ABSTRACT

**DEVELOPMENT OF THE MEANS OF ENGAGEMENT (MOE)
THEORY OF THE USE OF ENTERPRISE RESOURCE
PLANNING (ERP) IN THE ACCEPTANCE LEVEL**

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ERP stands for Enterprise Resource Planning, a sistem that carries out business process automation for companies. A business process can include manufacturing, distribution, personalization, project management, payment, financial and so on. Companies that successfully implement ERP can generally improve company efficiency and performance that have an effect on increasing company profits because ERP is an accounting-oriented information sistem that has the function of identifying and designing resource requirements widely, managing various departments in a company more easily with more information accurate. But, the success of implementing an ERP sistem is not easy to reach, because an ERP sistem is not something that can run successfully by itself, it is necessary to pay attention to the factors that influence the acceptance of an ERP sistem for the company. The existence of Means of Engagement is expected to be able to know the things that are appropriate in the company's business processes so that they can create a special framework for companies that enables user involvement to be more effective and efficient by considering four factors that can be considered by companies to implement the software. These four factors are acceptance, approval, adoption and agreement.

In the diffusion theory of innovation there is an opportunity to observe a product and to find out the relative advantages when seeing a product that is good or not.

And after we receive it it doesn't necessarily use it, because there are other phases before implementing the service. With the development of existing times, many claim that existing theories are no longer relevant because existing theories only discuss products that can be used. Although these theories can explain things to identify ERP usage, their existence is still not maximal, with large ERP failure rates.

Although ERP failure rates are high, but a company needs to process automation and integration, the solutions offered now are only using ERP sistems. Therefore a framework is needed to identify ERP failures on certain sides, such as in the acceptance phase. To get the right analysis in the search and structure of the data obtained can use a sistematic review in reviewing clearly formulated questions that use sistematic and explicit methods to identify, select, and critically assess relevant research, and to collect and analyze data from the studies included in the review. In the acceptance phase a strategy is needed to make it easier for companies to determine the right product for the company. Therefore, this article will discuss the factors that must be considered before implementing an ERP sistem seen on the revenue side using correlation and regression analysis. The existence of this theory is expected to be able to identify existing problems for the purposes of assessment and to know how to be able to increase the level of ERP system adoption, so that ERP is no longer a failed based solution for companies.

Keywords: Means of Engagement, ERP, correlation, acceptance, failure, model.