

The Effect of The Entrepreneurial Spirit, Entrepreneurial Values Towards Entrepreneurial Behavior, and Their Implications on Business Independence

(Case Study of Fishery Processing Industry in Sukabumi Regency)

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ABSTRACT

Entrepreneurship is a critical component of a country's economic progress. Thus, the function of entrepreneurship development must be examined for it to continue to be a part of boosting the country's economy. Entrepreneurial behavior generates new products and services and serves as a guide for the development of further production activities. It is becoming increasingly apparent that the need for capital and the entrepreneurial spirit impact the development and economic growth of industrialized countries. Difficulties associated with establishing business independence in the fish processing sector must be anticipated by empirical assessment of entrepreneurial spirit, values, and behavior that may affect company independence. This study aims to examine the entrepreneurial spirit's effect and the significance of entrepreneurship on entrepreneurial behavior to achieve company independence. SEM is used to analyze the data (structural equation model). The findings indicate that entrepreneurial spirit has a favorable and substantial influence on company independence, as do entrepreneurial ideas and behavior. According to these findings, socialization is necessary for any initiative aimed at strengthening the autonomy of the Sukabumi Regency's seafood processing business.

Keywords: *Entrepreneurial Spirit, Values, Behaviour, Business independence, Sukabumi, MSME.*

1. INTRODUCTION

Entrepreneurship is the most critical factor in innovative and creative economic growth. To prosper, at least 2% of its population must become entrepreneurs [1]. This shows that a prosperous country is a country whose people dare to open up business opportunities and create jobs, one of which is the role of entrepreneurs and entrepreneurs who create new jobs. [2] emphasizes that to be a rich country, a country must have at least 2% of its population as entrepreneurs.

Table 1. Comparison of Entrepreneurs in Several Worlds

Country Name	United States of America	Singapore	Indonesia
Percentage	11.5%	7.2%	0.18%

Source [1]

In relation, reaching this stage requires the support of all parties, including banks. From this perspective, the study of entrepreneurship becomes significant in academia and practice [4].

The Relationship between Entrepreneurial Values and Entrepreneurial Behavior. Entrepreneurial values are prerequisites related to entrepreneurial behavior [5]. Values are the basis for understanding attitudes and motivations, and values can influence perceptions of behavior in running a business.

Values in running a business contain an element of consideration that develops personal or social ideas.

So, they are preferred over the form of behavior or the final form of resistance or kindness. Therefore values are significant to learn in managing organizational Behavior [7]. Judging from the relationship with the entrepreneurial spirit, entrepreneurial value, and entrepreneurial behavior and their implications for entrepreneurial independence, the fish processing industry can be one thing that needs to be studied further, where the entrepreneurial spirit can increase the realization of entrepreneurial behavior for small business actors.

Then the value of entrepreneurship can then increase entrepreneurial behavior for small business actors—the Relationship between Entrepreneurial Spirit and Business Independence. The Sukabumi Regency also has a fishery processing sector, a logical result of fishing operations. Sukabumi is one of the top national pindang fish-producing centers, and the sector has been around for a long time. In Sukabumi Regency, there are 1,574 MSME units, with seafood processing enterprises accounting for 88.7% of the total.

In the seafood processing and processing industries, medium-sized businesses are rare. Unfortunately, most of these businesses are micro-enterprises, with a few small-scale businesses thrown in for good measure. There is a problem with the development of MSMEs in this field, the non-optimal transition of micro-enterprises to small-scale and medium-sized enterprises [1]. Nationally and locally, this is a concern because, in the region itself, achievements for 2019 are difficult to achieve [9]. This seemingly hampered development has become a concern for the Sukabumi Regency Maritime Affairs and Fisheries Service. The reason is unknown because various MSME development programs for the fishery processing industry have been implemented, but the results obtained have not been satisfactory. From the Explanation above, the impetus for conducting research systematically and scientifically on the " effect of the entrepreneurial and entrepreneurial values towards entrepreneurial behavior and their implications on business independence is formed. (a case study of fishery processing industry in Sukabumi regency).

2. LITERATURE REVIEW

2.1. Entrepreneurship

Entrepreneurship is a creative and innovative aptitude utilized to find new ways to succeed. People with creative and inventive personalities, i.e., those with an entrepreneurial spirit, attitude, and behavior,

are the only ones who can carry out the creative process. Full of confidence; signs include full of confidence, optimism, commitment, discipline, and responsibility; initiative; the hand is full of energy, graceful in action, and dynamic. have an achievement motive, the indicators of which are outcomes orientation and future insight; have a leadership spirit, the hands of which are daring to be different, trustworthy, and challenging in their actions; dare to take calculated risks [10].

The State Minister for Cooperatives and SMEs Regulation defines *entrepreneurship* as Entrepreneurship, No. 06/Per/M.KUKM/VIII/2012, to support and speed up the empowerment of cooperatives and SMEs while also enhancing competitiveness. Small businesses should build a plan by becoming self-sufficient, healthy, strong, and competitive firms and developing themselves to improve economic growth and support the expansion of job possibilities to achieve economic democracy. Institutional quality improvement occurs in stages, including initiatives to awaken, empower, develop, and strengthen institutions.

2.2. Entrepreneurial Spirit

The entrepreneurial spirit is the lifeblood of entrepreneurship. The entrepreneurial spirit includes a personality that has creative action as a value, likes to try, is vital in various challenges, is confident, has self-determination or locus of control, can manage risk, sees change as an opportunity, tolerates many choices, has initiative and needs achievement, perfectionist, broad-minded, considers time to be precious and has a strong motivation. That character has been internalized as values that are believed to be confirmed [11]. In essence, an entrepreneurial mindset and conduct are demonstrated by the nature, character, and character of someone who desires to bring new ideas to life [12] creatively. Self-confidence (belief), optimism, discipline, dedication, initiative, motivation, leadership, difficulties, responsibility, and human interactions contribute to an individual's entrepreneurial spirit [13].

2.3. Entrepreneurial Value

Entrepreneurial values are prerequisites related to entrepreneurial behavior [5]. Creativity, risk-taking, invention, four-dimensional achievement, ambition, and independence are virtues. [6]. Values in running a business contain an element of consideration that develops the ideas of a personal or social person, so it is preferred over the form of behavior or the final form of the existence of resistance or kindness. Values are the basis for understanding attitudes and motivations, and values

can influence perceptions of behavior in running a business. Therefore values are fundamental to learn in managing organizational Behavior [7].

2.4. Entrepreneurial Behavior

Entrepreneurial behavior, namely, an entrepreneur's activities or activities, is fostered by several main characteristics. Furthermore, [2] defines *entrepreneurial behavior* as a moderate risk taker, knowledge of the results of decisions taken, knowing what will happen, enthusiasm, and organizational skills.

According to [14], "The activities of organisms that can be observed by other organisms or by various research tools, including behavior, including verbal descriptions of subjective experiences based on," according to science. The Behavior or Behavior of an individual is formed because of an interaction between an individual and his environment.

According to [15], "Entrepreneurs are people who have their own business. Entrepreneurs are persons who take the risk of starting their own business. The nature and character of a person have a significant impact on their attitudes and behavior. An entrepreneur must have a good nature and character, be progress-oriented, and be positive to advance/be successful. [16] states that the attitudes and behaviors that an entrepreneur must have are as follows:

- 1) Confident. People who have high self-confidence are people who have matured physically and spiritually. The characteristics of a person's maturity are that he is not dependent on others, has a heightened sense of responsibility, is objective, and is critical. He does not simply absorb other people's opinions, but he considers them critically. Emotionally can be said to be stable, not easily offended and angry. Also, the high social level is willing to help others, and the highest is his closeness to Allah SWT. It is hoped that entrepreneurs like this can run their business independently, honestly, and are liked by all their relationships.
- 2) Task and Result Oriented. This person does not put prestige first. However, he prioritizes

achievement; then, his reputation will rise after he succeeds. Young people who always think of importance first and achievements later will not progress.

- 3) Risk Taking. The character always likes challenges in entrepreneurship such as competition, fluctuating prices, goods not selling, and so on must be complete calculation. If the total is mature, keep walking without forgetting to take refuge in him considering all aspects.
- 4) Leadership. The nature of leadership does exist within each individual. This depends on each adjusting to the organization or person he leads. However, the nature of leadership has been widely studied and trained.
- 5) Originality. What is meant by original here is not following others but having his own opinion, original ideas, and ability to do something? This original nature, of course, does not always exist in a person.
- 6) Future-Oriented. This future-oriented nature must always be present in every business leader so that his business can continue, and with time the company's productivity can continue to increase.

2.5. Business independence

Independence is the effort necessary to compete with other businesses [17]. Independence entrepreneurship refers to attitudes and business conditions with the spirit of entrepreneurship to meet the needs and rely on its capabilities [18]. Independence provides an opportunity for entrepreneurs to determine their own goals and make the right decisions for their businesses. Therefore, it is essential to develop this independence in entrepreneurs so that the companies they establish can compete competitively and provide the expected results.

Hypotheses and Thinking Framework.

From some of the explanations above and theoretical concepts, a framework of thought is formed as shown in Figure 1:

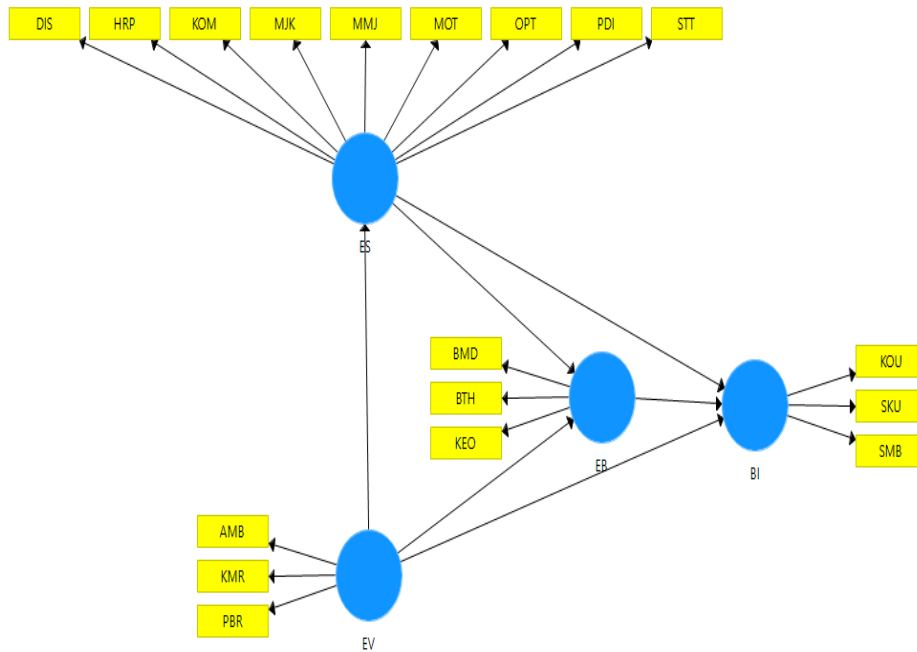


Figure 1. Hypothesis

2.6. Relationship between Entrepreneurial Spirit and Entrepreneurial Behavior

A strong belief defines the entrepreneurial spirit in, and acceptance of entrepreneurial conduct, and a willingness to work hard and preserve links among members reflects a strong desire for members to remain psychologically connected to the organization. Developing an entrepreneurial spirit will lead to increased entrepreneurial behavior. The entrepreneurial spirit influences entrepreneurial behavior in a good and significant way. [18]. With the arguments and results of previous research synthesis, the first hypothesis can be formulated as follows:

H1: The entrepreneurial spirit can increase entrepreneurial behavior for the fish processing industry.

2.7. Relationship of Entrepreneurial Values with Entrepreneurial Behavior

Entrepreneurial values of creativity, risk-taking, invention, four-dimensional achievement, ambition, and independence are among the virtues that can create assertive entrepreneurial behavior [6]. The company's invention will affect the behavior of small businesses in developing innovations to lead to better business success. With the arguments and results of previous research, the second hypothesis is stated as follows:

H2: The value of entrepreneurship can increase entrepreneurial behavior for the fish processing industry.

2.8. Relationship between Entrepreneurial Spirit and Business Independence

Entrepreneurship life is, in principle, an entrepreneurial attitude and behavior shown through the character and character of someone who has the will to creatively bring innovative and new ideas into the real world [19]. *Character* is a personality that can have a positive and significant influence on business independence for small business actors [20]. A high entrepreneurial spirit is needed in creating business independence for small business actors. Based on the arguments and results of previous research, the following three hypotheses are presented.

H3: The entrepreneurial spirit can increase business independence for the fish processing industry.

2.9 Relationship between Entrepreneurial Values and Business Independence

The value of a business action includes an element of thought that broadens one's horizons, making it a type of behavior in business management that leads to business independence. Entrepreneurial values can impact behavior in running a firm by understanding their attitude and drive; therefore, values are vital behaviors in managing company independence [21]. Thus, the fourth hypothesis is proposed as follows.

H4: The value of entrepreneurship can increase business independence for the fish processing industry.

2.10. Relationship between Entrepreneurial Behavior and Business Independence

Strategic policies in developing the small business sector into independent small businesses require strengthening business behavior in various sectors. Reinforcing Entrepreneurial Behavior in developing small businesses is a strength for forming independent, tough and healthy small businesses. The power of entrepreneurial behavior has a positive and significant influence on business independence for small business actors. If entrepreneurial behavior gets better, business independence for small business actors will increase [22]. By referring to the results of previous research and the arguments presented, the five hypotheses are formulated as follows.

H5: Entrepreneurial Behavior can increase business independence for the fish processing industry.

Entrepreneurial behavior demonstrates the ability of employers to look to the future, thinking with the total calculation, looking for a selection of various alternatives problems and solutions are lacking [23].

H:6 The influence of entrepreneurial spirit and value of entrepreneurship on the independence of the fish processing industry business.

Organizations with entrepreneurial knowledge will be committed to entrepreneurial behavior to gain independence in managing small businesses.

H:7 The influence of entrepreneurial spirit and value of entrepreneurial on entrepreneurial behavior for fish processing industry businesses.

Independence in business is needed so that these business actors can compete with other business actors competitively [17].

H:8 The influence of entrepreneurial spirit and entrepreneurial value through entrepreneurial behavior and its implications for business independence for the fish processing industry.

The value of entrepreneurship has a significant and positive influence on business independence. Therefore, a high increase in value for small business

actors can increase the growth of business independence [24].

3. RESEARCH METHODS

The sample in this study used a comparison of the number of indicators with the number of pieces for multivariate analysis, namely one versus 5 to 10 [25]. Each indicator requires a minimum of 5 and a maximum of 10 samples. The number of models used in this study used a ratio of 1 hand to 5 pieces. In this study, 18 indicators were converted into statements in the research questionnaire so that the number of samples used for the analysis was 94 respondents.

This study uses the SEM (structural equation model) research method. According to [26], SEM stands for structural equation model, a second-generation structural equation model of a strategy for examining the connection between variables in a multivariate analysis.

The stages of SEM analysis itself must go through at least five steps [27], namely: 1. model specification; 2. model identification; 3. model estimation; 4. model evaluation; 5. Modify or respecify mode

According to [28], structural equation modeling is a second-generation multivariate analytic approach [29] that enables researchers to investigate the interaction between complicated variables, both recursive and non-recursive, to acquire a holistic view of the entire model. Thus, SEM is a multivariate analytic approach used to investigate relationships between variables that are more complicated than those analyzed using multiple regression or component analysis.

Quantitative analysis and hypothesis testing are carried out by modeling through: developing theory-based models, compiling path diagrams and structural diagrams, selecting the type of input matrix and estimation of the proposed model, assessing the identification of structural models, assessing goodness-of-fit criteria, interpreting and model modification [28].

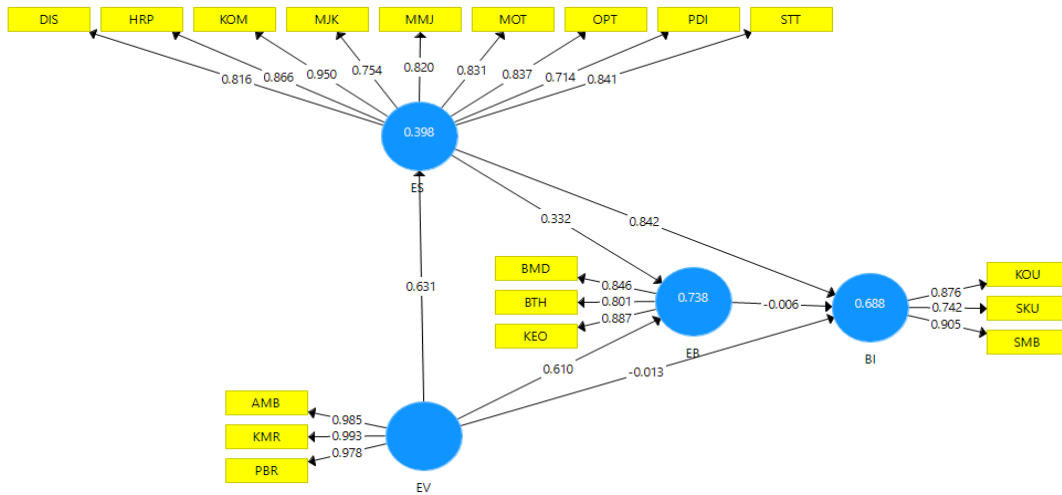


Figure 2. Cross-model diagram based on T-value

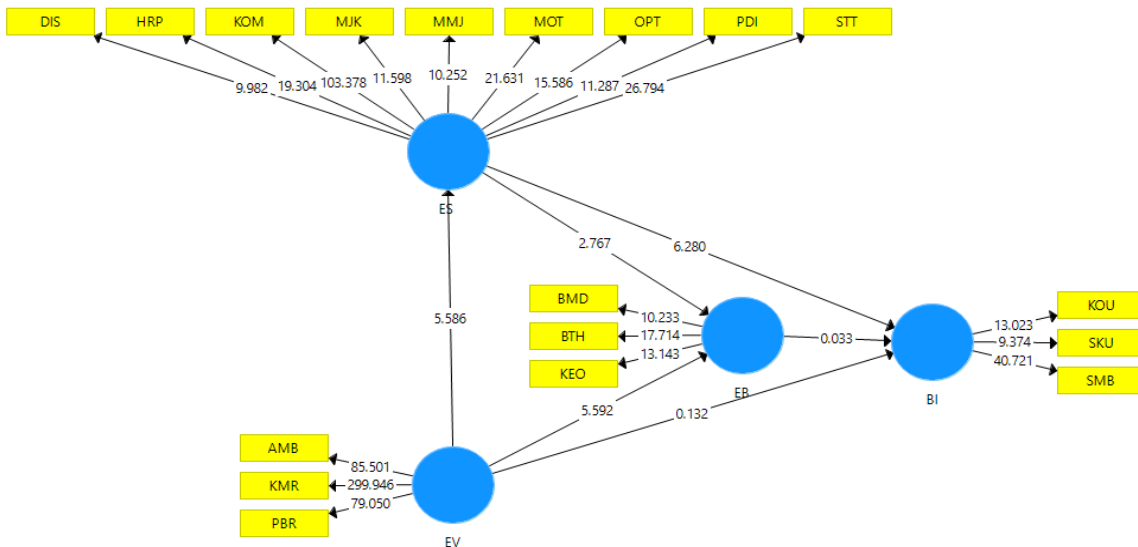


Figure 3. Validation and level of closeness of the relationship between variables in the research model based on standardized solution

3.1. Methods of Data Analysis

Analyses quantitative. We do quantitative analysis and hypothesis testing. Hypothesis testing is accomplished through the development of theory-based models, the compilation of path diagrams and structure diagrams, the selection of the kind of input matrix, and the testing of hypotheses estimate of the

suggested model, evaluation of structural model identification, evaluation of goodness-of-fit criteria, interpretation, and model modification [28] After identifying the numerous factors associated with MSME actors and their enterprises, Table 3 demonstrates their relationship to the discriminant validity value in the study model.

Table 2. Methods of Data Acquisition

Variable	Indicator	Data Acquisition Method
Soul Entrepreneurship [11]	Confidence (belief)	Questionnaires and in-depth interviews to review research indicators are expected to increase the entrepreneurial
	Optimism	

	Discipline,	spirit related to the concept of developing independent and resilient small businesses.
	Commitment,	
	Initiative,	
	Motivation,	
	Have a leadership spirit	
	Like challenges,	
	have responsibilities,	
Human relations.		
Score Entrepreneurship [6]	Creativity,	Questionnaires and in-depth interviews by reviewing research indicators are expected to increase the value of entrepreneurship in ensuring business certainty for small business actors.
	Risk-taking,	
	Innovation	
	Achievement-oriented,	
	Ambition	
Independence		
Behavior Entrepreneurship [2]	New business search (<i>venturing</i>)	It reviews research indicators expected to obtain entrepreneurial behavior for small business actors.
	Strategic update (strategic renewal)	
	Work accuracy.	
	Transparency	
Business Independence [16]	Able to fulfill yourself	It reviews research indicators expected to establish business independence for small business actors.
	Not easily give up	
	Dare to take a decision	
	Dare to compete	
	Accept competitor advantage	

Table 3. Structural model results

Hypothesis	Original Sample (O)	T Statistics (O/STDEV)
Entrepreneurial Behavior - > Business Independence	-0.006	0.036
Entrepreneurial Value -> Entrepreneurial Behavior	0,423611111	5.553
Entrepreneurship Value -> Business Independence	-0.013	0,090972222
Entrepreneurship Value -> Entrepreneurial Spirit	0,438194444	6,009
Entrepreneurial Spirit -> Entrepreneurial Behavior	0,230555556	2,774
Entrepreneurial Spirit -> Entrepreneurial Independence	0,584722222	6.555

3.2. Hypothesis test

1) Hypothesis Testing H1

It is possible to conclude that the first hypothesis is correct based on the regression results. The value of the original sample estimate for Entrepreneurial Spirit is 0.332 with a significance below 5%, as demonstrated by the t-statistical value of

2.774, which is bigger than the t-table value of 1.962, as shown in table 3. The positive original sample estimate value shows that the entrepreneurial spirit influences entrepreneurial behavior positively.

2) Hypothesis Testing H2

The second experiment was carried out to examine if the value of entrepreneurship impacts entrepreneurial behavior. Table original ideas show the test findings, with p on Entrepreneurial Behavior receiving an original sample estimate value of 0.610 and a t-statistic value of $5.553 > 1.962$, indicating that Entrepreneurial Spirit has a positive effect on Entrepreneurial Behavior with a significance level over 5%. (significant). Hypothesis 2 can be accepted based on the test results.

3) Hypothesis Testing H3

Furthermore, the third test is carried out by looking at how the influence of the Entrepreneurial Spirit can increase business independence. The test results can be seen from Table 3 above that the entrepreneurial spirit positively impacts business independence with an original sample estimate value of 0.842 and a t-statistic value of 6.555, which is greater than the t-table value of 1.162. Therefore, it can be concluded that hypothesis 3 is accepted.

4) Hypothesis Testing H4

The test results in table 4 can be concluded that the entrepreneurial value does not affect business independence because the original sample estimate value is at a discount of (0.013) and the t-statistic value is 0.131 below the t-table value of 1.962. Therefore, Hypothesis 4 is not accepted.

5) Hypothesis Testing H5

Entrepreneurial behavior can increase business independence for the fish processing industry. Furthermore, testing the fifth hypothesis can be seen in table 4 that Entrepreneurial Behavior has no significant effect on business independence with (0.006) and a t-statistic value of $0.036 < t\text{-table } 1.962$. Therefore hypothesis 5 is not accepted.

6) Hypothesis Testing H6

Furthermore, in the sixth hypothesis, it can be seen in table 4 that the entrepreneurial spirit has a positive effect on the value of entrepreneurship with the original sample estimate value of 0.631 and the t-statistical value of 6.009, which is greater than the t-table value of 1.962. Therefore, the sixth hypothesis can be accepted.

7) Hypothesis Testing H7

In testing this seventh hypothesis, we can see the results of the R-Square on

entrepreneurial behavior of 0.738, where the value is declared acceptable. This means that the entrepreneurial spirit and entrepreneurial values positively affect entrepreneurial behavior so that this hypothesis can be accepted.

8) Hypothesis Testing H8

Testing the eighth hypothesis can be seen from the R-Square results on business independence with a value of 0.688, meaning that the spirit of entrepreneurial, entrepreneurial matter and entrepreneurial behavior has a positive effect. Therefore hypothesis 8 can be accepted.

4. RESULT AND DISCUSSION

Based on the results of the SEM analysis through Figure 1 and Figure 2, as well as the effects of structural modeling presented in Table 4, it was found that the variables of Entrepreneurial Spirit and Entrepreneurship Values have a positive and significant impact on Entrepreneurial Behavior and have an effect on Business Independence. All hypotheses, H1, H2, H3, H6, H7, and H8, are accepted. Different from the view on H4 and H5, it is not taken.

The study's research demonstrates that the entrepreneurial spirit has a favorable and substantial influence on entrepreneurial behavior (the first hypothesis is supported). This condition demonstrates that the entrepreneurial spirit exhibited by small business actors can contribute to the establishment of entrepreneurial behaviors and stimulate and foster small business actors' passion for doing business operations. The findings of this study corroborate previous [30], indicating that the entrepreneurial spirit has a considerable favorable influence on entrepreneurial behavior.

Relationship of Entrepreneurial Values with Entrepreneurial Behavior. Entrepreneurial values consist of creativity, risk-taking, invention, goal-oriented conduct, ambition, and independence may all contribute to the development of solid behavior—entrepreneurship [6]. The entrepreneurial spirit can increase entrepreneurial behavior for the minor business actor.

On the other hand, the entrepreneurial spirit is defined by a strong belief in and acceptance of entrepreneurial behavior, a willingness to work hard and maintain ties amongst members, which indicates that members have a strong desire to remain in the group.

The company's psychology. Entrepreneurship has a considerable favorable effect on entrepreneurial behavior [22]. Developing an entrepreneurial spirit will increase entrepreneurial behavior. According to [31], the entrepreneurial spirit entails an action-oriented mindset. Creative as a value, like to try, though in various challenges, confident, has self-determination or locus of control, can manage risk, change is seen as an opportunity, tolerates many choices, takes the initiative and requires achievement, is a perfectionist, has a broad view, considers the time is precreatively bring innovative ideas into the real world been internalized as values that are believed to be accurate. According to [18], The entrepreneurial spirit is the soul of life in entrepreneurship. In principle, an entrepreneurial attitude and behavior are shown through the nature, character, and disposition of someone who has the will to bring innovative ideas into the real world creatively. From the description above, the entrepreneurial spirit affects student entrepreneurship readiness. This means that small business actors are expected to prioritize the entrepreneurial spirit in every business activity and possibly form solid and resilient entrepreneurial behavior. Entrepreneurial values have a positive creative bring innovative ideas into the real world. This condition shows that the second hypothesis is supported. Namely, the entrepreneurial value developed by MSME actors can empower business activities for business continuity. The results of this study are in line with research [32] that the importance of entrepreneurship has a strong influence on entrepreneurial behavior. These results indicate that small business actors have entrepreneurial values that increase entrepreneurial behavior.

The results also show that entrepreneurship has a positive influence on the independence of the business, with the original sample estimate at 0.842 following the opinion of the study [33], which indicates that the entrepreneurial spirit is a positive and significant effect on the independence effort. If the entrepreneurial spirit increases, the independence of small business actors will also be more robust and more challenging in running a business.

This study also shows that the value of entrepreneurship does not affect business independence (the fourth hypothesis is not accepted). The stronger the entrepreneurial value for MSME actors, the stronger the formation of business independence will be. This condition shows that even though the value of entrepreneurship is substantial, it does not always

lead to business independence for small business actors. Based on these findings, it can be concluded that the appearance of business independence does not depend on the strength or weakness of entrepreneurial values.

This study demonstrates a favorable and significant influence of entrepreneurial behavior on business independence (the fifth hypothesis is accepted). This suggests that when small business players exhibit aggressive entrepreneurial behavior, business independence is facilitated. This study corroborates the findings of [34] that entrepreneurial behavior has a favorable and substantial effect on the development of company independence. According to the findings of the sixth hypothesis study, the entrepreneurial spirit has a positive impact on the value of entrepreneurship, as stated in the following statement: "Strengthening the entrepreneurial spirit will impact strengthening entrepreneurial behavior, and increasing entrepreneurial values will increase entrepreneurial behavior." Increasing the spirit of entrepreneurship can help small business actors create business independence, but it has not become a significant factor. This means that small business players capable of fostering entrepreneurial spirit cannot achieve business independence [18].

Table 4. Result in the R-Square Adjust

Indicator	R-Square Adjust
Entrepreneurial spirit	0,272222222
Business Independence	0,470833333
Entrepreneurial Behavior	0,508333333

The research results above show that the R-Square value on entrepreneurial behavior shows a value of 0.738 or 73%, where the Adjusted R Square value, or the adjusted coefficient of determination, is an alternative to the R Square value comparison the accuracy of the effect. In the journal [35], if the regression in the study uses more than two independent variables, this study uses Adjusted R Square to determine the coefficient of determination. So that the entrepreneurial spirit and entrepreneurial values influence business behavior, with the evidence being the R-Square value. Thus, the R-Square or coefficient of determination is a simple measure and is often used to test the quality of a regression line equation [36]. Likewise, with Hypothesis eight, where the R-Square is 0.688 on the indicator of business independence, the R-Square value provides an overview of the suitability of exogenous variables in predicting endogenous

variables. The importance of entrepreneurship will indirectly strengthen the formation of business independence if it is moderated by entrepreneurial behavior. The primary treatment for the construction of business independence is the need to increase business by creating self-confidence and career development for small business actors to realize solid entrepreneurial behavior. These findings are not in line with research [37] which states that entrepreneurial behavior affects the formation of business independence. What can be drawn from the results of this study is the need to increase the ability of MSME actors first.

The age of the business does not guarantee an increase in performance. However, the company's size upgraded from micro to small and small to medium will increase performance. Then, the number of fishery processors in the Sukabumi Regency who do not have a business license may be related to the results of this study. Fisheries processors think they will only sell as they are now and will not further raise their business class. They are pretty concerned with increasing daily sales, not with the mindset of adding two meatball carts and hiring employees for their fish processing business. Naturally, this mentality will impede the growth of the Sukabumi Regency's fisheries processing business. Additionally, substantial foreign-owned firms have begun to operate in Palabuhanratu and its environs to compete for fish catches. It is vital to take meaningful actions toward formulating strategies for the development of SMEs in the Sukabumi Regency's seafood processing industry for the benefit of all stakeholders.

5. CONCLUSION

To have a tangible and measurable influence on the growth of this fisheries processing industry, the regional government and affiliated agencies can strengthen control of already-implemented initiatives and consolidate them into a single annual program. To help fisheries processors expand their businesses, the government must also provide counseling and training to help them develop psychological and cultural characteristics. Additionally, the government should inspire and socialize fisheries processors in Sukabumi Regency through different training programs, seminars, and contests to produce processed fishery products to increase the competitiveness, creativity, and innovation of fish processors.

This study also indicates that the entrepreneurial spirit influences business independence. These results are by research [33], which shows that the entrepreneurial spirit positively affects business independence. If the entrepreneurial

spirit increases, the freedom of small business actors will also be more robust and more challenging in running a business. However, even though the entrepreneurial spirit increases, it will not always lead to business independence for small business actors. The formation of business independence does not depend on the good or bad entrepreneurial spirit for small business actors. Related to research suggestions, in this study, indicators of questions that are not understood can make it difficult for respondents to answer consistently. It can result in discrepancies in the results with initial estimates. Therefore, a more standardized questionnaire is needed to analyze better the influence of demographic, psychological, cultural, and business characteristics on business performance. Further studies are required by focusing on the impact of cultural traits, both national and local cultures, so the results can be explained further.

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