

## **ABSTRACT**

Improving the quality of competitiveness can be done by improving the quality of institutions and management (Wicaksono dalam Liputan 6, 2013). Institutional quality improvement can be done by developing technology in these institutions (Simbolon dalam Kompasiana, 2012). The use of technology in an institution makes these institutions into the process transfer technology.

The purpose of this study was to determine the criteria to the smallest value at each stage of the transfer technology of measuring the level of humanware's readiness in Koperasi Karya Bersama, knowing the criteria with the greatest value at every stage of the transfer technology of measuring the level of humanware's readiness in Koperasi Karya Bersama, and know the level minimum of humanware's readiness in the technology transfer process in Koperasi Karya Bersama. The research was conducted using the Delphi method with three rounds. Linstone dan Turoff (2002:84) said, there are six stages of the Delphi method, which determines the topics to be discussed, to develop criteria for the topic, determining the experts involved, designing a questionnaire to be spread, disseminate the results of the questionnaire, and the analysis of the results of the questionnaire.

The results obtained from this study is the lowest value of the criteria in the first phase, the second, third and fourth transfer technology is the criterion of creativity. Value biggest criteria in the first phase, the second, third and fourth transfer technology is criteria of orientation cooperation. The minimum value of the level of humanware's readiness at the first stage technology transfer is at 0.7727, the second phase is at 1,407, the third stage is at 2.1838, and the fourth stage is at 3.235.

**Keywords:** Transfer technology, Humanware, Components technology, Technology