

# Differentiation of Internal Factors on Entrepreneurship

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**Abstract**—This study aims to analyze the influence of entrepreneurship education and family culture on interest in entrepreneurship through entrepreneurship spirit. This research was conducted in some college in Malang city, using 167 students as a sample and a sampling technique using probability sampling is simple random sampling. Subsequently, collected data were analyzed using path analysis. The result of this study shows that entrepreneurship education has a positive and significant impact on interested in entrepreneurship. However, family culture does not have a direct influence on interested in entrepreneurship. Entrepreneurship spirit has a positive and significant effect on interested in entrepreneurship. The implication of this study that the entrepreneurship spirit plays an essential role in creating entrepreneurship spirit and interested in entrepreneurship

**Keywords**— family culture, entrepreneurship education, entrepreneurship spirit, interest in entrepreneurship

## I. INTRODUCTION

There is a phenomenon in society, the low interest of students to be an entrepreneur. A matter of the government, education, the world of work and society. There have been many efforts made by the government such as providing venture capital and entrepreneurship training. The change of mindset from jobseeker to provider is an inevitable necessity. This is a challenge for the university as a graduate producer. Entrepreneurship courses have entered into the primary curriculum and must be pursued by students. Empirical education not only provides a theoretical foundation on the concept of entrepreneurship but shapes attitudes, behaviors, and mindsets of an entrepreneur. Entrepreneurship education is expected to increase students' interest in choosing entrepreneurship as a career choice. Many aspects influence Attitudes, behaviors, and interests toward entrepreneurship. Besides the aspect of entrepreneurship education obtained, there are influential internal factors. These factors are family cultures, in this case, the family culture is more targeted at entrepreneurship culture that has been ingrained or hereditary in the family of entrepreneurs.

Appeared assumption that students who have taken entrepreneurship education and had a family cultures entrepreneurship will foster enthusiasm in entrepreneurship spirit in this work is described as a soul for entrepreneurship. The researchers emphasize that entrepreneurial intentions among students can determine actual career choices as entrepreneurs [1],[2]. This theory explains human decisions to adopt certain behaviors, such as the intention of students to create their own business, as a function of the interaction between the three motivational

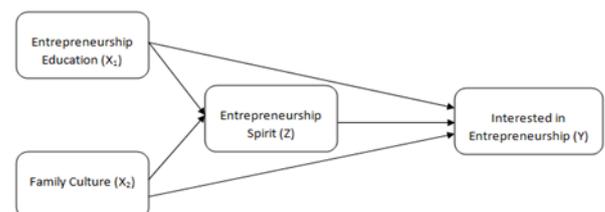
factors and enable. The first factor is control over behaviors that reflect students' perceptions of their abilities and skills to perform entrepreneurial tasks. Entrepreneurial skills greatly affect students' sense of ability to carry out the tasks required to build their business [1],[3].

## II. METHODOLOGY

This study focuses on the influence of entrepreneurial learning on the interest of students of the Faculty of Economics interested in becoming entrepreneurs. Research using a primary data type that is Student of Faculty of Economics or has taken Entrepreneurship course. The sample of the study amounted to 167 respondents consisting of 79 male respondents and 88 female respondents. Sampling technique based on probability sampling by determining the number of samples for each college based on proportionate stratified random sampling. Sampling is selected based on the following criteria: (1) registered active as a student (2) is or has been following entrepreneurship course (3) has family entrepreneurship.

The research instrument consists of two independent variables, one moderator and one dependent variable among others as follows: (1) Instrument for family culture, (2) Instrument for measuring Entrepreneurship Education, (3) Instrument for measuring Entrepreneurship Spirit and (4) Instrument for measure Interested in Entrepreneurship. The four instruments are in the form of a checklist using a 5-point scale of Likert. The method of data analysis in this study using Path Analysis which is the development of Regression Analysis, the estimation of the magnitude of the causal relationship between the number of variables and the hierarchy of position of each variable in a series of channels of a causal relationship, either direct or indirect relationship [4].

Figure 1. Framework of Research



III. RESULT AND DISCUSSION

A. The contribution of entrepreneurship education and family culture on entrepreneurship spirit

Table 1. Path Analysis X1 and X2 toward Y1

Variable Eksogen	Unstandardized Coefficients		Beta	t Hitung	Sig.
	b	Std. Error			
(Constant)	12.303	0.976		12.612	0.000
Entrepreneurship Education (X <sub>1</sub> )	0.079	0.008	0.740	10.232	0.000
Family Culture (X <sub>2</sub> )	0.086	0.066	0.940	1.300	0.196
Dependent Variable	Entrepreneurship Spirit (Y <sub>1</sub> )				
R Square	0.654				
Adjusted R Square	0.648				
F test	122.658				
Probability	0.000				

Persamaan Jalur:  $Y_1 = 0.740X_1 + 0.940X_2$

Source: SPSS

The results of path analysis show that entrepreneurship education has a direct positive and significant influence on the entrepreneurial spirit, while family culture does not have a significant direct effect on the entrepreneurial spirit, meaning that the better education of entrepreneurship will lead to the better the entrepreneurship spirit. The results of this study are by, Yuniarto[5], Winardi [6]; and further strengthening research conducted by Souitaris[7], Frazier & Niehm[8] and Shinnar, et al[9] which states that entrepreneurship education can shape the entrepreneurship spirit. While the higher or lower family culture received respondents, do not have a high impact on the entrepreneurship spirit as well.

B. The contribution of entrepreneurship spirit on the interested in entrepreneurship

Table 2. Path Analysis Y1 toward Y2

Variable Eksogen	Unstandardized Coefficients		Beta	t Hitung	Sig.
	b	Std. Error			
(Constant)	-10.748	3.747		-2.869	0.005
Entrepreneurship Spirit (Y <sub>1</sub> )	2.209	0.200	0.695	11.061	0.000
Dependent Variable	Interested in Entrepreneurship (Y <sub>2</sub> )				
R Square	0.483				
Adjusted R Square	0.479				
F test	122.350				
Probability	0.000				

Persamaan Jalur:  $Y_2 = 0.695Y_1$

Source: SPSS

The results of the analysis show that the entrepreneurial spirit has a positive and significant influence on entrepreneurial intentions, the higher the entrepreneurship spirit will lead to higher entrepreneurship intentions. This result is consistent with Hisrich [10] and Alma[11] research, the factors influencing entrepreneur interest are the educational environment, the personality of the person and the family environment. From the theory is explained that one of the factors that influence entrepreneurship interest is the personality of a person, in which case the researcher sees the personality of a person from the student's entrepreneurship spirit.

C. The contribution of entrepreneurship education and family culture on the interested in entrepreneurship

Table 3. Path Analysis X1 and X2 toward Y2

Variable Eksogen	Unstandardized Coefficients		Beta	t Hitung	Sig.
	B	Std. Error			
(Constant)	6.771	2.868		2.361	0.020
Entrepreneurship Education (X <sub>1</sub> )	0.241	0.023	0.714	10.668	0.000
Family Culture (X <sub>2</sub> )	0.486	0.195	0.167	2.493	0.014
Dependent Variable	Interested in Entrepreneurship (Y <sub>2</sub> )				
R Square	0.704				
Adjusted R Square	0.699				
F test	154.324				
Sig. F	0.000				

Persamaan Jalur:  $Y_2 = 0.714X_1 + 0.167X_2$

Source: SPSS

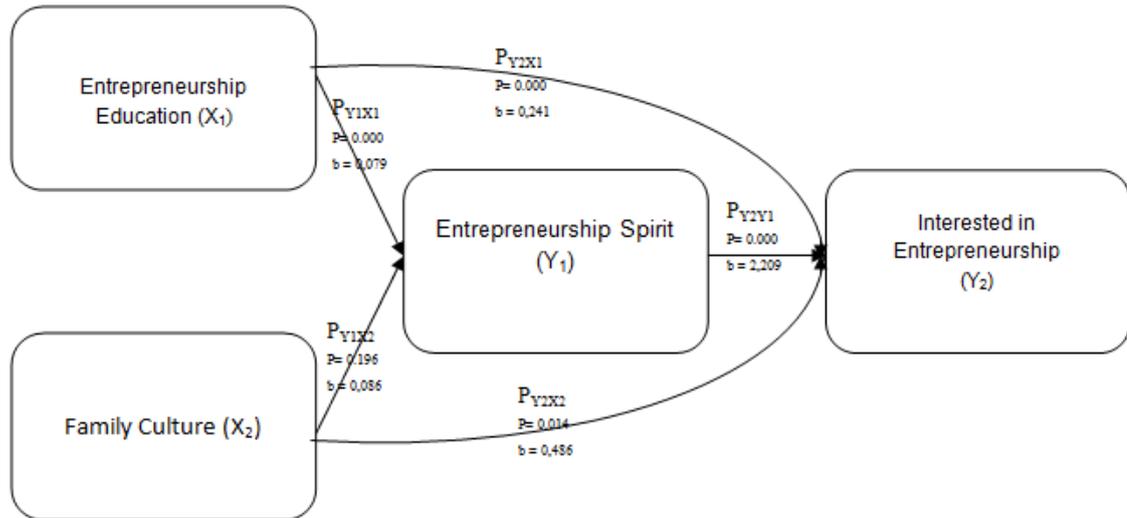
The results of path analysis show that entrepreneurship education and family culture have a direct positive and significant influence on entrepreneurial intentions, meaning that the higher education entrepreneurship and family culture students will lead to higher entrepreneurship intentions. Alma11 supports [11] this that the "environment in the form of" role models is from the family environment of parents, relatives, friends, successful entrepreneurs which adored to influence entrepreneurship interest.

D. The contribution of Entrepreneurship education and family culture on Interested in entrepreneurship through entrepreneurship spirit

The result of path analysis shows that entrepreneurship education and family culture have direct influence to entrepreneurship intention, and entrepreneurship education have direct influence to entrepreneurship spirit, whereas family culture has the indirect influence to entrepreneurship intention through entrepreneurship spirit. So the higher education of entrepreneurship and family culture will cause the higher intention of entrepreneurship, and the stronger the entrepreneurship education will cause the stronger the entrepreneurship spirit, then students who have entrepreneur spirit will cause increased intention to entrepreneurship.

Although Family Culture has a direct and indirect influence on entrepreneurship intentions through entrepreneurial spirit, if compared between the direct contribution to the increase of entrepreneurial intention, the contribution is more significant if compared through entrepreneurship spirit. The results of this study indicate that the entrepreneurship spirit has not been able to mediate the influence of Family Culture on entrepreneurial intentions, in other words, entrepreneurial spirit has not been able to help Family Culture to increase the intention of entrepreneurship. The implications for increasing Entrepreneurship intentions can be done by creating a strong Family Culture. Positive perceptions of students can be created through entrepreneurial spirit and entrepreneurial intentions, while the entrepreneurial spirit is created from the student's perception of entrepreneurship education received. In today's era, intense competition makes campus must continue to evaluate other factors that can improve the soul and Intent of entrepreneurship.

Figure 2. Research result



IV. CONCLUSION

- 1) Entrepreneurship Spirit is influenced by Entrepreneurship education while Family Culture does not affect. The better Entrepreneurship education gained will result in higher entrepreneurship spirit.
- 2) Entrepreneurship Spirit influences interested in Entrepreneurship, the higher the entrepreneurship spirit, the higher the desire or interest for entrepreneurship.
- 3) Interest in entrepreneurship is influenced by the education of entrepreneurship and family culture.
- 4) Entrepreneurship Education has a direct and indirect effect on entrepreneurship interest through entrepreneurship spirit. The direct influence of entrepreneurship education is more significant than indirect influence. Entrepreneurship education can provide benefits for students to improve the entrepreneurial spirit and the creation of interest to start entrepreneurship.

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