

## Entrepreneurial intention of students reviewed from self-efficacy and family support in vocational high school

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### ABSTRACT

Self-efficacy and family support is one of the factors associated with entrepreneurial intentions in Vocational High School students. This study aims to examine empirically the role of self-efficacy and family support towards entrepreneurial intentions in students of Vocational High Schools. The subjects of this study are students of class XII of State Vocational High School 5 Yogyakarta. The sampling technique was randomized using cluster random sampling technique. Methods of collecting data are the scale of self-efficacy, family support scale, and scale of entrepreneurial intention. Analysis of research data is conducted by using multiple linear regression techniques. The results showed that 1) there was a very significant relationship between self-efficacy and family support simultaneously with entrepreneurial intentions indicated by a significance value of  $p = 0.001$ , 2) there was a very significant positive relationship between self-efficacy and entrepreneurial intention with a significance value of  $p = 0.000$ , 3) there was a significant positive relationship between family support and entrepreneurial intentions with a significance level of  $p = 0.045$ . Self-efficacy and family support together contributed 8.6%. Self-efficacy as an internal factor contributes more dominantly than family support as an external factor. The effective contribution of self-efficacy with entrepreneurial intentions was 8.032% and the contribution of family support with entrepreneurial intentions was 0.611%.

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## 1. INTRODUCTION

Vocational High School is a school whose curriculum and learning process are designed to prepare a skilled and ready-to-use workforce. The education program at the Vocational High School is specifically created for students who have certain interests and are ready to work and open jobs that are tailored to the skills and talents they possessed, for example by entrepreneurship. Entrepreneurship has an important role in society, namely as a tool to make improvements and changes in realizing the quality of people's lives [1].

The Principles and Vocational High School education programs are in fact currently very contradictory when viewed from unemployment data which states that Vocational High Schools are in the top rank for unemployment at the education level while it should be present as a government solution to eradicate growing unemployment. One important program to alleviate poverty and unemployment is to create a business field and this means creating entrepreneurs. Vocational High Schools are encouraged to print resources as ready-to-use workers, namely new entrepreneurs in Indonesia.

Some researchers and practitioners widely recognize that entrepreneurship is one of the main drivers of a country's economic development [2]. The entrepreneurial process involves a series of activities such as

opportunity recognition, business concept formulation, identification and acquisition of resources, and business launch. Entrepreneurship contributes to creating, developing, and improving business products and services [3]. The benefits resulting from entrepreneurship can contribute to economic development by increasing the quality of life, offering new jobs, promoting sector productivity, increasing economic growth, facilitating social mobility, and so on [4]. Thus graduates of Vocational High School are expected to be able to create their own jobs by entrepreneurship in applying the knowledge and skills that have been acquired.

Having entrepreneurial intentions is the first step in the process of creating a long-term sustainable business [5-7]. The intention of entrepreneurship represents an individual's commitment to starting a business [8]. Intention of entrepreneurship is seen as an attribute that can influence the emergence of entrepreneurial behavior in the future [10]. Individuals with entrepreneurial intentions believe that they have the ability to successfully start a new business [11].

Entrepreneurial intentions are the intention to start a business and or to launch a new business [12]. The willingness of individuals to carry out entrepreneurial behaviour, engage in entrepreneurial actions, or build new businesses that tend to involve courage, ambition, and feelings to stand in the midst of intense competition from labor [12]. Entrepreneurial intentions are described as expressed behavioural intentions to become an entrepreneur [13]. Cognitive representation of actions must be taken by individuals to build new independent businesses [14]. Commitment to starting a new business and a tendency to act is the main force that enables the creation of new businesses [15].

### **Self efficacy and entrepreneurial intention**

Wider research on entrepreneurship has explored the effects of self-efficacy on entrepreneurial intentions [13, 16-18]. The persistence of individual entrepreneurial intentions is much influenced by self-efficacy (Vadnjaj & Mishe, 2018). Some studies have found how self-efficacy plays a role in entrepreneurial intentions. Self-efficacy is an important predictor of entrepreneurial intentions [19]. Self-efficacy as a construct is useful to explain the dynamic process of evaluation and choice that surrounds the development of entrepreneurial intentions and subsequent decisions to engage in entrepreneurial behaviour [20]. Self-efficacy acts synergistically to build entrepreneurial intentions in individuals [21].

Self-efficacy is a factor that plays an important role in determining individual choices, level of effort, and perseverance [22]. Self efficacy is also an individual's assessment of his ability and competence in carrying out a task and in achieving a goal, or when overcoming a problem [23]. Confidence about the individual's ability to learn or conduct behavior at a specified level, and the expected results refer to his beliefs about the possible consequences of his behavior [24]. Self-efficacy is defined as a personal assessment of a person's ability to adopt certain behaviors and actions to achieve certain goals and expected results [25].

### **Family support with entrepreneurial intention**

In addition family support is also considered as a resource that can protect the entrepreneurial intentions of individuals [20]. The contribution of family support to the intention of entrepreneurship is to convince the individual's intention to become an entrepreneur [26]. Families provide instrumental and affective support to individuals, and family support will enhance individual feelings related to the intention to open a business [27]. Therefore, the greater the support available by the family will make the stronger the entrepreneurial intention of the individual [28].

Social support is an individual interaction with family members, colleagues, and peers who communicate information, appreciation, practical, or emotional assistance [29]. Social support is psychological, material, information, and assessment resources that are beneficial to an individual's ability to cope with stress in the face of challenges and pressures [30]. Social support can be given from anyone, be it a spouse, parent, family, friend, health expert, or environment and community [31]. According to Baron and Byrne [23] family support can be interpreted as giving a feeling of being physically and psychologically comfortable by the family in dealing with stress. Family support according to Friedman [32] is an attitude, an act of family acceptance of family members, in the form of informational support, instrumental support assessment support, and emotional support.

## **2. RESEARCH METHOD**

### **2.1. Population and sample**

The population in this study was all students of class XII in State Vocational High School 5 Yogyakarta with a total of 279 students. The sample in this study was students of the same class with a total of 171 students from differing majors, namely: ceramics, visual communication design, wood, animation,

metal, leather, and textiles. The selection of research subjects was randomized using cluster random sampling technique.

## 2.2. Measuring instrument

The method of data collection in this study uses a scale. The scale of entrepreneurial intention is arranged based on the dimensions of entrepreneurial intention according to Van Gelderen, Brand, Van Praag, Bodewes, Poutsma, and Van Gils [33], namely: desires, preferences, plans, and expectant behavior. The scaling model used for the entrepreneurial intention scale uses the Likert scale model.

The self-efficacy scale was prepared based on the dimensions of self-efficacy according to Bandura [34], namely: magnitude, structure, and generality. The scaling model used for the self-efficacy scale using the Likert scale model.

The scale of family support is based on aspects of family support according to Sarafino and Smith [31], namely: information, emotional support, appreciation, and instrumental support. The scaling model used for family support scale uses a Likert scale model.

## 2.3. Validity and reliability of measuring instruments

The results of the trial analysis of 74 subjects on the scale of entrepreneurial intention obtained the results of the reliability coefficient ( $\alpha$ ) of 0.888 with the range of corrected item-total correlation moving from 0.251 to 0.715. Valid and reliable items that will be used for research are 16 items.

The results of the trial analysis of 74 subjects on the self-efficacy scale obtained the results of the reliability coefficient ( $\alpha$ ) of 0.861 with the range of corrected item-total correlation moving from 0.340 to 0.659. Valid and reliable items that will be used for research are 21 items.

The results of the trial analysis of 74 subjects on the family support scale obtained the results of the reliability coefficient ( $\alpha$ ) of 0.951 with the range of corrected item-total correlation moving from 0.366 to 0.746. Valid and reliable items that will be used for research are 28 items.

## 2.4. Data analysis

The method for analyzing data uses parametric statistical methods. Data analysis was performed using SPSS 19.0 for windows, through multiple regression test techniques, namely a statistical analysis technique to determine the relationship between self-efficacy and family support with entrepreneurial intentions. Test assumptions made before the hypothesis test consist of normality test, linearity test and multicollinearity test.

## 3. RESULTS AND DISCUSSION

In this section, it is explained the results of research and at the same time is given the comprehensive discussion. Results can be presented in figures, graphs, tables and others that make the reader understand easily [2, 5]. The discussion is made in several sub-chapters.

### 3.1. Prerequisite test

#### 3.1.1. Normality test

Based on the results of the analysis of normality tests in table 1, it is known that the significance values of entrepreneurial intention, self-efficacy, and family support variables are 0.524, 0.218, and 0.189 which have  $p > 0.05$ . It means that each data is normally distributed so that it can be concluded that each variable is normally distributed.

Table 1. Normality test for distribution

Variable	Score K-SZ	Sig.	Explanation
Entrepreneurial Intention	0.813	0.524	Normal
Self Efficacy	1.052	0.218	Normal
Family Support	1.086	0.189	Normal

#### 3.1.2. Linearity test

The linearity test results shown in table 2 obtained a significance level ( $p$ ) of 0.676 and 0.216 which means linear or there is a line that connects between variables of self-efficacy with entrepreneurial intentions and between family support and entrepreneurial intentions.

Table 2. Linearity test

Variable	F Deviation from Linearity	Significance	Rules	Explanation
Self Efficacy	0.862	0.676	P > 0.05	Linear
Family Support	1.196	0.216	P > 0.05	Linear

### 3.1.3. Multicollinearity test

Based on table 3, it can be seen that self-efficacy and family support have VIF values = 1.101 (VIF < 10) and tolerance 0.909 (tolerance > 0.1) so that there is no multicollinearity between self-efficacy and family support.

Table 3. Multicollinearity test

Variable	Tolerance	VIF	Explanation
Efikasi Diri	0.909	1.101	No multicollinearity
Dukungan Keluarga	0.909	1.101	No multicollinearity

### 3.1.4. Multiple regression analysis test

Based on table 4, it can be seen that the relationship between self-efficacy and entrepreneurial intentions is obtained from the value of  $r = 0.291$  with a significance level of  $p = 0.000$ , ( $p < 0.01$ ) which means there is a very significant positive relationship between self-efficacy and entrepreneurial intention. The relationship between family support and entrepreneurial intention obtained a value of  $r = 0.130$  with a significance level of  $p = 0.045$  ( $p < 0.05$ ) which means there is a significant positive relationship between family support and entrepreneurial intentions.

Table 4. Multiple regression analysis test

Variable	r	Sig.	Rules	Explanation
Self-efficacy and entrepreneurial intention	0.291	0.000	P < 0.01	There is a very significant relationship
Family Support and entrepreneurial intention	0.130	0.045	P < 0.05	There is a significant relationship

Based on the results of the regression analysis as shown in table 5, the results show that self-efficacy and family support simultaneously contribute to the level of student entrepreneurial intentions at the State Vocational High School 5 Yogyakarta. These results indicate that the first hypothesis is accepted so that the variable of entrepreneurial intention can be predicted based on self-efficacy and family support. Together, the two independent variables contributed 8.6% to the entrepreneurial intention so that the remaining 91.4% could be influenced by other variables.

Table 5. Multiple regression analysis

Variable	R	R Square	Sig.	Rules	Explanation
Self-efficacy and family support towards entrepreneurial intention	0.294	0.086	P = 0.001	P < 0.01	There is a very significant relationship

The results of the analysis of each variable indicate that the second hypothesis is accepted, which means that self-efficacy has a role in entrepreneurship intentions of students at State Vocational High School 5 Yogyakarta. Self-efficacy increases an individual's confidence in entrepreneurship and the willingness to take risks with responsibility [35]. Furthermore, self-efficacy will affect how much individual entrepreneurial intention, behavior to be involved, level of effort to do, and perseverance to face difficulties in the world of work [20]. In the case of entrepreneurs, individuals who have the intention to entrepreneurship because they feel confident to succeed in their fields and this belief can lead to entrepreneurial behavior, besides that individuals with self-efficacy will explore new business opportunities in the surrounding environment [36].

The results of the analysis on the third hypothesis are accepted which means there is a significant relationship between family support and entrepreneurial intentions in students at State Vocational High

School 5 Yogyakarta. A study shows that the availability of family support is related to individual success in entrepreneurship, because family support plays an important role in forming individual entrepreneurial intentions [37, 38]. Family support is one of the factors that influence an individual's intention to behave, because family support functions as a facilitator that improves control of perceived behavior [39]. Family support affects directly to individual attitudes in behaving like the creation of entrepreneurial intentions [40, 41].

The implications of the study show that self-efficacy and family support have a role in preparing students to get good knowledge, skills, understanding and personality in school. Self-efficacy is an internal factor and parental support is a complementary external factor in fostering entrepreneurial intentions. Parents must be able to create a positive family environment such as providing motivation, support and even facilities to stimulate their children to start entrepreneurship. Thus students will be better prepared to start entrepreneurship right after graduating from Vocational High School. The results of this study can also be used as a reference to develop entrepreneurship training modules for Vocational High School students by taking into account internal factors, namely self-efficacy and external factors, namely family support.

#### 4. CONCLUSION

Self-efficacy and family support is one factor that has a role in entrepreneurial intentions in Vocational High School students. In this study it can be concluded that self-efficacy and family support together have a role on entrepreneurial intentions, there is a very significant positive relationship between self-efficacy and entrepreneurial intention and there is a significant positive relationship between family support and entrepreneurial intentions. Self-efficacy and family support together contributed 8.6%. Self-efficacy as an internal factor contributes more dominantly than family support as an external factor. The effective contribution of self-efficacy with entrepreneurial intentions was 8.032% and the contribution of family support with entrepreneurial intentions was 0.611%.

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