ABSTRACT

Hypertension was a non-communicable disease that can be prevented and controlled and can be managed with drugs and lifestyle changes. Awareness of the disease was one of the obstacles in the treatment of hypertension, so high motivation and expectations are needed from the patient. The purpose of this research was to determine the perceptions of nurses about the ability to increase the expectations and motivation of hypertensive patients. The type of research used was a cross-national survey. The population in this research were all nurses in the hospital who have been fully accredited. The sample was 200 nurses with a simple random sampling technique. The research instrument uses a questionnaire that has been tested for validity and reliability. Perception of Nurse's Ability in Increasing Expectations and Motivation of Hypertension Patients in Hospitals was an important matter which is equal to 75.7%. This shows the importance of nurses' ability to increase motivation and expectations of patients suffering from hypertension.
INTRODUCTION

Hypertension is one of the important factors as a trigger for Non-Communicable Disease (NCD) such as heart disease, stroke, and others, which is currently the highest cause of death in the world. Hypertension is the most common cause of cardiovascular problems which is a major problem in developed and developing countries. This disease can be prevented and controlled and managed with drugs and lifestyle changes (Roger, 2011). The implementation of a healthy lifestyle has been shown to reduce blood pressure and is very beneficial in reducing the risk of cardiovascular problems. Since the symptoms are found and the diagnosis is established, patients and families face a long chronic period and life-threatening diseases, the end result of which is recovery or death. This condition is an unforgettable experience for sick individuals, families, and even the people who care for them (Doka, 2014). Awareness of the disease is one of the obstacles in the treatment of hypertension. Treatment of hypertension that can be carried out by sufferers includes routine blood pressure measurements carried out by health professionals and have good knowledge about health status and have access to health services (Thorpe, 2014). The role of nurses as counselors in nursing can help individuals to clarify various aspects of a patient's life and increase expectations and motivation so that it will increase support for the patient.

Cardiovascular is the number one cause of death in the world every year. The number of people with hypertension in the world continues to increase every year, estimated that by 2025 there will be 1.5 billion people affected by hypertension. Every year an estimated 9.4 million people die from hypertension and complications (Kemenkes RI, 2018b). There was an increase in the incidence of hypertension based on diagnosis, diagnosis and taking medication and the results of measurements in the population aged > 18 in 2013 - 2018 from 25.8% to 34.1% (Kemenkes RI, 2018a). Whereas the proportion based on drinking history and not taking medication was only 54.4% who routinely took medicine, 32.3% were not routine and 13.1% did not take medication on the grounds that they felt healthy 59.8%, 31.3 did not routinely go to the facility health services. These data indicate that in patients with hypertension who are not routine and who do not take medication, they have reason to feel healthy, this shows an inappropriate perception of the importance of taking medication and routine checks on health care facilities. The patient feels he is healthy and does not carry out the examination so he feels he does not need to take anti-hypertensive medication.
According to the Riskesdas data in East Java Province, the prevalence of hypertension reached 26.2%. The highest prevalence of hypertension is found in the age group for $\geq 75$ years, which is 62.4%. The prevalence of hypertension in Surabaya city reaches 22.0% (Kemenkes, 2013).

In patients who suffer from hypertension, a healthy lifestyle strategy is an initial management, which must be lived for at least 4-6 months. If after this period, there is no reduction in the expected blood pressure or cardiovascular risk factors (Dokter & Kardiovaskular, 2015). Hypertensive patients need to hear and evaluate health information that they may still find confusing and frightening. The effects of diagnostic information received by hypertensive patients also affect their future and spiritual beliefs. The role of the nurse as a counselor in the care of hypertensive patients after a medical diagnosis of the disease since the first contact and continues continuously is very much needed during the treatment period (McClain, 2010). The role of the nurse as a counselor is to help hypertensive patients identify problems and resolution. The nurse facilitates the actions of hypertensive patients and not only tells hypertensive patients what to do but helps hypertensive patients to make their own decisions. Nurses provide motivation for hypertensive patients in stress management, how to deal with chronic conditions, sadness, and mourning (Sue C. DeLaune, 2002). Nurses conduct counseling about healthy lifestyles and provide information and advice in accordance with the conditions of hypertensive patients. Interactions are carried out more in the direction of encouraging changes in health behavior, in helping hypertensive patients to continue to be motivated, gain new skills and do and maintain the desired lifestyle changes (Grimstvedt et al., 2013).

Basically the management of hypertension can be done by pharmacological and non-pharmacological therapies, in previous studies it was found that the factors that influence the management of hypertension are the last level of education, duration of hypertension, level of knowledge about hypertension, family support, the role of health workers and treatment motivation (Puspita, 2018). The effort that can be made by nurses is to change the paradigm of sickness into a healthy paradigm. Nurses are required to be able to increase public awareness of the importance of health through health promotion activities. One of the roles and functions of nurses in health promotion is as an educator. Nurses as health workers have a role as educators or educators. As an educator, nurses help clients recognize the health and nursing care procedures they need to do to restore or maintain that health (Kozier, 2010). Nurses monitor treatment outcomes, provide education and support for
behavior change, and offer follow-up (Grimstvedt et al., 2013).

The purpose of this study was to determine nurses' perceptions about the ability to increase the motivation and expectations of hypertensive patients at the hospital.

MATERIALS AND METHODS

The type of research used is a cross-national survey. The study was conducted at the Hospital in December 2017 - February 2018. The research population is the entire object of the research or the object under study. Based on Kars 2012 accreditation level there are 275 hospitals and a total accredited hospital of 126 hospitals. Then 200 respondents from 16 hospitals were taken. The sampling technique uses simple random sampling. The variables in this study were Perceptions of Nurse's Ability to Increase Expectations and Motivation of Hypertension patients. The instrument uses a questionnaire that has been tested for validity and reliability. Data analysis uses frequency distribution.

RESULTS

Table 1. Respondents' Frequency Distribution Based on Age and Work Experience in the hospital.

<table>
<thead>
<tr>
<th>variable</th>
<th>Min-Max</th>
<th>Mean</th>
<th>Median</th>
<th>SD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Age</td>
<td>20-57</td>
<td>36</td>
<td>34.91</td>
<td>7.40</td>
</tr>
<tr>
<td>Work experience</td>
<td>3-32</td>
<td>12.4</td>
<td>10.65</td>
<td>7.15</td>
</tr>
</tbody>
</table>

Based on Table 5.4 above, it was found that the average age of respondents was 36 years, median 34.91 with standard deviation 7.407, while respondents youngest minimum age is 20 years and the oldest, is 57 years old. Next, the median is 10.65 years with a standard deviation of 7.155. Being the lowest work experience of 3 years and a maximum of 52 years.

Table 2. Frequency Distribution of Characteristics Based on Gender and Education LevelIn the hospital.

<table>
<thead>
<tr>
<th>Characteristics of Respondents</th>
<th>Category</th>
<th>f</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gender</td>
<td>Man</td>
<td>35</td>
<td>17.5</td>
</tr>
<tr>
<td></td>
<td>Women</td>
<td>165</td>
<td>82.5</td>
</tr>
<tr>
<td>Last education</td>
<td>Diploma</td>
<td>115</td>
<td>57.5</td>
</tr>
<tr>
<td></td>
<td>Bachelor Nursing</td>
<td>84</td>
<td>42.5</td>
</tr>
<tr>
<td></td>
<td>Masters Nursing</td>
<td>1</td>
<td>0.5</td>
</tr>
</tbody>
</table>

The majority of respondents were female at 82.5%, there were still many who were nursing D3 at 57.5%.

Table 3. Frequency Distribution of Respondents Based on Perceptions of Nurse's Capabilities in Increasing Expectations and Motivation of Hypertensive Patients in Hospitals

<table>
<thead>
<tr>
<th>Nurse Ability</th>
<th>Important</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Perception about nurses' ability to create a humorous and relaxed atmosphere when dealing with hypertensive patients 90.5% is important. Perception about the ability to provide correct information and motivation there are 95.5% of respondents who stated it was important while perceptions about the ability of nurses to improve perceptions and correct understanding of hypertension 41% who stated importance.

<table>
<thead>
<tr>
<th>Perception of Nurse's Ability to Improve Expectations and Motivation of Hypertensive Patients</th>
<th>Opinion of Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Important</td>
<td>f  151</td>
</tr>
<tr>
<td></td>
<td>%  75.7</td>
</tr>
<tr>
<td>Not important</td>
<td>f  49</td>
</tr>
<tr>
<td></td>
<td>%  24.3</td>
</tr>
<tr>
<td>Total</td>
<td>f  200</td>
</tr>
<tr>
<td></td>
<td>%  100</td>
</tr>
</tbody>
</table>

It can be said that the ability of nurses to increase motivation and expectations of hypertensive patients was found that the distribution of answers of respondents thought it was important that the average was 75.7% and those who held no opinion were on average 24.3%.

**DISCUSSION**

The results showed that nurses' perceptions of the ability to increase motivation and expectations in hypertensive patients found that the distribution of respondents' answers was of the opinion that the average was quite high. Nurses act as people who help clients to assess appropriate behavior without convincing and persuading clients, but with the client's own judgment so that they can determine the extent to which the behavior is beneficial (Yusof, 2011). Individual perceptions are influenced by functional and structural factors. Functional factors are factors that are personal (Robbins, 2003), for example, individual needs, age, past experience, personality, gender, and other things that are subjective. Structural factors are factors outside the individual, for example, the environment, culture, and social norms greatly influence a person in perceiving something.

Based on work experience, data shows that respondents have an average work experience of 12.4 years. The lowest work experience of 3 years and a maximum of 52 years. Eysenck in (Asrori, 2009) states that perception actually requires a process of learning and experience. The results of a person's learning and interaction process will provide experience for him to be able to compare the situation at hand. The experience of nurses in dealing with hypertensive patients will greatly help and
determine the success of nursing care in hypertensive patients.

In this study, 90.5% of nurses had the perception that creating a humorous and relaxed atmosphere in dealing with hypertensive patients was important. A patient is physically a person who has a lot or little-feel that he is made to be passive or better made to be inactive especially if he is hospitalized (J.L.Ch.Abineno, 2002). In principle, "all patients expect a friendly attitude from nurses, want to feel safe in their care and get healing" (Gunarsa, 2003). In a study explaining that communication between nurses and hypertensive patients showed that hypertensive patients and nurses most often met at the same level of communication in their conversations. This means that nurses are friendly, attractive, so hypertensive patients respond appropriately, feel comfortable, and are willing to cooperate. But nurses do not explore the concerns of hypertensive patients in depth (Drevenhorn, 2006). Perception is a process that is learned through interaction with the surrounding environment. Someone's perception arises through interaction with other humans. Patients are overwhelmed by fear, worry, a disappointment because of illness, family problems, economic pressures and so on. The fact shows that the needs of patients who are hospitalized are different or not the same. There are those who need conversation, counseling or guidance, entertainment and so on. The duty of a nurse is not only to maintain or control patients, but also to provide services and treatment to the community as a whole, establish good relationships with patients and families, colleagues, who have different personalities and do not discriminate against patients based on religion, race, socio-cultural, and economic. Nurses must have the ability to interact with others, treat patients as humans who need help.

A small percentage of respondents (41%) have an important perception that nurses need to improve their perceptions and correct understanding of hypertension in patients. Disease perceptions are cognitive representations or beliefs held by hypertensive patients about diseases and medical conditions. Several studies have shown that there is a relationship between the perception of the disease experienced and the results of treatment of chronic diseases including self-management behavior and quality of life (Petrie, Jago, & Devcich, 2007). To facilitate change or solve problems, nurses must be able to influence others to act. Ability to influence is the ability to change individual beliefs, group thoughts, or actions; is important. Nurses have the opportunity to play an important role, especially in helping hypertensive patients have a positive perception of the disease. Nurses must try to optimize their role as counselors for hypertensive patients, especially those who have the risk of cardiovascular disease, stroke, and early
death. Patients who have had the right perception and understanding of hypertension will be easy for nurses to provide input, motivation and increasing patient expectations. Patients will always think positively about what will and has been done to help overcome their health problems. Nurses’ ability to influence hypertensive patients is formed due to their competence, credibility, and trust.

Most respondents (95.5%) have an important perception that nurses need to have the ability to provide information and motivation. The desire to help and provide support for hypertensive patients in behavioral changes, so that hypertensive patients have good knowledge and skilled behavior and are motivated to start and maintain early prevention behavior (Drevenhorn, 2006). The internal motivation of nurses in providing counseling and correct understanding of the stages of the change process will greatly help hypertensive patients in modifying their lifestyles. Decisions to take action/efforts to prevent or prevent the disease depend on individual perceptions of the benefits of such actions individual views about one’s own abilities. The role of caregivers as counselors will act as agents of change for hypertensive patients and help patients through the stages of change (Christel A. W., 2000). One of the counselor’s tasks is to help someone recognize their true feelings and thoughts about what they are facing, contrary to their self-concept that they want to show to listeners. This can only happen where "hypertensive patients" are really accepted and understood by the therapist. The time to develop deeper relationships is generally not available and deep relationships may not be appropriate (Digan, 2014). Nurses can guide hypertensive patients towards behavioral changes, ranging from awareness to actions and maintenance of behavior (Grimstvedt et al., 2013). Motivation to engage in therapeutic lifestyle change, and increased yield are important elements for assessing to provide additional evidence needed for increased nursing practice (Godfrey et al, 2014). Hypertensive patients may not have the skills, insight, or knowledge at all to successfully control the change process. Nurses as counselors can help hypertensive patients overcome weaknesses by providing information, instruction, training, and consultation.

CONCLUSIONS
Perception of Nurse Ability in Increasing Hope and Motivation of Patients Hypertension is very important in helping hypertensive patients in hospitals so that this becomes an important component that needs to be considered in helping hypertensive patients.

REFERENCES
Bandung: CV Wacana Prima.


Digan, J. (2014). Are the counselling skills nurses learn in training apparent in their everyday interactions with patients and carers?


