

**ANALYZING THE INFLUENCE OF MOTIVATIONAL FACTORS AS ANTECEDENT VARIABLE ON STUDENTS ENTREPRENEURIAL INTENTION
(CASE STUDY ON FACULTY OF ECONOMICS AND BUSINESS STUDENTS SAM RATULANGI UNIVERSITY)**

*ANALISIS PENGARUH DARI FAKTOR-FAKTOR MOTIVASI SEBAGAI ANTESIDEN VARIABLE PADA KEINGINAN BERWIRAUSAHA MAHASISWA
(STUDY KASUS: MAHASISWA FAKULTAS EKONOMI DAN BISNIS UNIVERSITAS SAM RATULANGI)*

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Abstract : Entrepreneurship development in the last few years has indeed become an issue of economic institutions ranging from regional, national and even international. There are several motivations for people who would like to reach what they want to achieve. Some of the people say they want to become entrepreneurs because they can make money on their own and set their own rules. This study aims to test the influence of motivational factors as antecedent variables on student's entrepreneurial intention. Three motivational factors are obtained in this research which are Tolerance for Risk, Need for Achievement, and Self-efficacy. These factors were adapted to explore on student's perceptions toward entrepreneurial intention, the survey information collected from 100 students of Faculty of Economics and Business Sam Ratulangi University, and the sample used in this research is the students in 6th (student who have already studied entrepreneurship). The results indicate that students have high motivation for involving the tolerance for risk, need for achievement, and self-efficacy conversely influences directly positively and significantly to entrepreneurial intention. For University, should concern about this issues because it has the closest relationship with students life.

Keywords: *motivational factors, tolerance for risk, need for achievement, self-efficacy, entrepreneurial intention.*

Abstrak: Pengembangan kewirausahaan dalam beberapa tahun terakhir memang telah menjadi isu lembaga ekonomi mulai dari daerah, nasional dan bahkan internasional. Ada beberapa motivasi untuk orang-orang yang ingin mencapai apa yang ingin mereka capai. Beberapa orang mengatakan mereka ingin menjadi pengusaha karena mereka dapat menghasilkan uang sendiri dan menetapkan aturan mereka sendiri. Penelitian ini bertujuan untuk menguji pengaruh faktor motivasi sebagai variabel anteseden pada niat wirausaha siswa. Tiga faktor motivasi diperoleh dalam penelitian ini yaitu Tolerance for Risk, Need for Achievement, dan Self-efficacy. Faktor-faktor ini disesuaikan untuk mengeksplorasi persepsi siswa terhadap niat kewirausahaan, informasi survei yang dikumpulkan dari 100 mahasiswa Fakultas Ekonomi dan Bisnis Universitas Sam Ratulangi, dan sampel yang digunakan dalam penelitian ini adalah siswa di semester 6 (siswa yang telah belajar kewirausahaan) Hasil penelitian menunjukkan bahwa siswa memiliki motivasi tinggi untuk melibatkan toleransi terhadap risiko, kebutuhan untuk pencapaian, dan self-efficacy sebaliknya mempengaruhi secara langsung secara positif dan signifikan terhadap niat kewirausahaan. Untuk universitas sam ratulangi, harus memperhatikan tentang masalah ini karena mempunyai hubungan yang erat dengan kehidupan mahasiswa.

Kata Kunci: *faktor motivasi, toleransi risiko, kebutuhan prestasi, efikasi diri, niat berwirausaha.*

INTRODUCTION

Research Background

Entrepreneurship development in the last few years has indeed become an issue of economic institutions ranging from regional, national and even international. This trend is due to the belief that entrepreneurship is the key to a number of desired social outcomes, including economic growth, lower unemployment, and technological modernization.

There are few things why students who are not interested in entrepreneurship after graduating it was because they did not want to take a risk, fear of failure, has no capital and preferred to work on others. Furthermore that Economics Students are not interested in entrepreneurship it's because of lack of motivation and lack of enthusiasm and desire to try themselves to do a business. Consequently the individual thinks that entrepreneurship is something that is difficult to do and prefer to work on others. Thus only individuals who dare to take risks and have the intelligence to deal with barriers that have high entrepreneurial intentions.

Entrepreneurship is one of the career options for youths and graduates. Even when student have not been graduated yet, some of them already have started their own business. Nowadays, entrepreneurship intention is familiar among students in Manado especially in Faculty of Economics and Business Sam Ratulangi University environment. Many of the successful entrepreneurs of today started their businesses on the university campus. These entrepreneurs turned their passions into businesses while earning their degrees. Successful business ventures are coming out of universities constantly. But it's not 100% of them sure if they might like to become entrepreneurs or to run their own business while being a college student, some probably might like to become managers or to work in a famous company, to work at bank or even some would work far from economics and business major.

Sam Ratulangi University as the object of this research, because Sam Ratulangi University as one of the high state universities in North Sulawesi that has been long enough to equip the students to become entrepreneur through entrepreneurship courses, especially the students who major in the Faculty of Economics and Business.

Research Objectives

- 1.To know the motivational factors influence on the students entrepreneurial intention
- 2.To know the influence of tolerance for risk on the students entrepreneurial intention
- 3.To know the influence of need for achievement on the students entrepreneurial intention
- 4.To know the influence of self-efficacy on the students entrepreneurial intention

THEORETICAL FRAMEWORK

Entrepreneurial Intention

Entrepreneurial intention is the state of one's mind to foster the new business or venture creation. Entrepreneurial intention refers to a conscious state of mind that directs a person's attention to fulfilling the goal of venture creation (Bird, 1998). Intentions are considered to be the very first important step in the entrepreneurship process for people who want to start up a new business (Azhar, 2010)

Entrepreneurship

Entrepreneurship is one of the supporters who determine the advancement of the economy, because the field of entrepreneurship has the freedom to work and independently. If someone has the will and desire and is ready for entrepreneurship, it means that someone is able to create their own jobs, and no need to rely on others or other companies to get a job again. Entrepreneurship is The Practice and Mindset catapults students beyond the classroom by helping them develop an entrepreneurial mindset so they can create opportunities and take action in uncertain environments (Bygrave and Zacharaki, 2008).

Entrepreneur

Entrepreneurship requires at least one motivated person which called is an entrepreneurs. According to (Singh and Gupta, 2016:4) Entrepreneur is a person who perceives idea off establishing a new business enterprise and then bring together manpower, land, equipment, material and arranges necessary capital needed of business Being an entrepreneur, one who is self-employed and who starts, organizes, manages, and assumes responsibility for a business, offers a personal challenge that many individuals prefer over being an employee working for someone else.

Motivational Factors

According to (Robbins, 2012), motivation is the processes that account for an individual's intensity, direction, and persistence of effort toward attaining a goal (Robbins, 2012;156). Motivation can be elaborated as what individuals strive to achieve better. However, not everyone gets motivated by the identical factors. Someone may get motivated by or satisfied by achieving higher authority and responsibility where some other person merely needs flexibility in work schedule, or someone may be motivated by sense of accomplishment. When we talk about motivation this only effects people when they are ready for it and when it is applied the best way suitable for them. That is, when it feeds the needs of the person to be motivated.

Tolerance for Risk

The idea that entrepreneurs are risk-takers is one which reflects their popular image. The idea of accepting risk was important to the conception of entrepreneurship (Carsurd, 2011). Starting one's own business is potentially a high-risk, high-return career, and thus it is natural to assume that the attitude of the high interest group should be less risk-averse (Carsurd, 2011).

Need for Achievement

According to (Sagie and Elizur, 1999) described the need for achievement as an impetus drive in undertaking obligated responsibilities perfectly and achieving success. That is individual who possess a high level in need for achievement has the higher probability to involve them in entrepreneurial activity. Make a successful entrepreneur as a motivator of one's desire to become an entrepreneur, as prestigious as a result that is profitable or expected to end in purpose. That is, if a person achieves the desired business goal through achievement, he will succeed (Sagie and Elizur, 1999)

Self-Efficacy

The concept of self-efficacy influences a person's entrepreneurial intention. One study found that a sense of personal self-efficacy that is both accurate and strong essential to the initiation and persistence of performance in all aspects of human development. According to (Bandura, 1991) Self-efficacy refers to "people's beliefs about their capabilities to exercise control over their own level of functioning and over events that affect their lives.

Previous Research

Tong (2010) in their research they identify validated factors used for predicting entrepreneurial intention. These factors were adapted to explore on students' perceptions. Survey questionnaires were distributed to four local universities by convenient sampling. The researchers collected a total of 196 valid data and adequate also justifiable for the intended Multiple Linear Regression Analysis. In testing the hypothesis, the data was initially evaluated to check whether it meets the assumption tests such as homoscedasticity, collinearity, and others. The results show entrepreneurial intention was predicted by the need for achievement, family business background, and subjective norms except the desire for independence.

Sihombing (2015) in their article "Understanding Motivational Factors Affecting Entrepreneurial Decision : A Comparison Between Bandung Student Entrepreneurs And Student Non Entrepreneurs". The limitation is about the issue of subjectivity since the instruments were mainly developed by accumulating many students entrepreneurial motivation from different country based on the previous researches. Ambiguity could happen because people perceptions may differ from one person to another. In addition, self-reported measures can be a source of common method variance as well as the tendency to agree with items independent of content.

Tanveer (2013) "Motivational Factors and Students Entrepreneurial Intention in Pakistan".The results indicate that students have high motivation for involving in entrepreneurial career, and seven motivational factors obtained from this research (Desire for independence, Job security factor, Capital investment, Successful entrepreneurial Role models, Market opportunity, Earning, and Challenging career).Government, nonprofit and development organizations, and universities should strive for providing better training, opportunities and environment for these motivated students and assist them to work for them, for their family, and for society.

Research Frameworks

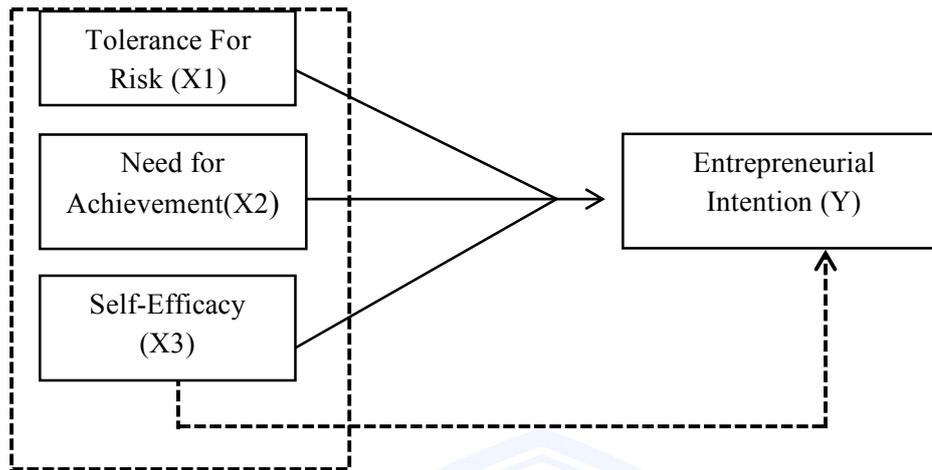


Figure 1. Conceptual Framework

RESEARCH METHOD

Type of Research

This research uses causal type of research where it investigate the influence of Motivational Factors on entrepreneurial intention. Quantitative method is used to collect the data in this research. The research method of this research is used Multiple Linear Regression Analysis.

Place and Time of Research

This research is conducted in Manado especially in the environment of Faculty of Economics and Business, Sam Ratulangi University between March-April 2018.

Population and Sample

The population in this research is the students of Faculty of Economics and Business, Sam Ratulangi University Manado. The sample in this research is the students in 6th semester of studies (student who have already studied entrepreneurship). The samples taken are 100 students.

Data Collection Method

1. Primary data refer to information obtained first-hand by the researcher on the variables of interest for the specific purpose of the study.
2. Secondary data refer to the data gathered for some other purpose than the immediate study.

Data Analysis Method

Validity and Reliability Test

Validity testing is done by correlating the scores between each of the questions with a total score obtained from the sum of all scores questions. Validity test is used to measure the legitimacy or validity of a questionnaire. A reliability test is done to get the level of accuracy of the data collection tool (instrument used). Alpha Cronbach is reliable coefficients that can indicate how good items in asset have positive correlation one another (Sekaran and Bougie, 2010).

Multiple Linear Regression Analysis Model

Multiple Linear Regression Analysis is the appropriate technique to use when there are several independent variables that need to be examined for their influence on a dependent variable (Malhotra 2007). The author uses multiple regression methods to predict how big the impact of Motivational factors on college student entrepreneurial intention. The formula of multiple regression model in this research is shown as follow :

$$Y = \alpha + \beta_1 X_1 + \beta_2 X_2 + \beta_3 X_3 + \varepsilon$$

Description:

Y	= Entrepreneurial Intention
α	= Intercept
β 1,2,3	= the regression coefficient of each variable
X1	= Tolerance for Risk
X2	= Need for Achievement
X3	= Self-Efficacy
ε	= error

RESULT AND DISCUSSION**Table 1. Validity and Reliability Test of the Research**

Variables	Indicators	Corrected Item-total Correlation	Information	Cronbach's Alpha	Information
X1	1	0.744	Valid	0.781	Reliably
	2	0.693	Valid		
	3	0.638	Valid		
	4	0.680	Valid		
X2	1	0.601	Valid	0.680	Reliably
	2	0.618	Valid		
	3	0.743	Valid		
	4	0.715	Valid		
X3	1	0.740	Valid	0.815	Reliably
	2	0.734	Valid		
	3	0.819	Valid		
	4	0.706	Valid		
Y	1	0.615	Valid	0.788	Reliably
	2	0.661	Valid		
	3	0.751	Valid		
	4	0.780	Valid		

(Source : Data Processed, 2018)

The table shows the total number for Tolerance for Risk (X1), Need for Achievement (X2), and Self-Efficacy (X3) is >0.3 , which means all the indicators are valid. The reliability test in this research is using Cronbach's Alpha that will show the instrument is reliable if the coefficient is >0.6 . the table shows the total number for the independent variables is >0.6 , which means all the indicators are reliable.

Test of Classical Assumption**Table 2. Multicollinearity**

Model		Collinearity Statistics	
		Tolerance	VIF
1	(Constant)		
	Tolerance for Risk	.550	1.817
	Need for Achievement	.931	1.074
	Self-Efficacy	.566	1.766

a. Dependent Variable: Entrepreneurial Intention

(Source : Data Processed, 2018)

Table 2 shows the calculation of multicollinearity. Moreover, it can be known through the VIF and tolerance, whereby if the value of VIF and tolerance is around the number <10 then the regression model is free from multicollinearity. Based on the results in table 4.2, it can be seen by SPSS output that multicollinearity does not occur because the symptoms of multicollinearity VIF value of Tolerance for Risk (X1), Need for Achievement (X2), and Self-Efficacy (X3) is <10, this means that there is connection between the independent variables. Thus, multicollinearity assumption is met (free of multicollinearity).

Heteroscedasticity

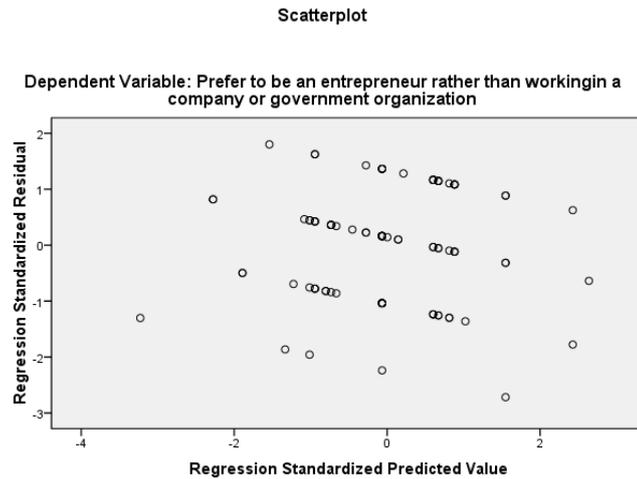


Figure 2. Heteroscedasticity
(Source : Data Processed, 2018)

Based on figure 2, it can be seen that there is no established pattern, in other words the points describing the plot spread above and the number 0 (zero) on the Y-axis. This proves that the independent variables which are Tolerance for Risk (X1), Need for Achievement (X2), and Self-Efficacy (X3) on a dependent variable which is Entrepreneurial Intention (Y) is free from heteroscedasticity.

Normality

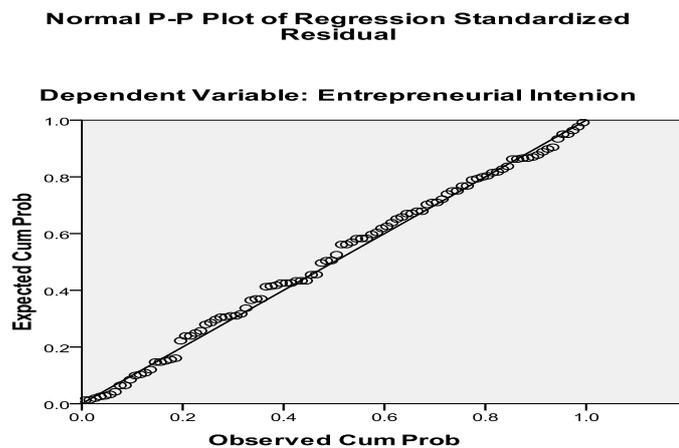


Figure 3. Normality
(Source : Data Processed, 2018)

From figure 3, it can be seen that the points spread around the diagonal line. This proves that the model regression of the influence of Tolerance for Risk (X1), Need for Achievement (X2), and Self-Efficacy (X3) on Entrepreneurial Intention (Y) in normality test assumption is met.

Multiple Regression Analysis

Table 3. Multiple Linear Regression Analysis

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
(Constant)	3.934	1.915		2.055	.043
Tolerance for Risk	.340	.115	.330	2.950	.004
Need for Achievement	.185	.093	.171	1.987	.050
Self-Efficacy	.238	.113	.232	2.106	.038

a. Dependent Variable: Entrepreneurial Intention

(Source : Data Processed, 2018)

Based on the result in table 4.3 the regression can be expressed as follows:

$$Y = 3.934 + 0.340 X_1 + 0.185 X_2 + 0.238 X_3 + e$$

The explanation is as follows:

- The Constant value of Y is 3.934 the influence of Tolerance for Risk (X1), Need for Achievement (X2), and Self-Efficacy (X3) to the Entrepreneurial Intention (Y). It means that if all the independent variables are zero, the entrepreneurial intention is predicted to be 3.934.
- Coefficient value of 0.340 means that if the Tolerance for Risk (X1) increased by one scale or one unit, it will increase the Entrepreneurial Intention (Y) at 0.340 point.
- Coefficient value of 0.185 means that if the Need for Achievement (X2) increased by one scale or one unit, it will increase the Entrepreneurial Intention (Y) at 0.185 point.
- Coefficient value of 0.238 means that if the Self-Efficacy (X3) increased by one scale or one unit, it will increase the Entrepreneurial Intention (Y) at 0.238 point.

Table 4. R and R2

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.582 ^a	.338	.318	2.247	1.825

a. Predictors: (Constant), Self-Efficacy, Need for Achievement, Tolerance for Risk

b. Dependent Variable: Entrepreneurial Intention

(Source : Data Processed, 2018)

Table 4 shows value is 33.8% while the remaining 67.2% is affected by other variables not examined in this research.

Hypothesis Test

Table 5. F-Test

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	247.828	3	82.609	16.365	.000 ^a
	Residual	484.612	96	5.048		
	Total	732.440	99			

a. Predictors: (Constant), Self-Efficacy, Need for Achievement, Tolerance for Risk

b. Dependent Variable: Entrepreneurial Intention

(Source : Data Processed, 2018)

The value F_{count} is 16.365 of and significant is 0.000, because the $\text{sig} > 0.05$, it means the confidence of this prediction is above 95% and the probability of this prediction error is below 5% which is 0.013. Therefore H_0 is rejected and accepting H_4 . Thus, the formulation of the hypothesis the influence of Tolerance for Risk (X1), Need for Achievement (X2), and Self-Efficacy (X3) on Entrepreneurial Intention (Y) simultaneously accepted.

Table 6. T-Test

Model		t	Sig.
1	(Constant)	2.055	.043
	Tolerance for Risk	2.950	.004
	Need for Achievement	1.987	.050
	Self-Efficacy	2.106	.038

a. Dependent Variable: Entrepreneurial Intention

(Source : Data Processed, 2018)

1. t_{count} for Tolerance for Risk (X1) 2.950 is greater than the value of 1.984 t_{table} which means Tolerance for Risk (X1) has partial significant influence on Entrepreneurial Intention (Y). The sig. value at 0.004 means that prediction of Tolerance for Risk (X1) influence Entrepreneurial Intention (Y) doing error is 0.4%. Thus, the confidence of this prediction is above 95%. Therefore H1 accepted.
2. t_{count} for Need for Achievement (X2) 1.987 is greater than the value of 1.984 t_{table} which means Need for Achievement (X2) has partial significant influence on Entrepreneurial Intention (Y). The sig. value at 0.050 means that prediction of Need for Achievement (X2) influence Entrepreneurial Intention (Y) doing error is 5.0%. Thus, the confidence of this prediction is above 95%. Therefore H2 accepted.
3. t_{count} for Self-Efficacy (X3) 2.106 is greater than the value of 1.984 t_{table} which means Self-Efficacy (X3) has partial significant influence on Entrepreneurial Intention (Y). The sig. value at 0.038 means

that prediction of Self-Efficacy (X3) influence Entrepreneurial Intention (Y) doing error is 3.8%. Thus, the confidence of this prediction is above 95%. Therefore H3 accepted.

Discussion

Tolerance of Risk on Entrepreneurial Intention

The result of multiple regression analysis showed that tolerance for risk has a significant influence on the student's entrepreneurial intention in Faculty of Economics and Business, Sam Ratulangi University. Even though the students might find engagement in entrepreneurial activity desirable and has the self-confidence to do so, it was also important that a student have a relatively high tolerance for risk to engage in such activity.

Need for Achievement on Entrepreneurial Intention

Based on the multiple regression analysis it showed that Need for Achievement has a significant influence on the students entrepreneurial intention in Faculty of Economic and Business Sam Ratulangi University. The questionnaire that have been distributed to the students indicated that students who have high level of need for achievement, are more likely to choose in become an entrepreneur. From the result most of the students agree about this indicator, it means that they want to succeed in business and like to work hard in order to gain the need for achievement.

Self-Efficacy on Entrepreneurial Intention

The result of multiple regression showed that self-efficacy also has a significant influence on student's entrepreneurial intention in Faculty of Economic and Business Sam Ratulangi University. Self-efficacy is a condition in which individuals believe that entrepreneurship behavior is easy or workable. Self-efficacy has a role to the student entrepreneurship intentions, the higher the student's self-confidence and mental maturity, the higher the role to arouse student's entrepreneurial intentions.

CONCLUSION AND RECOMMENDATION

Conclusion

Based on the previous chapter, this chapter research concludes findings as follow:

1. There is simultaneous influence of Tolerance for Risk, Need for Achievement, and Self-Efficacy on Entrepreneurial Intention of students in Faculty of Economics and Business Sam Ratulangi University.
2. There is a positive partial influence of Tolerance for Risk on Entrepreneurial Intention of students in Faculty of Economics and Business Sam Ratulangi University.
3. There is a positive partial influence of Need for Achievement on Entrepreneurial Intention of students in Faculty of Economics and Business Sam Ratulangi University.
4. There is a positive partial influence of Self-Efficacy on Entrepreneurial Intention of students in Faculty of Economics and Business Sam Ratulangi University.

Recommendation

1. For University, should concern about this issues because it has the closest relationship with students life. It is suggested that university should provide an entrepreneur programme for student. One of the option is for the university to build a department to facilitate student who own an idea for business. Using this department, university should give an easy loan and facilitator to guide and lead students. Introducing several successful local entrepreneurs also a good idea. These individuals will be helpful in soliciting support and advice from the rest of the business community.
2. For the next researcher may need better indicators in distributing questionnaire, or any factors that may affect entrepreneurship interest in students like environmental factors such as capital and cultural factors.

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