



Can Entrepreneurship Training Moderate the Relationship of Entrepreneurial Managerial Competencies to Digital Entrepreneur Intention in State University of Malang Students?

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Abstract. In the era of digitalization like today where almost all aspects have a connection with the internet. This has led to an increase in the number of internet users every year around the world. The growth of internet users is increasing quite rapidly in Indonesia from year to year. This certainly has an impact on the digital economy, it is expected to increase people's intentions for digital entrepreneurship. This study aims to determine the intention of digital entrepreneurship which is influenced by entrepreneurial managerial competence with indicators of administrative competency, knowledge and technology competency, communication skills, network building competency, business model development competency, creativity, and innovativeness, and attaining finance capability, as well as entrepreneurship training as a moderation variable. This research is quantitative research with a descriptive approach method. The number of samples in this study was students of State University of Malang, using the SEM-PLS method as a data analysis technique. Based on data testing that has been carried out, entrepreneurial intentions are influenced by administrative competency, knowledge and technology competency, and business model development competency. After moderation tests, this study was unable to confirm the role of entrepreneurship training in moderating the relationship of entrepreneurial managerial competencies to digital entrepreneurship training.

Keywords: entrepreneurial managerial competence · digital entrepreneurial intentions · Entrepreneurship Training

1 Introduction

In the era of digitalization like today where almost all aspects have a connection with the internet. The number of internet users increased significantly in the 2018–2022 period in Indonesia. According to the, We Are Social report in 2018 the number of internet users in Indonesia was 132.7 million. In 2019 Indonesia increased to 150 million people,

in 2020 the number of internet users in Indonesia was 175.4 million, and in 2021 it increased to 202.6 million people. Meanwhile, the increase in internet users in 2022 increased by 1.03% compared to the previous year, with 202.6 million internet users. The increase in internet users is also directly proportional to digitalization in Indonesia, this is evidenced in the fields of economy, finance, and transportation that penetrate using digital platforms by connecting to the internet. This has an impact on the emergence of start-ups in Indonesia at this time. Start-up itself is an organization that always has innovation, always making the latest products and services in uncertain circumstances [1].

According to the start-up ranking report, Indonesia is ranked in the five countries with the highest number of start-ups, with 2,346 start-ups in 2022, at least 10 start-up companies are starting to expand their business in the Southeast Asian market, one of which is Gojek, a company engaged in online transportation. In 2019 Gojek has penetrated the markets of Singapore, Vietnam, and Thailand, then in 2021 Gojek joined Tokopedia's e-commerce. The two Start-ups merged and formed GoTo.

The development of start-ups in Indonesia will certainly boost Indonesia's digital economy in the future. According to the Directorate General of Information Applications (Ditjen Aptika), start-ups can be problem solvers, start-ups have a large market, and are capital efficient. Thus, the existence of these start-ups is considered to be able to help the digital economy in Indonesia. Reporting from kemenkeu.go.id, it was recorded that the value of e-commerce transactions in Indonesia managed to touch IDR 401.25 trillion with a transaction volume of 1.73 billion in 2021, In The e-economy SEA 2021 research conducted by [2] Indonesia was also ranked highest in Southeast Asia with its economic value in 2021 of US\$ 70 billion, where in Indonesia the growth of the digital economy was influenced by e-commerce with an increase of 52% with sales of US\$ 35 billion and US\$ 53 billion in 2020 and 2021.

The existence of e-commerce is the most influential sector in the growth of Indonesia's digital economy in 2020–2021, helping business actors survive during the Covid-19 pandemic. According to research conducted [2] research The e-economy SEA 2021, entrepreneurs increasingly understand the importance of digital technology in their businesses. So many entrepreneurs plan to increase the use of digital marketing solutions in the next 5 years. It is hoped that the growth of this digital economy will make the emergence of digital entrepreneurship intentions to create a better digital economy in Indonesia.

Intention according to [3] is a motivating factor that influences a person. [4] describes entrepreneurial intent as the intention to start a thriving business. Digital entrepreneurship is a subsection of traditional entrepreneurship where part or all of the traditional entrepreneurship has developed with digitalization [5]. One that can influence the intention of digital entrepreneurship is entrepreneurial managerial competencies. Competency according to [6] is a characteristic that individuals have in providing the best performance in performing a job, role, or situation. Entrepreneurial competence is an individual characteristic, entrepreneurs are individuals who dare to take over risks in obtaining benefits from the business they live in. [7]. Managerial competence is a characteristic found in individuals that are related to the effectiveness of a performance. [8].

Referring to previous research conducted by [9, 10]. To create the concept of entrepreneurial managerial competence, it is necessary to combine “managerial competencies” and “entrepreneurial competencies” with indicators of administrative competency, knowledge and technology competency, communication skills, network building competency, and business model development competency. Creativity and innovativeness, and attaining finance capability. Furthermore, there is the variable entrepreneurship training that can affect entrepreneur intention. Entrepreneurship training is a process carried out by individuals in gaining skills that can be used to develop confidence in exploring business ideas owned and the ability to read market opportunities from products or services owned [11].

The purpose of this study was to examine the effect of entrepreneurial managerial competencies on digital entrepreneur intention, with entrepreneurship training as a moderation variable. This study has novelty by adding the variable entrepreneurship training as a moderation variable of the relationship of entrepreneurial managerial competencies to digital entrepreneur intention.

2 Literature Review

2.1 Digital Entrepreneur Intention

[12] Describes entrepreneurship as a discipline in the study of values, the ability of individuals to face life’s challenges in obtaining opportunities and risks related to business. While [13] Defines entrepreneurship as the ability to create on the results of creative thinking in realizing innovation against the opportunity to achieve success or a predetermined goal. Digital entrepreneurship is a subsection of traditional entrepreneurship where part or all of the traditional entrepreneurship has developed with digitalization. Digital entrepreneurship is the utilization of opportunities using digital media, the internet, and other information technology [14]. According to [15] Digital entrepreneurship involves creating value for goods with digital products or services, in digital markets, and digital workplaces, using digital channels, and/or using such combinations.

[3] Defines intention as a motivational factor that affects a person. According to [4] entrepreneurial intention can be defined as the intention to start a thriving business. [16] defines entrepreneurial intention as a personal commitment to start a new venture. Based on the explanation above, it can be concluded that the intention of digital entrepreneurship is a factor of motivation and commitment found by individuals to start a new business by taking advantage of the opportunity to create products in the form of goods or services using digital media.

According to [3] referring to the theory of planned behavior there are three factors that motivate the intention to entrepreneurship: Attitudes towards entrepreneurship (ATE), Subjective norms, and Perceived behavioral control (PBC).

2.2 Entrepreneurial Managerial Competencies

Competence is defined as integrated knowledge, skills, and attitudes [17]. [6] Defining competencies are the basic characteristics of an individual that allow them to perform

best in a particular job, role, or situation. According to [18] entrepreneurial competence is described as a higher ability compared to standard skills that can be improved through education, it includes the skills, knowledge, and abilities necessary to perform a successful innovative role. Managerial competence is a characteristic found in individuals that are related to the effectiveness of performance [8]. According to [19] managerial competence is everything related to performance directly or indirectly. [6] states that managerial competence is a specific part of competence expressing the intention to have certain specific effects that are considered important to the manager.

To create the concept of managerial competence entrepreneurship combines “managerial competence” and “entrepreneurial competence” as in previous studies conducted by [9, 10]. Based on the explanation above, it is concluded that entrepreneurial managerial competence is the knowledge, skills, and attitudes contained in individuals to deal with the uncertainty of a competitive business environment so that performance effectiveness occurs and can maintain an organization.

According to [9] there are seven dimensions of entrepreneurial managerial competencies as follows:

1) *Administrative competency*

Administrative competence is a set of abilities and behaviors related to decision-making, problem identification, solution evaluation, communication, planning and control, and organizing performed by employers to perform tasks effectively [9, 20]–[22]. [23] explains that administrative experience, motivation, and skills are necessary for determining the success or failure of an enterprise.

2) *Knowledge and technology competency*

Knowledge is a set of paradigms defined as patterns of solutions to specific technical problems including specific technologies and experiences. Technology is the combination of knowledge distributed in products and processes to create technological inventions, knowledge, and products [9]. Knowledge and technology competencies encompass a wide range of knowledge and skills that enable entrepreneurs to succeed in creating innovative products and services [24, 25].

3) *Communication skills*

Communication skills are defined as the process of sharing and exchanging information with specific objectives between individuals through various methods and channels of verbal communication, non-verbal communication, written communication, and feedback giving [26]. Communication skills are key to success for entrepreneurs in situations such as convincing their business partners and representing ideas, plans, or products when dealing with clients, partners, or the like [7, 18, 27, 28].

4) *Network building competency*

The ability to build networks is one of the important capabilities of businesses to create external and internal business networks that are relevant to carry out information, knowledge, and technology in generating innovation. These network-building competencies are also key in recruiting and retaining clients and maximizing business resources and capabilities [17, 18, 28]–[30]. Since startups are often at risk of failing at an early stage, establishing cooperative relationships with other organizations or companies can be a way to increase the likelihood of their survival [31].

5) *Business model development competency*

[32] Argues that business model development is an important prerequisite for increasing the chances of success in starting a new business. Although developing a business model alone is not enough to achieve a competitive advantage. Entrepreneurs need a capable level of innovation in designing and developing business models that lead to new products or services [33]. Developing a business model and strategic plan are basic and specific skills that entrepreneurs must possess to start a company [34, 35].

6) *Creativity and innovativeness*

[36] argues that in a modern economy where knowledge and technology are prioritized, creativity and innovative abilities have an important role for entrepreneurs. Because entrepreneurs are considered drivers of sustainable economic growth by involving creativity and innovative abilities in the entrepreneurial process in achieving goals. Start-ups often involve using innovative ideas to create new products and services for the market [37].

7) *Attaining finance capability*

Financial capability is one of the most important factors in starting a business. Because innovation often costs a lot, new entrepreneurs often require large external financial resources [38]–[40]. As a result, funding and capital are two topics of major concern for entrepreneurs [41]. [17] Argues that business funding not only pays attention to financing from various sources but also entrepreneurs should be able to make decisions about business finances and valuations. [17] His study noted that financial resources are one of the factors for business success, but it is not easy for new entrepreneurs to get funding due to a lack of experience and relationships.

2.3 Entrepreneurship Training

Training comes from the word “train” which is closely related to teaching or teaching, which is an activity related to the teaching and learning process. Training is any activity related to the teaching and learning process to acquire and improve skills in a relatively short period, training usually emphasizes practice rather than theory. [43] [44] defines entrepreneurship training or education as any educational program or educational process that develops entrepreneurial attitudes and skills. [45] Argues that entrepreneurship training is a practical means of enhancing new business creation and entrepreneurial activity.

Entrepreneurship training is a process that individuals carry out in acquiring knowledge and skills. This ability can be used to develop confidence in exploring business ideas owned and the ability to read market opportunities from products or services owned [11]. Entrepreneurship training aims to provide knowledge and skills for individuals to launch and run a business [46]. Based on the explanation above, it is concluded that entrepreneurship training is a process carried out by individuals in acquiring knowledge, skills, and confidence to develop or launch business ideas and read market opportunities so that the business they live in can develop.

2.4 The Effect of Entrepreneurial Managerial Competencies on Digital Entrepreneur Intention

Competency is one of the important abilities that entrepreneurs need to run a business to succeed [17, 18] According to [19] managerial competence is something that may directly or indirectly influence an individual's performance. Entrepreneurial competence relates to the ability to understand a rapidly changing environment, and the ability to read market opportunities, competitor threats, and company weaknesses [47, 48]. According to [9] the positive influence between entrepreneurial managerial competencies and start-up intention is through aspects such as administrative competency, knowledge and technology competency, communication skills, network building competency, business model development competency, creativity and innovativeness, and attaining finance capability. Entrepreneurial intention is realized with entrepreneurial competence to create something that has added value. Competence can create optimism in overcoming problems, the courage to take risks, the ability to read opportunities, and the ability to innovate in realizing ideas to build a business [48].

2.5 The Effect of Entrepreneurship Training on Digital Entrepreneur Intention

[11] Entrepreneurship training is a process that Incividu undertakes in acquiring the necessary skills to increase and develop the confidence to explore business ideas and market opportunities for a product or service. [49] Argues that entrepreneurship training and education at the pre-college level are considered very effective in increasing interest in entrepreneurial careers. Gib stated that the influence of family, education, training, and job opportunities was a factor that influenced their decision to become an entrepreneur. [50] argues that training and development have an important role to play in the intention to start entrepreneurship. Where parents who train their children on the value of hard work, independence, and honesty can shape entrepreneurial characteristics. Similarly [51] states that the perception of formal learning from entrepreneurship has a positive influence on entrepreneurial intentions, it shows that good training and education on entrepreneurship will provide the confidence and confidence needed in business creation.

2.6 The Effect of Entrepreneurial Managerial Competencies Ton Digital Entrepreneur Intention with Entrepreneurship Training as a Moderation Variable

Referring to previous research by [9, 10] entrepreneurial managerial competencies influence entrepreneurial intentions. Entrepreneurial intentions are significantly influenced by entrepreneurial managerial competencies such as administrative competency, knowledge and technology competency, communication skills, network building competency, business model development competency, creativity and innovativeness, and attaining finance capability [9]. Entrepreneurial competence makes individuals more confident in their abilities so that the individual has a stronger motivation that leads to the intention of starting an entrepreneurship [10]. Research by [52] examines the effect of motivation, opportunity identification, resources, and entrepreneurial ability on entrepreneurial readiness with entrepreneurship training as a moderation variable. There are empirical

findings that entrepreneurship training as a moderation variable has a positive influence between the independent variable and the dependent variable. [52] argues that individuals who have attended entrepreneurship training have a higher influence than individuals who have never attended entrepreneurship training in creating a new business. [53] revealed that entrepreneurship education and training have an important role in the development of young individuals related to entrepreneurial competence towards the intention of starting a business.

3 Research method

This research includes quantitative research using a descriptive approach. The type of data in this study is quantitative data, the data is obtained through scoring on respondents' answers to research questionnaires that have been shared by researchers. In this study, researchers will examine the influence between independent variables Entrepreneurial managerial competencies (X) with indicators of administrative competency, knowledge and technology competency, communication skills, network building competency, business model development competency, creativity, and innovativeness, and attaining finance capability on variables bound to Digital entrepreneur intention (Y) through moderation variables Entrepreneurship training (Z) with a research model on Fig. 1.

Research Hypothesis.

- H1a: Administrative competency has a significant effect on digital entrepreneur intention.
- H1b: Knowledge and technology have a significant effect on digital entrepreneur intention.
- H1c: Communication skills have a significant effect on digital entrepreneur intention.
- H1d: Network building competency has a significant effect on digital entrepreneur intention.
- H1e: Business model development competency has a significant effect on digital entrepreneur intention.
- H1f: Creativity and innovativeness significantly affect digital entrepreneur intention.
- H1g: Attaining finance capability has a significant effect on digital entrepreneur intention.
- H2: Entrepreneur training has a significant effect on digital entrepreneur intention.

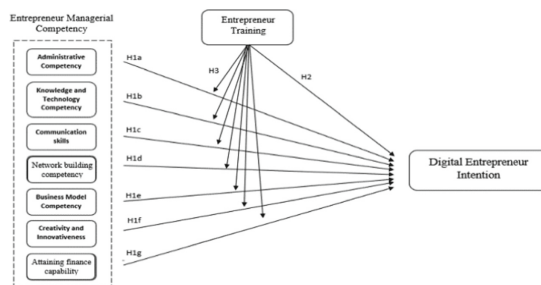


Fig. 1. Research Model

H3: Entrepreneur training moderates the influence of entrepreneurial managerial competencies on digital entrepreneur intention.

The population used in this study is students of State University of Malang which amount to 34,555 students according to statistical data from Universitas Negeri Malang, 2022. The sampling technique used is the Non-probability sampling method. The formula for determining the number of samples used is Issac and Michael so that a sample of 315 students from Universitas Negeri Malang. This study used partial least square (PLS) data analysis techniques using Smart PLS as statistical software. The stages of data analysis in this study are 1. Validity test and reliability test, 2. Descriptive statistics 3. Test the hypothesis of direct influence, 4. Test moderation.

4 Results and Discussion

4.1 Demographics Respondent

This research used 315 from Universitas Negeri Malang with 57,46% from Faculty of Economics and Business and 42,54% from other faculty. The majority respondents are female about 72,7% and 27,3% male. Almost 64,13% of respondent have ever followed entrepreneurial training (outside entrepreneurship course).

4.2 Validity and Reliability Test

The initial stage of processing this research data is a validity and reliability test. [55] states that an indicator if it has an outer loading value of ≥ 0.7 is said to be ideal, which means that the indicator is valid for measuring the construct it forms. From the results of the validity test, there is still an indicator with an outer loading value of ≤ 0.7 , so the indicator needs to be removed from the model and can be said to be invalid. The indicators excluded from the model are DEI1 has a value of 0.651, DEI2 has a value of 0.638, and NBC4 has a value of 0.622, After an invalid indicator is issued, there are only indicators with an outer loading value of > 0.7 can be declared feasible or valid for use in further research and analysis (Table 1).

Reliability testing uses cronbach's alpha indicators, construct reliability, average variance extracted (AVE). AVE value ≥ 0.5 indicates a good measure of convergent validity. A variable is said to be reliable if it has a Cronbach's alpha value and composite reliability ≥ 0.7 [55]. In Table 2, all validity is stated to be reliable, because all variables have an AVE value > 0.5 , Cronbach's alpha value > 0.7 and composite reliability > 0.7 .

4.3 Descriptive Statistics

[56] Defines descriptive statistical analysis as an analysis carried out to determine the existence of independent variables without making comparisons of the variables themselves and looking for relationships with other variables. As shown in Table 2 there are 7 variables with the category "medium" and 2 variables category "high". The maximum value is in the range of 3.66 to 5 while the minimum value is 1 to 2.33, the highest

Table 1. Reliability Test

	cronbachs Alpha	CR	AVE	Decision
Administrative competency	0,887	0,917	0,690	Reliable
Knowledge & technology competency	0,895	0,923	0,705	Reliable
Communcation skills	0,879	0,911	0,673	Reliable
Network building competency	0,845	0,897	0,686	Reliable
Bussiness model development competency	0,882	0,913	0,678	Reliable
Creativity and innovativeness	0,877	0,911	0,671	Reliable
Attaining finance capability	0,905	0,929	0,724	Reliable
Entrepreneurship training	0,923	0,936	0,647	Reliable
Digital entrepreneur intention	0,921	0,936	0,679	Reliable

Source: primary data, 2022 AVE = Average Variance Extracted, CR = composite Reliability

mean value is found in the communication skills variable, and the lowest mean value is in the Attaining Finance Capability variable. For standard deviation attaining finance capability has the highest value with 0.78324 (Table 3 and 4).

Table 2. Descriptive Statistics

	N	Minimum	Maximum	Mean	Standar Deviation
Administrative competency	315	1,00	5,00	3,3587	0,71326
Knowledge and technology competency	315	1,00	5,00	3,6946	0,73203
Communcation skills	315	1,00	5,00	3,7124	0,72442
Network building competency	315	1,00	5,00	3,4786	0,74423
Bussiness model development competency	315	1,20	5,00	3,5810	0,69384
Creativity and innovativeness	315	1,00	5,00	3,5790	0,71450
Attaining finance capability	315	1,00	5,00	3,0483	0,78324
Entrepreneurship training	315	1,00	4,88	3,4383	0,60956
Digital entrepreneur intention	315	1,00	5,00	3,6408	0,82825

Source: primary data, 2022

Table 3. Hypothesis Test

	Original Sample (O)	M	STDEV	T Statistics	P Values	Decision
AC - > DEI	0,238	0,232	0,062	3,835	0,000	H1a accepted
KTC - > DEI	0,261	0,264	0,068	3,825	0,000	H1b accepted
CS - > DEI	0,010	0,020	0,070	0,141	0,888	H1c rejected
NBC - > DEI	0,064	0,060	0,075	0,852	0,395	H1d rejected
BMDC - > DEI	0,166	0,160	0,084	1,969	0,050	H1e accepted
CI - > DEI	-0,007	0,004	0,063	0,110	0,913	H1f rejected
AFC - > DEI	0,038	0,032	0,055	0,704	0,482	H1g rejected
ET - > DEI	0,090	0,092	0,044	2,034	0,043	H2 accepted

Source: primary data, 2022

Table 4. Moderation Test

	Original sample (O)	Standard deviation	T statistics	P values	Decision
Moderating Effect 1 - > DEI	-0,009	0,067	0,129	0,897	H3a rejected
Moderating Effect 6 - > DEI	0,039	0,074	0,522	0,602	H3b rejected
Moderating Effect 4 - > DEI	-0,101	0,069	1,470	0,142	H3c rejected
Moderating Effect 7 - > DEI	-0,008	0,079	0,098	0,922	H3d rejected
Moderating Effect 3 - > DEI	-0,011	0,080	0,132	0,895	H3e rejected
Moderating Effect 5 - > DEI	0,026	0,075	0,349	0,727	H3f rejected
Moderating Effect 2 - > DEI	0,019	0,062	0,312	0,755	H3g rejected

Source: primary data, 2022

4.4 Hypothesis test of direct influence

Tujuan dari uji hipotesis ini adalah untuk menguji pengaruh langsung antara variabel *independent* terhadap variabel *dependent*. Variabel *independent* dapat dinyatakan

berpengaruh terhadap variabel *dependent* apabila variabel memiliki nilai T statistik $\geq 1,96$ dan nilai P Values $\leq 0,05$,

Remarks STDEV = Standard Deviation M = Sample Mean, DEI = digital entrepreneur intention, AC = administrative competency, KTC = knowledge and technology competency, CS = communication skills, NBC = network building competency, BMDC = business model development competency, CI = Creativity and innovativeness, AFC = attaining finance capability, ET = entrepreneur training.

From the hypothesis test that has been done, researchers found that if H1a, H1b, H1e, H2 has a P value of ≤ 0.05 and statistical T ≥ 1.96 so that H1a, H1b, H1e, H2 are declared acceptable. This concludes that administrative competency, knowledge, and technology competency, business model development competency, and entrepreneurship training have a positive effect on digital entrepreneur intention. While H1c, H1d, H1f, H1g, have a p value of ≥ 0.05 and statistical T ≤ 1.96 so that H1c, H1d, H1f, H1g are rejected. This concludes that communication skills, network-building competency, creativity and innovativeness, and attaining finance capability do not affect digital entrepreneur intention.

4.5 Moderation Test

This moderation test aims to test the influence of the independent variable on the dependent variable by adding a moderation variable to find out whether the moderation variable can strengthen or weaken the influence of the independent variable on the dependent variable, the moderation variable is stated to affect the independent variable and the dependent variable if the statistical T value ≥ 1.96 and the P Values value ≤ 0.05 on the moderation variable.

Remarks: DEI = digital entrepreneur intention, AC = administrative competency, KTC = knowledge and technology competency, CS = communication skills, NBC = network building competency, BMDC = business model development competency, CI = Creativity and innovativeness, AFC = attaining finance capability, ET = entrepreneur training. ET moderates AC- > DEI, ET moderates KTC- > DEI, ET moderates CS- > DEI, ET moderates NBC- > DEI, ET moderates BMC- > DEI, ET moderates CI- > DEI, ET moderates AFC- > DEI.

From the moderation test, researchers found that H3a, H3b, H3c, H3d, H3e, H3f, and H3g have a P value of ≥ 0.05 and a statistical T of ≤ 1.96 . so that H3a, H3b, H3c, H3d, H3e, H3f, H3g are declared rejected. This concludes that entrepreneurship training is not able to moderate the effect of entrepreneurial managerial competencies on digital entrepreneur intention.

5 Discussion

The effect of administrative competency on digital entrepreneur intention. Researchers confirm that there is an influence between administrative competency and digital entrepreneur intention. The influence of administrative competency on digital entrepreneur intention proves that students can apply administrative competency which

can be in the form of problem identification, planning and control, and decision-making in managing a business. The results of this study are in line with previous research that there is a positive relationship of administrative competency to self-employed start-up intention [9]. Administrative competence is a set of abilities and behaviors of individuals related to decision-making, problem identification, solution evaluation, communication, planning, and control, and organizing carried out by entrepreneurs to perform tasks effectively, lack of administrative competence appears in the success or failure of business [9, 20]–[22, 57].

The effect of communication skills on digital entrepreneur intention, researchers could not find the effect between communication skills and digital entrepreneur intention. The lack of influence of communication skills on digital entrepreneur intention can be influenced by several things, one of which is that almost half of respondents have never been entrepreneurial, causing a lack of communication skills in a business context, communication skills can be developed through formal and non-formal education. The results of this test are in line with previous studies, the study of communication skills does not affect self-employed start-up intention [9]. The ability to communicate is one of the key success factors for entrepreneurs in dealing with various things such as convincing business partners and representing ideas, plans, or products to clients and the like related to business [7, 18, 27, 28].

The effect of network-building competency on digital entrepreneur intention, researchers could not find the influence between network-building competency and digital entrepreneur intention. The absence of the influence of network-building competency on digital entrepreneur intention can be influenced by several things, one of which is that almost half of the total respondents have never been entrepreneurial, so these respondents feel they have not been able to build and or manage cooperation in a business context. The results of this test are in line with previous research that network-building competency does not influence self-employed start-up intention [9]. An entrepreneur can build relevant internal and external networks in mandating information, knowledge, and technology to produce innovation in the business being run [17, 18, 28] Building networks is an effective instrument to be able to develop business ideas, capital, knowledge, and technology in producing innovative start-ups [58] The ability to build networks makes it easier for entrepreneurs to obtain resources that Necessary in pioneering, developing and achieving business goals [10].

The effect of business model development competency on digital entrepreneur intention, researchers confirm that there is an influence between business model development competency and digital entrepreneurship intention. This is not in line with previous research that confirmed that business model development competency does not influence self-employed start-up intention [9]. Business model development is one of the requirements in increasing the chances of success of a new business, although developing a successful business alone is not enough to achieve a competitive advantage in business [32]. Having a way to develop a business model and strategic plan is a basic and specific ability that entrepreneurs should have in starting a business [34, 35]. The influence of the business development competency model on digital entrepreneur intention is influenced by several things, one of which is that more than half of the total respondents

have been and or are entrepreneurs so students are considered capable or understanding in the business development process.

The effect of creativity and innovativeness on digital entrepreneur intention, researchers could not find an influence between creativity and innovativeness on digital entrepreneur intention. The insignificance of creativity and innovativeness can be influenced by several things, one of which is students who feel they have not been able to exploit and apply their ideas in creating a new and different product or service. This is not in line with previous research that confirms that there is an effect of creativity and innovativeness on self-employed start-up intention [9]. Entrepreneurship is a creative and innovative response to the environment that can encompass many different fields [59]. In today's modern economy where everything is growing rapidly and is related to technology, creativity, and innovation of entrepreneurs are needed in the entrepreneurial process to achieve their goals [36]. [60] argues that thinking creatively can lead to innovative ideas related to business.

The effect of attaining finance capability on digital entrepreneur intention, researchers could not find the effect between attaining finance capability and digital entrepreneur intention. The results of this test are following previous research that confirmed that attaining financial capability does not influence self-employed start-up intention [9]. Preparing financial resources to start a business is a challenge for entrepreneurs who are just starting a business, sometimes requiring large costs that make it difficult to achieve this [38]–[40]. [41] argues that often funding and capital are two controversial topics and a major concern for entrepreneurs. The effect of attaining finance capability on digital entrepreneur intention is influenced by several things, one of which is that students feel that funding is difficult to obtain for entrepreneurs who are just starting a business. This is by following research [42] which notes that financial resources are one of the factors for business success, but it is not easy for new entrepreneurs to get funding due to a lack of experience and relationships.

The effect of entrepreneurship training on digital entrepreneur intention, researchers confirm that there is an influence between entrepreneurship training and digital entrepreneur intention. The results of this study are in line with previous research that states entrepreneurship training has an influence on entrepreneurship intention [61] In addition, research [62] also states that entrepreneur training has an effect on entrepreneurial intention. [52] His research argues that individuals who have attended entrepreneurship training have a higher motivation than individuals who have never attended entrepreneurship training in creating a new business. The influence of entrepreneurship training on digital entrepreneur intention proves that entrepreneurship training that has been attended by students, both in the form of formal training in entrepreneurship and non-formal courses, has an influence on digital entrepreneurial intentions among students.

So researchers found practical implications that entrepreneurship training is a program or process carried out by students in developing attitudes and skills in the field of entrepreneurship. At State University of Malang itself, entrepreneurship training in the form of formal education can be obtained through entrepreneurship courses, innovation management, and digital business economics with product outputs in the form of entrepreneurship weeks in the form of exhibitions of entrepreneurial products owned

by students, as well as innovation plans for a product or service in overcoming a background of existing problems. In addition, the development of student entrepreneurial intentions can be developed through the creative center, the student entrepreneurship program (PMW) which has an output in the form of KerabaTani, a digital platform to make it easier for farmers to monitor the condition of agricultural land. In addition to KerabaTani, there is Lala & Lilo which utilizes digital technology in smartphone applications as voice output by scanning barcodes on preschool learning media books.

The effect of entrepreneurship training as a moderation variable in the influence of entrepreneurial managerial competencies on digital entrepreneur intention, researchers could not find the effect of entrepreneurship training as a moderation variable on the influence of entrepreneurial managerial competencies on digital entrepreneur intention. Therefore, entrepreneurship training is not able to moderate the influence of entrepreneurial managerial competencies on digital entrepreneur intention. This is not in accordance with previous research that confirms motivation, opportunity identification, resources, and ability have a positive and significant influence on entrepreneurial readiness through moderation variables in entrepreneurship training [52].

The inability of entrepreneurship training to moderate the influence of entrepreneurial managerial competencies on digital entrepreneur intention can be concluded in this study only digital entrepreneur intention is only influenced by entrepreneurial managerial competencies, entrepreneur managerial competencies may not be formed through formal education alone because this study focuses on entrepreneurship training in entrepreneurship courses in the context of Entrepreneurship Training. Entrepreneurial managerial competencies are obtained through programs outside entrepreneurship courses which can be in the form of independent learning independent campus (MBKM) such as internship programs, independent entrepreneurs, workshops or seminars, and entrepreneurship student creativity programs (PKM-K).

6 Conclusions

This study aims to determine the effect of entrepreneurial managerial competencies on digital entrepreneur intent with entrepreneur training as a moderation variable. Based on the analysis that has been done, it is concluded that digital entrepreneur intention is influenced by administrative competency, knowledge and technology competency, business model development competency, and entrepreneurship training. While communication skills, network building competency, creativity and innovativeness, and attaining finance capability do not influence digital entrepreneur intention. However, entrepreneurship training as a moderation variable is not able to moderate the effect of entrepreneurial managerial competencies on digital entrepreneur intention.

The results of this study have implications for lecturers/lecturers and universities / educational institutions are expected to improve the education system in the field of entrepreneurship in fostering entrepreneurial intentions among students. This is because many entrepreneurial managerial competencies are closely related to the development of entrepreneurial intentions among students. For future researchers, this research is expected to be a reference in research on entrepreneurial managerial competencies, digital entrepreneur intention, and entrepreneurship training.

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