



Entrepreneurial Ecosystem Determinants on Entrepreneurial Self-efficacy Students of Business Education

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Abstract. Entrepreneurship is an effective approach for overcoming a country's economic challenges. Entrepreneurship requires intent/intent so that entrepreneurial performance also improves. A good entrepreneurial ecosystem should also be considered in order to help entrepreneurship grow. The entrepreneurial ecosystem includes supportive systems (mentors, advisers, incubators, and so on), policies and regulations, infrastructure, education and training systems, support from higher education institutions, and social support. Entrepreneurs grow successfully in an entrepreneurial ecosystem; they are not born entrepreneurs. The purpose of this research is to determine the impact of the entrepreneurial ecosystem on entrepreneurial self-efficacy among students in business education scope on the Indonesian island of Java. The quantitative methodology used in this study includes both descriptive and explanatory study types. Survey participants were trade business education/business education students majoring in trade management in former IKIP circles on the island Java campus with a sample of 187 respondents. This study used probability sampling as its sampling technique. The SPSS 26 program was utilized to process the data analysis technique, which used descriptive statistical analysis. The outputs of this research include proceedings or indexed international journals. It is expected that these research results will be used as evaluation materials for the implementation of tasks in higher education in order to produce graduates who can find employment. Furthermore, degree programs in commercial/business education can be utilized as study guides to create lesson plans and exercises according to the degree program's entrepreneurial ecosystem and to boost students' interest in entrepreneurship. Because the entrepreneurial world offers a lot of substantial opportunity.

Keywords: Entrepreneurial Ecosystem · Entrepreneurial Self-Efficacy · Business Education Students

1 Introduction

Entrepreneurship is an effective approach for overcoming a country's economic challenges. This is in accordance with the State's mission to eradicate poverty and eradicate unemployment. The open unemployment rate is increasing, which is coupled with the

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impact of the COVID-19 pandemic that is still being felt and occurring today, one of which is the termination of employment, which requires everyone to endure the situation. So one aspect of work that can be a solution is entrepreneurship. [1] state that entrepreneurship is the soul, attitude, and spirit of individuals who run a business or one's ability to manage a business that leads to efforts to explore, create, implement, work, technology.

An effective entrepreneurial ecosystem must be prioritized if we want to encourage the growth of entrepreneurship. Supportive systems (mentors, consultants, and incubators), rules, regulations, infrastructure, education system, training, support from higher education institutions, and socio-cultural support are all components of the entrepreneurial ecosystem [2]. The entrepreneurial ecosystem's dimensions typically consist of policy, infrastructure, culture, human capital, market, and financing [2].

In addition to the entrepreneurial ecosystem, business actors need entrepreneurial self-efficacy, which manifests as confidence in their capacity to take the least risky course of action. A belief in one's capacity to organize the resources of action required to control future situations for an entrepreneur is known as entrepreneurial self-efficacy [3]. Environmental support also contributes to entrepreneurs [4]. In general, the environment is everything that is around the object and is able to influence or be influenced by the subject. Furthermore, the entrepreneurial environment is a combination of several factors that cause the entrepreneurial process to occur. In addition, entrepreneurial education or entrepreneurship education, especially in tertiary institutions, is an educational program that focuses on entrepreneurship in an effort to internalize the entrepreneurial spirit and mentality through educational institutions [5]. Furthermore, an entrepreneurial mindset or entrepreneurial way of thinking is a way of thinking owned by entrepreneurs that has characteristics including simple thinking, thinking about something new, action-oriented, and the ability to analyze opportunities.

Entrepreneurship can be a strategic choice for millennials. In addition to having high determination and independence, millennials also have very dynamic personalities. Higher education is one of the educational institutions that contributes to the production of graduates who can immediately work and begin a career [6]. Working here is divided into two categories: working for others as an employee or working for himself as an entrepreneur. Universities must be able to create an entrepreneurial ecosystem that allows students to give birth to future entrepreneurs [7]. [8], each element of the ecosystem plays a crucial role in expanding the social network of prospective entrepreneurs. [9] claim that policymakers are the most critical elements in developing an entrepreneurial ecosystem. [10] policymakers will be able to coordinate elements of the entrepreneurial ecosystem. [11] go into greater detail about why formal education is the ideal setting to promote cultural creativity, self-confidence, and developmental flexibility.

Study programs as part of universities have a role in producing entrepreneurial graduates. The study program is a unit of educational and learning activities. In this case, the study program that determines the learning curriculum leads and strengthens the entrepreneurial foundation. One of the study programs that provides students with a learning system for entrepreneurship is commerce education. The commerce education study program deliberately establishes a strong entrepreneurial ecosystem according to

the vision and mission of graduates to develop an entrepreneurial spirit. From the sustainability of the entrepreneurial ecosystem during lectures, making graduates of commerce have the knowledge, abilities, and skills.

Based on the researchers' description, this study was conducted to determine the effect of the entrepreneurial ecosystem on entrepreneurial self-efficacy in students in business education in Java. Therefore, the researcher made the title of the study as follows "Entrepreneurial Ecosystem Determinants on Entrepreneurial Self-Efficacy Students of Business Education".

2 Theoretical review

2.1 Entrepreneurial Ecosystem

The ecosystem has begun to be connected with the business world, namely since the birth of the entrepreneurial ecosystem, which states that business is not born from an empty space and in business there are interrelated interactions that occur between interested actors for company growth [10]. The entrepreneurial ecosystem is a relatively new concept, with many meanings and as yet no common definition. The Entrepreneurial Ecosystem concept highlights how entrepreneurship can be generated through a series of human resources, natural resources, and business actors who play all strategies and activities in entrepreneurship [12]. In this study, the components of the entrepreneurial ecosystem are represented by the following variables: (1) Policy: entrepreneurial policy, (2) Finance: Socio-economic, (3) Culture: entrepreneurial environment, (4) Support: opportunity recognition, (5) Human Capital: entrepreneurial education and entrepreneurial mindset, (6) Markets: social networking. The description of the theoretical review as an independent variable in this study, the researchers describe as follows:

2.1.1 Entrepreneurial Policy

A government-implemented macro, meso, and micro strategy for entrepreneurship promotion is referred to as an entrepreneurial policy. Only in the middle of the 1990s did academic circles start to pay attention to entrepreneurship policy, and there is still no official definition [13].

2.1.2 Entrepreneurial Education

The environment is an atmosphere, situation, or place where social interaction occurs and has a positive influence on how to think and good views directly or indirectly on the maturation of the soul and behavior of everyone [14]. The environmental reaction affects both entrepreneurs and businesses. This is due to the fact that they do not operate in a vacuum [15]. Entrepreneurs and businesses must interact with the larger society in some way, whether through the exchange of goods and services, human capital, or resources. The family environment is one of the entrepreneurial environments, and it plays an important role in determining the future, especially for a student who wants to start a business [16]. Besides that, the entrepreneurial community also supports the formation of an entrepreneurial mindset. Community formation is expected to provide

more value (value added) to all members. The community is expected to be a forum that can play a role in helping to improve abilities in starting and running a business [17].

2.1.3 Entrepreneurial Education

An overall educational endeavor, fostering students' entrepreneurial goals is entrepreneurship education [5]. Education in entrepreneurship offers students various job paths as entrepreneurs and helps them develop their entrepreneurial knowledge and skills [18]. Furthermore, the concept of entrepreneurship education as a teaching and learning activity can influence business attitudes such as independence, creativity, innovation, taking risks, and starting a business.

In general, the implementation of entrepreneurship education in the university environment is done slowly and gradually but continuously. Entrepreneurship programs designed by the Directorate General of Higher Education to support prospective new entrepreneurs include: Entrepreneurial Student Program (PMW), Entrepreneurship Lecture Program (KWU), Entrepreneurship Internship Program (MKU), Business Work Lecture Program (KKU), New Entrepreneur Incubator (INWUB).

2.1.4 Social Networking

Social networking is still a component of social media whose position is supported by the existence of a social networking site [19]. Sites on Social Networking, which are website-based services, can allow someone to design a public identity on an existing system, determine who can connect and who can view it, and explore the activities of other connected users [20]. The benefits provided and the ease of access that can be felt by students have an effect on the intention to use social networks. The existence of social networking can influence and change the mindset of the younger generation. By utilizing this social network, it is hoped that students can use it to see opportunities and determine product market segments.

2.1.5 Opportunity Recognition

Entrepreneurship is the process of starting a new business, usually in response to existing opportunities. Entrepreneurs seek opportunities by modifying, changing, or introducing new products or services [21]. [22] revealed that identifying business opportunities is important for an entrepreneur. If an entrepreneur is not able to identify business opportunities, then he will not be able to start a business. [23] think that identifying opportunities is a fundamental characteristic of entrepreneurship. The identification of the opportunities in question is investigative and sensitive to market needs, as well as the ability to see the utilization of natural resources that are not yet optimal and can be used as business opportunities. Thus, the ability to identify business opportunities is important to discuss.

2.1.6 Entrepreneurial Mindset

An entrepreneur in setting up a business requires two important factors, namely entrepreneurial skills and mindset [24–26]. Among these factors, the entrepreneurial mindset is critical in business. Because an entrepreneur is driven to innovate in order to

remain productive and create business opportunities that provide satisfying results and high profits. "A mindset is a fixed mental attitude or disposition that predetermines a person's reaction or interpretation of a situation." [27] If this understanding is related to business, the mental behavior or character in question is the way entrepreneurs react to and interpret the ideas and activities of business actors that are fraught with speculation and risk, profit or loss. An entrepreneurial mindset is defined as a way of thinking that is focused on being a businessperson, preferring to live with uncertainty rather than avoid it, seeing things as simpler than most others do, and wanting to learn something from taking risks [28].

2.1.7 Socioeconomics

Socioeconomics is the study of how economic activity affects and is formed by social processes. [16] socio-economics is a socially formed position or position that can position a person in a certain position according to existing conditions. [29] there are 2 aspects of position or social status, including structural aspects. This structural aspect is hierarchical, that is, it contains high or low comparisons with other statuses. Then there is the functional aspect, which means the role related to one's status. The desired facilities and also what is needed are influenced by the higher the position, the easier it will be.

2.2 Entrepreneurial Ecosystem

Self-efficacy is the ability to assess one's own ability to carry out a series of actions in order to achieve a desired goal [30]. In other words, it emphasizes the individual's self-evaluation of their ability to apply their skills to achieve a goal rather than the skills they already have. Each person's self-efficacy can control their own decision-making, motivational, affective, and cognitive processes [31]. As we all know, a person's self-efficacy can affect their behavior when setting goals and their confidence in accomplishing them. For business owners, there is a strong relationship between self-efficacy and perceived entrepreneurial actions. Therefore, researchers believe that students who have self-efficacy also have a positive correlation with entrepreneurial interest. Believing in themselves in managing the natural resources, human resources, opportunities and capabilities needed to start a business has never had a positive impact on intentions to achieve goals [31].

3 Research methods

This study uses a quantitative approach because the independent and dependent variables are measured in the form of numbers. Descriptive explanatory research is used because it seeks to understand the relationship between variables. The interpretation, analysis, and presentation of data from study variables all use descriptives. Through hypothesis testing, explanation is utilized to explain the causal relationship between variables. The independent variables in this study are entrepreneurial policy (X1), entrepreneurial environment (X2), entrepreneurial education (X3), entrepreneurial mindset (X4), social

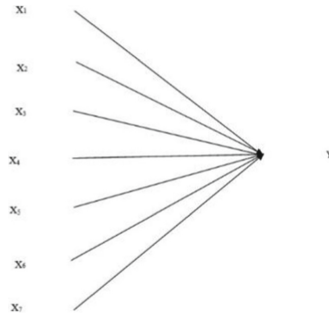


Fig. 1. Research design.

networking (X5), opportunity recognition (X6), socioeconomic (X7), and the dependent variable, entrepreneurial self-efficacy (Y). The research design can be described as follows (Fig. 1).

This study's population consisted of Business Education/Economic Education students with a focus on Business Education at the ex-*IKIP* campus on Java Island who had taken entrepreneurship courses as of December 2021, including *Universitas Negeri Surabaya*, *Univeritas Pendidikan Indonesia*, *Universitas Negeri Jakarta*, and *Universitas Negeri Malang*, with a population of 358. Probability sampling using a proportional random sampling design with up to 186 respondents is the sampling method used in this investigation. A 5-level Likert scale survey was used as the data collection method, and SPSS 26 was used to analyze the results.

4 Results and discussion

4.1 Testing Requirements Analysis

4.1.1 Linearity Test

The results of the linearity test (Table 1).

Based on findings from a linearity test performed with the SPSS 26 program, it can be said that there is a linear relationship between the in-dependent variable and the dependent variable because all independent variables' significant values are greater than 0.05.

4.2 Hypothesis Test

Table 2 is a summary of the results of a simple regression analysis of all in-dependent variables on the dependent variable.

a. Hypothesis test 1

The findings of the hypothesis test show that entrepreneurial policy has a direct impact on the student's entrepreneurial self-efficacy in the Business Education/Economic Education study program with a focus on business education at the ex-*IKIP* campus on Java Island. Testing the significance with the t-test, the t-count value

Table 1. Linearity Test

Variable	Significant Value
X1	0.456
X2	0.430
X3	0.113
X4	0.225
X5	0.956
X6	0.748
X7	0.066

Table 2. Summary Results Analysis Regression Simple

Source	Koef	R	R ² Square	t _{count}	t _{table}	Sig.
(Constant)	25.939	.320	.102	4.593	1.970	.000
Entrepreneurial Policy	.306					.000
(Constant)	25.260	.337	.114	4.867	1.970	.000
Entrepreneurial Environment	.305					.000
(Constant)	11.730	.750	.563	15.427	1.970	.000
Entrepreneurial Education	.786					.000
(Constant)	19.887	.480	.336	9.682	1.970	.000
Entrepreneurial Mindset	.509					.000
(Constant)	13.387	.706	.499	13.574	1.970	.000
Social Networking	.688					.000
(Constant)	11.598	.674	.454	12.411	1.970	.000
Opportunity Recognition	.827					.000
(Constant)	25.033	.316	.100	4.530	1.970	.000
Socioeconomic	.279					.000

is greater than the t-table ($4,593 > 1,970$) so it can be concluded that Entrepreneurial Policy (X1) has an effect on Self-Efficacy (Y) of 10.2%.

b. Hypothesis test 2

The findings of the hypothesis test show that entrepreneurial environment has a direct impact on the student's entrepreneurial self-efficacy in the Business Education/Economic Education study program with a focus on business education at the ex-IKIP campus on Java Island. Testing the significance with t test obtained t count > from t table ($4,867 > 1,970$) so it can be concluded that Entrepreneurial Environment (X2) has an effect on Self-Efficacy (Y) of 11.4%.

c. Hypothesis test 3

The findings of the hypothesis test show that entrepreneurial education has a direct impact on the student's entrepreneurial self-efficacy in the Business Education/Economic Education study program with a focus on business education at the ex-IKIP campus on Java Island. Testing the significance with t test obtained t count $>$ from t table ($15,427 > 1,970$) so it can be concluded that Entrepreneurial Education (X3) has an effect on Self-Efficacy (Y) by 56.3%

d. Hypothesis test 4

The findings of the hypothesis test show that entrepreneurial mindset has a direct impact on the student's entrepreneurial self-efficacy in the Business Education/Economic Education study program with a focus on business education at the ex-IKIP campus on Java Island. Testing the significance with t test obtained t count $>$ from t table ($9,682 > 1,970$) so it can be concluded that Entrepreneurial Mindset (X4) has an effect on Self-Efficacy (Y) by 50.9%.

e. Hypothesis test 5

The findings of the hypothesis test show that social networking has a direct impact on the student's entrepreneurial self-efficacy in the Business Education/Economic Education study program with a focus on business education at the ex-IKIP campus on Java Island. Testing the significance with t test obtained t count $>$ from t table ($13,574 > 1,970$) so it can be concluded that Social Networking (X5) has an effect on Self-Efficacy (Y) of 49.9%.

f. Hypothesis test 6

The findings of the hypothesis test show that opportunity recognition has a direct impact on the student's entrepreneurial self-efficacy in the Business Education/Economic Education study program with a focus on business education at the ex-IKIP campus on Java Island. Testing the significance with t test obtained t count $>$ from t table ($12,411 > 1,970$) so it can be concluded that Opportunity Recognition (X6) has an effect on Self-Efficacy (Y) by 45.3%.

g. Hypothesis test 7

The findings of the hypothesis test show that socioeconomic has a direct impact on the student's entrepreneurial self-efficacy in the Business Education/Economic Education study program with a focus on business education at the ex-IKIP campus on Java Island. Testing the significance with t test obtained t count $>$ from t table ($4,530 > 1,970$) so it can be concluded that Socioeconomic (X6) has an effect on Self-Efficacy (Y) by 10%.

5 Conclusion

The study's findings, which are based on hypothesis testing, analysis, and debate, are as follows: 1) There is a positive and significant impact of entrepreneurial policy on self-efficacy, with an effect of 10.2%. 2) The entrepreneurial environment has a favorable and considerable influence on entrepreneurial self-efficacy, with an effect of 11.4%. 3) The effect of entrepreneurial education on entrepreneurial self-efficacy is positive and substantial, with a coefficient of 56.3%. 4) The entrepreneurial attitude significantly and favorably influences entrepreneurial self-efficacy, with a 50.9% effect. 5)

With a 53.9% effect, social networking has a favorable and considerable impact on entrepreneurial self-efficacy. 6) Opportunity recognition has a favorable and significant effect on entrepreneurial self-efficacy, with a 45.3% effect. 7) Entrepreneurial self-efficacy is positively and significantly influenced by socioeconomic factors by 10%.

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