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**Manuscript Title in English Maximum 14 Words  
(Use Times New Roman font size 14, bold,  
maximum 12 words, single spaced)**

### **Abstract**

This research aims to determine the Formulation of Competitive Strategy, Competitive Matching Stage Strategy, Competitive Decision Stage Strategy. The research method uses a quantitative descriptive approach that describes events in the research field. Data collection techniques: direct in-depth interviews with resource persons, observation through observing phenomena at the research location. Study documentation through archives in the education and training office, official records of the results of plenary meetings. Conclusions through analysis are carried out through stages, namely the data input stage with the IFE, EFE, CPM matrices, then the matching stage with the IE, Grand Strategy, SWOT matrices, then the decision stage using the Quality Strategy Planning matrix. Once the selected strategy is known, its implementation is carried out by creating a short-term and long-term logical framework. The conclusion from the strategic analysis carried out is that the company's position is in quadrant I with an aggressive strategy with the chosen strategy being market penetration by carrying out intensive and wider promotions by optimally utilizing information and communication technology.

**Keywords:** Competitive Strategy, Performance, Institutions

### **Abstract (12 pt, Bold)**

The abstract must be written in English, consisting of 150 to 250 words, using Times New Roman font, 12-point size. The abstract should be clear, descriptive, and provide a concise overview of the research problem. It must include the rationale for selecting the topic or the importance of the research, the methods used to address the problem, and a summary of the findings. Ideally, the abstract should conclude with remarks on the significance of the results or a brief conclusion. (Indentation: set before and after text to 1)

**Keywords :** Provide 3 to 5 keywords, for example: curriculum, education, Islam (12 pt).

*Writing Style: The manuscript should use Times New Roman font. If extensive transliteration is used, Times New Arabic font is recommended. Quranic verses should be written in 14-point size, preferably using Traditional Arabic or Quran in Word fonts.*

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## **Introduction**

This document is a template for the Word (doc) version. You may use this document version as a reference for writing your manuscript. The paper should include the following sections: 1) Introduction, 2) Research Methods, 3) Results and Discussion, 4) Conclusion, 6) Recommendations (Optional)

A description of each section's content is explained within the respective sections. The paper should be written in Times New Roman font, size 11 point. Each section may consist of several paragraphs, with a minimum page count of 10 pages and a maximum of 20 pages in A4 size.

The Introduction should outline the background of the problem being addressed, the issues related to the problem, and a review of relevant studies previously conducted by other researchers related to the current research.

## **Research methods**

The research methodology includes the analysis of the problem, the architecture or design of the method used to solve the problem. The problem analysis describes the issues being addressed and solved in this study. The design outlines the approach to solving the problem and should ideally be presented in the form of diagrams with detailed explanations. For example, a data processing diagram, from raw data to the final output, or a hardware design diagram.

## **Results and Discussion**

The scope and issues addressed are related to general studies and those oriented towards building a more advanced societal paradigm. The type of research may include literature review, qualitative, quantitative, or mixed methods.

## **Conclusion**

The conclusion should clearly indicate the results obtained, along with their strengths and weaknesses. The conclusion should be written in paragraph form and must not be in bullet points, booklet format, or numbered lists.

## **Recommendations (Optional)**

This section is optional. If included, the recommendations should provide suggestions for further research to address the limitations of the current study or to develop the research that has already been conducted.

## **Reference**

The references cited should be at least 10 and only include sources that are referenced in the manuscript. The composition of the references used must consist of a minimum of 80% primary references (journals, proceedings) and a maximum of 20% secondary references (textbooks), published within the last 10 years, except for classic literature. Each article must have at least ten references.