

ABSTRAK

Daniel Yehuda Anugraha. 2025. *Analisis Komunikasi Manipulatif Siswa dengan Guru di Sekolah (Studi Kasus SMKN 5 Madiun)*. Skripsi. Program Studi Bimbingan dan Konseling, FKIP, Universitas PGRI Madiun. Pembimbing (I) Dr. Asroful Kadafi, S.Pd., M.Pd., (II) Dr. Tyas Martika Anggriana, S.Psi., M.Pd.

Penelitian ini bertujuan untuk menganalisis bentuk, faktor, dan dampak komunikasi manipulatif yang dilakukan siswa kepada guru di SMKN 5 Madiun. Komunikasi manipulatif merupakan strategi yang digunakan siswa untuk memperoleh simpati, menghindari tanggung jawab, atau memengaruhi keputusan guru secara tidak langsung. Fenomena ini muncul karena adanya ketidakseimbangan relasi antara siswa dan guru serta pengaruh lingkungan sosial yang kurang mendukung komunikasi terbuka.

Penelitian ini menggunakan pendekatan kualitatif dengan jenis studi kasus. Subjek penelitian adalah dua orang siswa kelas X yang terindikasi melakukan komunikasi manipulatif. Teknik pengumpulan data dilakukan melalui wawancara mendalam dan dokumentasi. Analisis data dilakukan dengan tahapan reduksi data, penyajian data, dan penarikan kesimpulan, serta validitas data diperkuat melalui triangulasi sumber.

Hasil penelitian menunjukkan bahwa bentuk komunikasi manipulatif yang dilakukan siswa mencakup berbohong, mencari simpati, mengalihkan topik, dan menggunakan alasan pribadi. Faktor yang mendorongnya antara lain relasi yang tidak seimbang dengan guru, kurangnya keterbukaan, kontrol emosi rendah, dan pengaruh teman sebaya. Dampaknya meliputi hilangnya kepercayaan terhadap guru, terganggunya proses pembelajaran, rusaknya hubungan interpersonal, dan penurunan motivasi belajar. Penelitian ini diharapkan menjadi rujukan dalam penyusunan strategi pencegahan komunikasi manipulatif di sekolah.

Kata kunci: komunikasi manipulatif, siswa, guru, hubungan interpersonal

ABSTRAK

Daniel Yehuda Anugraha. 2025. *Analysis of Students' Manipulative Communication with Teachers at School (A Case Study at SMKN 5 Madiun)*. Undergraduate Thesis. Guidance and Counseling Study Program, Faculty of Teacher Training and Education, Universitas PGRI Madiun. Advisors: (I) Dr. Asroful Kadafi, S.Pd., M.Pd., (II) Dr. Tyas Martika Anggriana, S.Psi., M.Pd.

Keywords: Manipulative communication, students, teachers, interpersonal relationships

This study aims to analyze the forms, factors, and impacts of manipulative communication employed by students toward teachers at SMKN 5 Madiun. Manipulative communication is a strategy used by students to gain sympathy, avoid responsibility, or indirectly influence teachers' decisions. This phenomenon arises due to the imbalance of relationships between students and teachers as well as the influence of a social environment that does not support open communication.

This research employed a qualitative approach with a case study design. The subjects of the study were two tenth-grade students who were identified as engaging in manipulative communication. Data were collected through in-depth interviews and documentation. Data analysis was carried out through the stages of data reduction, data display, and conclusion drawing, while data validity was strengthened through source triangulation.

The results indicate that the forms of manipulative communication used by students include lying, seeking sympathy, diverting topics, and using personal excuses. The contributing factors are imbalanced relationships with teachers, lack of openness, low emotional control, and peer influence. The impacts include loss of teacher trust, disruption of the learning process, damaged interpersonal relationships, and decreased learning motivation. This study is expected to serve as a reference in developing strategies to prevent manipulative communication in schools.