselors are required to have competence and a variety of counseling skills to carry out counseling services. To achieve this goal, it is hoped that school counselors, in this case guidance and counseling teachers, will have a theoretical understanding of counseling skills in building relationships and be able to apply them during individual counseling services. Counselors who have good relationships and skills with clients or students will make their students able to open up, and their confidence will also increase.

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