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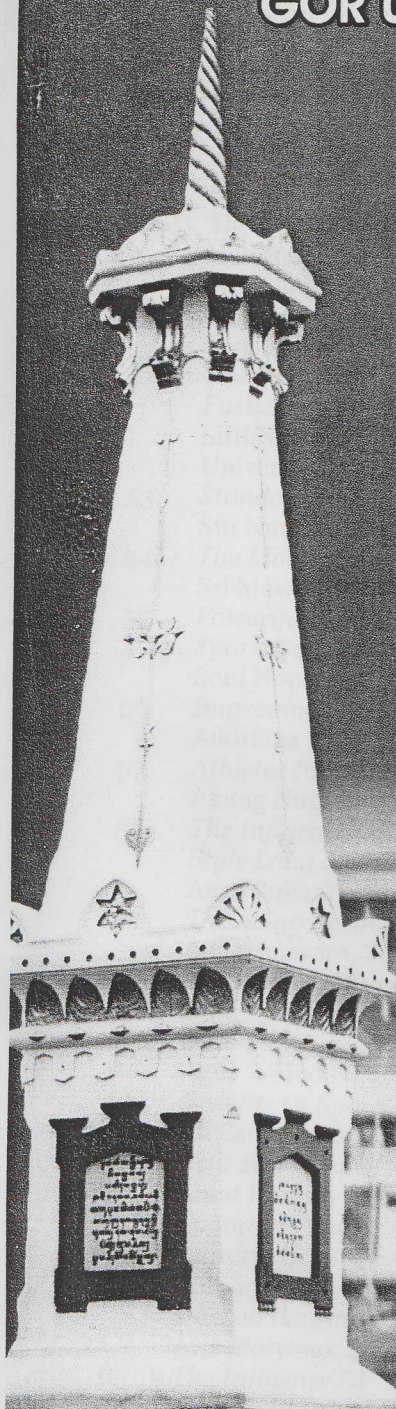
Proceeding

INTERNATIONAL CONFERENCE ON SPORT

GOR UNY, Saturday, 12th DECEMBER 2009

Theme

The Development Of Sport Culture
To be Indonesian Civilization



Faculty Of Sport Science
Yogyakarta State University



ISORY DIY



Ministry of Youth and Sport
Republic of Indonesia



Indonesian Sport
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VISIT SALES MODEL AS EFFORTS TRANSPORTATION EFFICIENCY COMPETITION FOOTBALL

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ABSTRACT

Football as a sport community pride always get very serious attention from the Indonesian government to training centre football teams in the country of Uruguay football championship. A very big concern that will contribute as a national player who entered the arena of competition of National Football League. Football competition is the public interest is sometimes there are some constraints such as A Cross the club's training sessions with training club but a very troubling is the obstacle that most club owners are weight competition in terms of financing transportation. This can occur that remember Indonesia as an archipelagic country that involves so many club members spread across many remote islands, of course this is a burden that threatened the survival itself wheel competition. Businesses that need to be taken by the management is doing in the field of efficiency in transport through Model "Visit Sales" which can provide significant efficiencies. Here club participants can league game with the shortest distance

Keywords: Visit Sales Model, Efforts Transportation, Efficiency, Competition Football

INTRODUCTION

The Football Association of Indonesia or PSSI is one example of a consistent sports organizations to run training program accomplishments. This was evident in each city district is always running or playing competition from division III to Division II and Division I for the escape I can follow the division Main division..If in each division there are 10 football clubs so you can imagine how many football clubs are involved in both competitions division III, Division II, Division I and the main divisions. With so many competition participants have an impact on the number of games made. Given the competition in one season as the large number of matches that were held, of course, affects the audience involved as football fans.

The audience was very much a potential market for business people involved to obtain employment by using competition spread game. As the general population around the stadium this game would bring much advantages. Through an effort to provide some form of food and beverage needs and emotional needs lovers club that competed. As a fan of the club would like to have the attributes of his beloved club as Head Tie, Shirt and a symbol of greatness club.

The existence of football club is supported by several parties such as the firm han financially able to support so the club can finance operations including the payment to sponsor the players, coaches, trainers, and assistant general masseur. Sustainability club competition can not be separated from the role of local authorities to do with financing the budget of course riding his consent to involve members of the council, on a large injection of funds how much can be given. For officials to be able to manage or to sit as a builder of course will have the prestige of the society as many football fans.

If the football club capable of achievement in the competition can be utilized to add the icon for the region that automatically become more popular. For example, the club team nickname, Macan Kemayoran fix adds more city Jakarta as well if the team wins Maung Bandung indicating PERSIB able to beat opponent. National competitions include football clubs in the league has experienced Home ebb in the number of participants, there is a degradation of the club and there are clubs just promotion. Concern over the smooth ongoing competition is the stopping of one club from the competition due to lack of financial support. Allegedly one of the biggest costs following the implementation of the club competition is the transportation cost as Indonesia is an archipelago that lies between the islands with other islands so far apart. Departure from these permasalahan would need to find a breakthrough in how to suppress the financing or the efficiency

CONTRIBUTE A BETTER TRANSLATION

The strategic business manager is implemented using the method "of determining the assignment" is often called "Hits Sales" where it will give direction to the organization in the pressing costs by determining the shortest distance traveled by all the participants of the competition when visiting other places to compete. So there are similarities between sales visits to the site with the club's visit to the location or the opponent's home base city. Sports organization in the scope of the assignment problems sometimes arise in a variety of diverse situations. According Darmestha (1988) assignment problem can arise in various situations such as assigning decision-making machinery to produce, to assign employees to handle specific projects, assigning personnel to the sale to the sales area. In this assignment sports organizations can be applied to the activities of the following.

Tabel 16.

Based on table 16. and table 17. 90 KM can be shortened, of course this is a significant savings because the model Seles visit here could save 20%.

...in transportation costs

325