

## **The Effect of Enterprise Characteristics and Self Efficacy on Entrepreneurial Decisions**

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### **Abstract**

*Entrepreneurs are people who have a mental attitude and spirit who are always active, creative, innovative, inventive, initiative and trying to increase income by providing added value to society in their business activities. Young people have started to instill an entrepreneurial spirit since attending school by incorporating entrepreneurial lessons and practices in school. It is intended that after completing education in school, every student has the viewpoint of creating jobs that can support their needs and does not always have the view of working as an employee, both civil servants and private employees. The problem we are facing is that the unemployment rate is getting higher every day and generally after completing their education most of the students become unemployed because there are very few jobs and lack of costs to continue their education to a higher level. This study aims to determine the effect of entrepreneurial characteristics and self-efficacy on entrepreneurial decisions among Madrasah Aliyah students. The independent variables of this study are entrepreneurial characteristics and self-efficacy, while the dependent variable is entrepreneurial decisions. This research is a quantitative descriptive study. The population in this study were students of class XII Madrasah Aliyah. The sampling technique used in this study was purposive sampling technique with a total sample of 36 students. The data collection technique used was a questionnaire. The data analysis technique used is multiple linear analysis. The data used are primary data. The results showed that there was a positive and significant influence on entrepreneurial characteristics and self-efficacy on entrepreneurial decisions.*

**Keywords:** *Entrepreneurship, Self-Efficacy, Decision*

### **INTRODUCTION**

Decisions (interests) are feelings of preference and interest in something or an activity without being asked. Interest is basically the acceptance of a relationship between oneself and something outside oneself, the closer and stronger the relationship is, the greater the interest (Slameto, 2010). The definition of "interest" in general is a persistent tendency for someone to feel attracted to a certain field

and feel happy in various activities related to the field itself.

Entrepreneurship, which used to be only a subject in economics, but in the current 2013 curriculum in high school entrepreneurship is now a subject. Thus, students' knowledge about entrepreneurship is growing. Entrepreneurship learning is usually given to students covering entrepreneurship theory, to making

products or crafts that have selling value (Agustia, 2018).

Today's entrepreneurial knowledge is needed for society, especially the younger generation, to advance the economy in Indonesia. Wirawan (Wirawan, 2014) stated that it is very unfortunate because there are still many college graduates who depend on finding work. It is the government's responsibility to provide employment opportunities, but once accepted by graduates it becomes a burden to bear. Those who initially wish to become employees and the like, will become entrepreneurs.

According to research conducted by Wijayanti (Wijayanti et al., 2016) which states that the higher the knowledge obtained in school, the higher the readiness of students in entrepreneurship. Therefore, entrepreneurial knowledge is needed by students in carrying out entrepreneurial activities. Thus, equipping children with entrepreneurial knowledge from an early age can expand their thinking, which can be a reference when entering the world of work. Entrepreneurship is an activity to improve people's welfare in terms of a better and better quality of life. Entrepreneurship plays a very large role in the development of economic growth. The role of entrepreneurship has been tested by the economic crisis that hit the Indonesian nation. Entrepreneurs based on the people's economy have been able to survive difficult situations. Schools as a formal institution are also expected to be able to create reliable entrepreneurs from an early age, through self-development activities so that they can encourage students to become entrepreneurs. So that students can later become educated components of society,

which the community hopes and can create jobs, by fostering entrepreneurial intentions (Hafizhah et al., 2019)

According to (Kim, 2010), self-efficacy is a person's belief so that they can master a situation and produce various positive and useful results. The level of individual self-efficacy is different from one another. If someone has a high level of efficacy, he is always sure of his ability to do something, while people who do not have efficacy have low self-efficacy, he will always hesitate in completing his task. Self-efficacy greatly affects a person's motivation in developing their potential, pursuing the achievements they want to achieve and also influences self-confidence in socializing in people's lives. Individuals will further improve their quality if they believe in their potential.

The conditions described above certainly make students make decisions to become entrepreneurs. For many people, the decision to become an entrepreneur is a highly involved behavior because by making decisions there are internal factors such as personality, perception, motivation, learning, while the external factors are family, friends, neighbors, and so on.

The above phenomena should be used as material for thought, how to create new jobs that can accommodate employees, no longer thinking about preparing to become prospective employees looking for work, especially for educated individuals, for example students. Moreover, there has been debriefing from an early age that has been carried out by the school. However, there are obstacles in the form of dividing learning hours with boarding activities which are already so busy that students find

it difficult to develop their interest or desire in entrepreneurship.

Based on the description above, the authors are interested in examining the problem with the title "The Influence of Entrepreneurial Characteristics and Self Efficacy on Entrepreneurial Decisions (Case Studies on Students of Pondok Pesantren Al Hasyimiyah Tebing Tinggi)."

Formulation of the problem

Based on the above background, problem formulations can be made, namely

1. Do entrepreneurial characteristics influence entrepreneurial decisions?
2. Does self efficacy affect entrepreneurial decisions?
3. Do the characteristics of entrepreneurship and Self Efficacy simultaneously influence entrepreneurial decisions?

### **Entrepreneur**

According to (Daryanto, 2012) entrepreneurship is the ability to create something new and different through creative thinking and innovative action to create opportunities. Meanwhile, according to (Suryana, 2015) entrepreneurship is a creative and innovative ability that is used as a basis, tips and resources to find opportunities for success.

An entrepreneur must have a mental attitude and spirit that is always active, creative, creative and modest in his business activities. Someone who has this soul is not quickly satisfied with what he achieves, whether from time to time an entrepreneur always creates and innovates endlessly because with this he can get great opportunities.

The factors underlying the character of an entrepreneur are as follows:

#### a. Family environmental factors

Successful entrepreneurs are those who were raised by parents who are also entrepreneurs, because they have broader experience in business.

#### b. Educational factor

A good education will provide better knowledge in managing a business. This will influence someone in overcoming problems and correcting irregularities in business.

#### c. Age factor

Age can be related to success if it is related to the length of time a person has been an entrepreneur. This means that the increasing age of an entrepreneur, the more experience he has in the field of business

### **Self Efficacy**

Self-efficacy is belief in one's own ability to organize and mobilize the sources of action needed to manage future situations. When the individual becomes more aware of what is going on, the person is increasingly skilled at using his ability to realize what needs to be done.

Self-efficacy should not be confused with judgments about the consequences of a behavior, but will help determine the expected outcome. Self-confidence in the individual will help achieve success. According to (Kim, 2010), self-efficacy is a person's belief so that they can master a situation and produce various positive and useful results.

The level of individual self-efficacy is different from one another. If someone has a high level of efficacy, then he is always sure of his ability to do something, while people who do not have efficacy, then he feels that he is low, he will always hesitate in completing his task. Self-

efficacy greatly affects a person's motivation in developing their potential, pursuing the achievements they want to achieve and also influences self-confidence in socializing in society. Individuals will further improve their quality if they believe in their potential.

### Entrepreneurial Decisions

Decision (interest) is a feeling of preference and interest in something or activity without being asked. Interest is basically the acceptance of a relationship between oneself and something outside oneself, the closer the relationship is, the greater the interest (Slameto, 2010). Interest is a permanent tendency for someone to feel attracted to a certain field and feel happy in various activities related to that field itself.

According to (Suryana, 2015) entrepreneurship is a person who makes creative and innovative efforts by developing ideas and having the resources to find opportunities (oppurtunity) and improvement (preparation) of life. Meanwhile, according to (Alma, 2010) entrepreneurship is a person who breaks the

existing economic system by introducing new goods and services by creating new organizational forms or managing raw materials.

Entrepreneurship is determined by the motive of achievement, optimism, attitude of value and entrepreneurial status or success. Entrepreneurial behavior is influenced by internal and external factors. Internal factors include ownership rights, abilities or competencies and incentives, while external factors include the environment.

### Conceptual Framework

This study examines the effect of entrepreneurial characteristics and self-efficacy on entrepreneurial decisions. The dependent variable is entrepreneurial decisions, while entrepreneurial characteristics and self-efficacy are independent variables. The research conceptual framework can be described as follows:

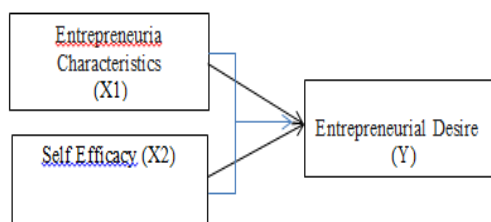


Figure 1. Conceptual Framework

Based on the background, problem formulation, and theoretical studies, the following research hypotheses can be formulated: (1) Entrepreneurial characteristics influence entrepreneurial decisions of Students on Pondok Pesantren Al Hasyimiyah Tebing Tinggi, and (2) Self Efficacy affects students entrepreneurial

decisions of Pondok Pesantren Al Hasyimiyah Tebing Tinggi and (3) Entrepreneurial Characteristics, and Self Efficacy simultaneously influence the Entrepreneurship Decisions Students of Pondok Pesantren Al Hasyimiyah Tebing Tinggi.

## RESEARCH METHODS

According to (Sugiyono, 2014), population is a generalization area, objects / subjects that have certain qualities and characteristics that are determined by researchers to be studied and then draw conclusions. This research was conducted. The population in this study were all students of class XII Islamic boarding school Al Hasyimiyah Tebing Tinggi.

The sampling technique was using purposive sampling technique. Purposive sampling is one of the purposive sampling techniques, so the researcher determined a sample of 36 respondents.

The data used in this study were all sourced from primary data obtained directly from distributing a list of questions or questionnaires to respondents selected for this study. The data needed in this study include:

- a. Respondent identity data, namely: name, age, gender.
- b. Data on respondents' perceptions of interest in entrepreneurship

### Operational Definition of Variables

1. Entrepreneurship is the ability to create something new and different through creative thinking and innovative action to create opportunities.
2. Self-efficacy is a person's belief so that they can master a situation and produce various positive and useful results.
3. Entrepreneurial Decision is a decision, an interest in working hard or with a strong will with a focus on trying to meet the needs of his life without feeling afraid of the risks that will be faced later, so that

he learns from his failures and develops the business he creates.

This study analyzed data with multiple linear regression methods using the help of statistical software IBM SPSS Statistics 19. The models tested were:

$$Y = a + b_1X_1 + b_2X_2 + e$$

Where:

Y = Entrepreneurial Decision

X<sub>1</sub> = Entrepreneurial characteristics

X<sub>2</sub> = Self Efficacy

a = Constant

β<sub>1,2,3</sub> = Regression coefficient

e = standard error

The classic assumption test in this study includes the normality test, multicollinearity test, heteroscedasticity test and autocorrelation test. The normality test uses the Kolmogorov-Smirnov test provided that the data is normally distributed if the Asymp. Sig. (2-tailed) is greater than 0.05. To test the multicollinearity problem, this study uses the VIF (Variance Inflation Factor) number as a benchmark for whether there is a multicollinearity problem in the model. The model is said to be free from multicollinearity problems if the VIF value is <10. This study detects heteroscedasticity by looking at the graph plot between the predicted value of the dependent variable (ZPRED) and its residual (SRESID).

## RESULTS AND DISCUSSION

The results of the normality test are shown in Table 1 below:

Table 1. Normality Test Result

<i>One-Sample Kolmogorov-Smirnov Test</i>			
		<i>Unstandardized Residual</i>	
<i>N</i>		36	
<i>Normal Parameters<sup>a,b</sup></i>	<i>Mean</i>	,0000000	
	<i>Std. Deviation</i>	1,96761164	
<i>Most Extreme Differences</i>	<i>Absolute</i>	,106	
	<i>Positive</i>	,106	
	<i>Negative</i>	-,086	
<i>Test Statistic</i>		,106	
<i>Asymp. Sig. (2-tailed)</i>		,200 <sup>c,d</sup>	
<i>Monte Carlo Sig. (2-tailed)</i>	<i>Sig.</i>	,806 <sup>e</sup>	
	<i>99% Confidence Interval</i>	<i>Lower Bound</i>	,636
		<i>Upper Bound</i>	,975

Based on Table 1, it is known that the significance value (Monte Carlo Sig. Lower Bound) of all variables is 0.636. If the significance is more than 0.05, then the residual value is normal, so it can be concluded that all variables are normally distributed. residual value is normal, so it

can be concluded that all variables are normally distributed.

The multicollinearity test aims to determine whether in the regression model there is a correlation between the independent variables. The multicollinearity test results are summarized in Table 2 below:

Table 2. Multicollinearity Test Results

	<i>VIF</i>	<i>Conclusion</i>
<i>X1</i>	1.482	<u>Multicollinearity Free</u>
<i>X2</i>	1.103	<u>Multicollinearity Free</u>

From Table 2 above, it is known that the VIF value is <10. This indicates that the model is free from multicollinearity problems.

The Heteroscedasticity test aims to test whether in the regression model there is

an inequality of variance from the residuals of one observation to another. The results of the heteroscedasticity test are shown in Figure 2 below:

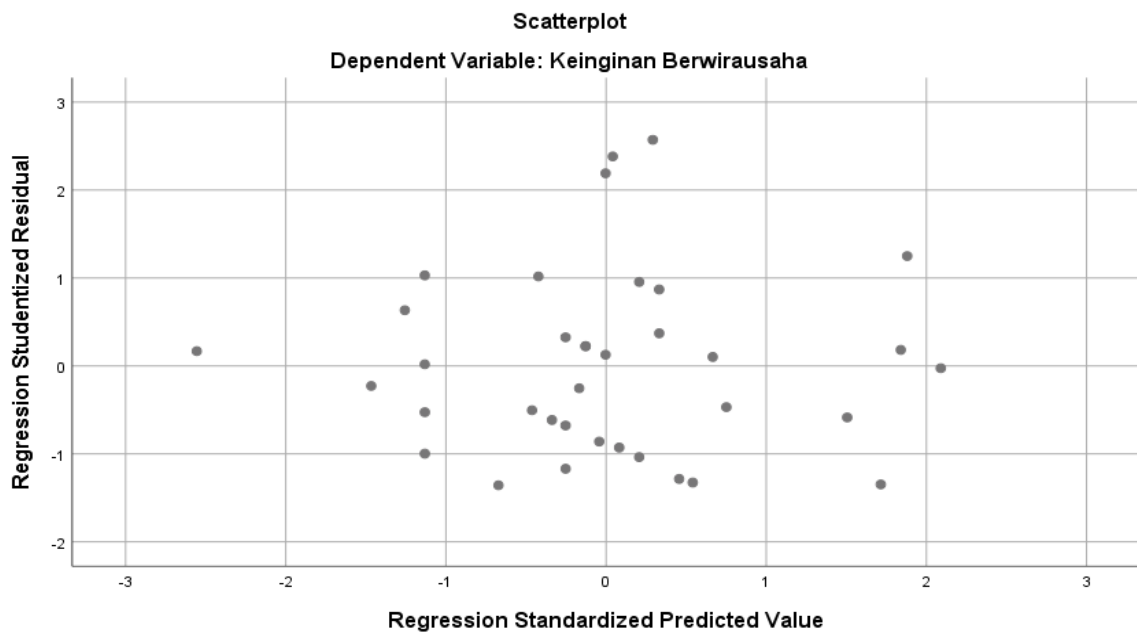


Figure 2. Scatterplot graph

Based on Figure 2, it can be seen if the data pattern is perfectly spread, some are above the zero point and some are spread below the zero point. Therefore, it can be concluded that there are no heteroscedasticity symptoms in the

regression model. Test the coefficient of determination (Adjusted R<sup>2</sup>)  
The results of the coefficient of determination test can be seen in Table 3 below:

Table 3. Determination Coefficient Test Results

Model	R	R Square	Model Summary <sup>b</sup>						
			Adjusted R Square	Std. Error of the Estimate	R Square Change	F Change	Sig. F Change		
1	,626 <sup>a</sup>	,392	,335	2,05778	,392	6,868	3	32	,001

a. Predictors: (Constant), Self Efficacy, Entrepreneuria Characteristics

b. Dependent Variable: Entrepreneurial Desire

Based on Table 3, it can be seen that the adjusted R square value is 0.335 or 33.5%. This shows that if Entrepreneurial Characteristics and Self Efficacy can explain entrepreneurial decisions by 33.5%,

the remaining 66.5% (100% - 33.5%) is explained by other variables outside of this research model.

The results of the F statistical test can be seen in Table 4 below:

Table 4. Statistical Test Results F

ANOVA <sup>a</sup>						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	87,248	3	29,083	6,868	,001 <sup>b</sup>
	Residual	135,502	32	4,234		
	Total	222,750	35			

a. Dependent Variable: Y

b. Predictors: (Constant), X2, X1

From Table 4, it is obtained that the Fcount value is 6.868 With  $\alpha = 5\%$ , dk numerator: 3, dk denominator: 36-3-1 (5%; 3; 32) obtained Ftable value of 2.0369 From the description it can be seen that Fcount (6.868) > Ftable (2.0369), and a significance value of 0.001 < 0.05, it can be concluded

that the fourth hypothesis is accepted, meaning that Entrepreneurial Characteristics and Self Efficacy have a joint effect on Entrepreneurial Decisions.

The t test results can be seen in Table 5 below:

Table 5. t test results

Model	Coefficients <sup>a</sup>				
	Unstandardized Coefficients		Standardized Coefficients	T	Sig.
	B	Std. Error	Beta		
1 (Constant)	12,112	4,417		2,742	,010
X1	,528	,193	,459	2,732	,010
X2	,197	,301	,095	,656	,517

a. Dependent Variable: Y

Regression equation:

$$Y = 12.112 + 0.528X1 + 0.197X2$$

Table 5 shows the tcount value of 2,732 With  $\alpha = 5\%$ , t table (5%; 36-3 = 33) obtained a t-table value of 2.034 From this description it can be seen that tcount (2.732) > ttable (2.034), as well as the significance value amounting to 0.10 > 0.05, it can be concluded that the first hypothesis is accepted, meaning that entrepreneurial characteristics have an effect on entrepreneurial decisions.

Table 5 shows the t-count value of 0.656 With  $\alpha = 5\%$ , t table (5%; 36-3 = 33) obtained a t-table value of 2.0345. From this description it can be seen that tcount (0.656) < ttable (2.0345), and The significance value is 0.517 > 0.05, it can be concluded that the third hypothesis is rejected, meaning that self-efficacy has no effect on entrepreneurial decisions.

## CONCLUSION

Based on the results of the research and discussion that has been done, it can be concluded as follows: (1) Entrepreneurial characteristics have a positive effect on entrepreneurial decisions; (2) Self-efficacy has no positive effect on entrepreneurial decisions and the second hypothesis is rejected; (3) Entrepreneurial characteristics, and self-efficacy together have a positive effect on entrepreneurial decisions. Students of Pondok Pesantren Al Hasyimiyah Tebing Tinggi.

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