



**The Models of CNY Agency Role for Indonesian Students to  
Study in Higher Education Institutions in China**



**DISSERTATION**

UNIVERSITAS  
BY  
DING CHONG  
NIM 67119010011  
MERCU BUANA

**PROGRAM STUDI DOKTOR MANAJEMEN  
FAKULTAS EKONOMI DAN BISNIS  
UNIVERSITAS MERCU BUANA  
2023**



**The Models of CNY Agency Role for Indonesian Students to  
Study in Higher Education Institutions in China**

**DISERTASI**

**Diajukan Sebagai Salah Satu Syarat untuk Menyelesaikan  
Program Studi Doktor Manajemen**

**BY**  
**DING CHONG**  
**NIM 67119010011**

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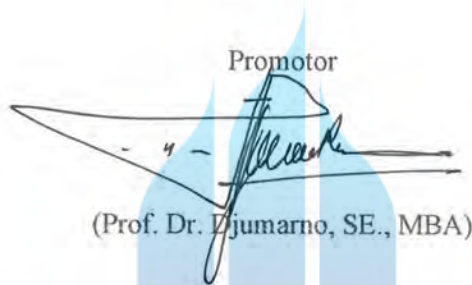
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UNIVERSITAS MERCU BUANA  
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## PENGESAHAN NASKAH DISERTASI

Judul : "The Models of CNY Agency Role for Indonesian Students to Study in Higher Education Institutions in China"  
Nama : Ding Chong  
NIM : 67119010011  
Program Studi : Doktor Manajemen  
Tanggal : February 2024

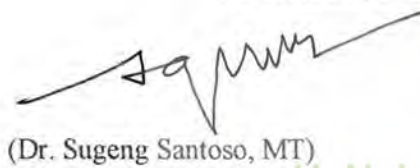
Mengesahkan

Promotor



(Prof. Dr. Djumarno, SE., MBA)

Ko-Promotor I



(Dr. Sugeng Santoso, MT)

Ko-Promotor II



(Dr. Lenny Christina Nawangsari, MM)

Mengetahui

**MERCU BUANA**  
UNIVERSITAS  
Direktur Prodi Doktor Manajemen Fakultas Ekonomi dan Bisnis  
Ketua Program Studi Doktor Manajemen



(Dr. Nurul Hidayah, M.Si.Ak)



(Dr. Indra Siswanti, MM)

## ABSTRACT

Studying in China for education is one of the basic contents of China's higher education, and an important part of talent training through higher education. It is also an important part of Chinese study abroad education. With the opening up of various fields and regions, education, due to its own characteristics, has become an important field and a breakthrough point for exchanges between China and developed countries. The purpose of this study was to determine The Models of CNY Agency Role for Indonesian Students to Study in Higher Education Institutions in China. The research paradigm in this study is positivism, with a descriptive quantitative research design. The analysis in this study uses the SEM (Structural Equation Model) method with the SMART-PLS 3.0 analysis tool which was tested on 201 respondents who are students studying in China through the CNY Agency. This study found that student motivation, personal relationship, discipline, and student satisfaction have a direct influence on student performance, and student satisfaction has an influence on mediating student motivation, personal relationship, and discipline on student performance. All these five variables involved which are employed in my research in studying Indonesian students in China is also a novelty of this research.

**Keywords:** *Student Motivation, Personal Relationship, Discipline, Student Satisfaction, Student Performance.*

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Nama : Ding Chong  
NIM : 67119010011  
Program Studi : Management Doctor  
Tanggal : 7 March, 2024

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Ding Chong

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Nama : Ding Chong  
NIM : 67119010011  
Program Studi : Doktor Manajemen

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Jakarta, December, 2023

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