ENTREPRENEURSHIP INCLINATION:
A CASE STUDY ON TUANKU SYED SIRAJUDDIN POLYTECHNIC’S STUDENTS

AFFENDI BIN MOHAMMAD

MASTER OF SCIENCE (MANAGEMENT)
UNIVERSITI UTARA MALAYSIA
JUNE 2014
ENTREPRENEURSHIP INCLINATION:
A CASE STUDY ON TUANKU SYED SIRAJUDDIN POLYTECHNIC’S STUDENTS

By
AFFENDI BIN MOHAMMAD

Thesis Submitted To
Othman Yeop Abdullah Graduate School Of Business
Universiti Utara Malaysia
In Partial Fulfillment Of The Requirement For The Master Of Science (Management)
PERMISSION TO USE

In presenting this dissertation/project paper in partial fulfillment of the requirements for a Post Graduate degree from the Universiti Utara Malaysia (UUM), I agree that the Library of this university may make it freely available for inspection. I further agree that permission for copying this dissertation/project paper in any manner, in whole or in part, for scholarly purposes may be granted by my supervisor(s) or in their absence, by the Dean of Othman Yeop Abdullah Graduate School of Business where I did my dissertation/project paper. It is understood that any copying or publication or use of this dissertation/project paper parts of it for financial gain shall not be allowed without my written permission. It is also understood that due recognition shall be given to me and to the UUM in any scholarly use which may be made of any material in my dissertation/project paper.

Request for permission to copy or to make other use of materials in this dissertation/project paper in whole or in part should be addressed to:

Dean of Othman Yeop Abdullah Graduate School of Business
Universiti Utara Malaysia
06010 UUM Sintok
Kedah Darul Aman.
ABSTRAK

ABSTRACT

Entrepreneurship is one of the main areas of business. It is very important in realizing the government’s aspiration towards a high income nation by year 2020. Accordingly, entrepreneurship becomes an important element in the establishment of polytechnic graduates nowadays. So, they become more competitive, innovative and competent. The purpose of the study was to obtain entrepreneurship inclination among Tuanku Syed Sirajuddin Polytechnic’s students in Perlis. A total of 127 samples from 190 final year students from Commerce Department were randomly selected as respondents. The questionnaire method used for the research and the data were analyzed using descriptive statistical software, means SPSS (Statistical Package for Social Science) version 16.0. The results showed that for overall of study, entrepreneurship inclination among polytechnic students was good. Meaning to say, the study found that family support, idols and financial support were positive relationship with entrepreneurship inclination among polytechnic students as well. Therefore, all parties involved should pay more attention and take aggressive actions in boosting potential of polytechnic students in entrepreneurship field. Finally, graduates students will choose entrepreneurship as their future entrepreneurs or first choice career compared to another field.
ACKNOWLEDGEMENT

In the name of Allah, the Most Gracious and the Most Merciful

First of all, I would like to express my profound gratitude to Al-Mighty Allah, the Most Merciful and the Most Compassionate, Who has granted me the strength and will to start and complete this study. I pray to Him and request His Greatness to continue to be with me and inspire me deeper to enable me contribute more knowledge for the good of humanity.

In the same vein, I acknowledge that Prophet Muhammad is the Messenger of Allah, the greatest of all mankind, I adore him for his contributions to human knowledge and inspiration to muslim hummah to seek for knowledge and pass to fellow mankind.

My appreciation also goes to my supervisor, Dr. Fais Ahmad and my examiner, Mr.Shahmir Abdullah. Mr.Shahmir is scientifically proven creativity and constructive criticism towards the success of this project.Dr. Fais also is singular diligent supervision is indeed the undeniable impetus to the successful completion of this work. I thank both of you very deeply for their support and cooperation.

The same goes to my great mother, Asmat Ab. Rahman who give more supports and inspirations. May Allah bless her in good health and long life’s old. I also wish to thank for my big family like my siblings and my family in law such as my father and mother in law and others.
I wish to thanks a lot for my family, especially for my lovely wife, Noor Farizatulazwani Muhamad Rozi and my two heros, Afif Iman and Afif Ihsan for their patience and perseverance during the four years of study, research, writing and editing. Without their supports and encouragement this project would not have been possible. Thanks a lot for my best friends and colleagues, Mrs Nor Aziza Abdul Aziz and her husband, without your supports and guidance maybe I will not finish this project. Thanks Allah give them in my life.

Finally, my appreciations also go to all my friends, colleagues, all OYAGSB COB staffs, and everyone who have contributed at one time or the other for the success of this project, May Allah bless you all.

Thank you very much.
# LIST OF TABLES

<table>
<thead>
<tr>
<th>Table</th>
<th>Description</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.1</td>
<td>Range of Cronbach’s Alpha with Reliability</td>
<td>24</td>
</tr>
<tr>
<td>3.2</td>
<td>Pilot Test with Reliability</td>
<td>25</td>
</tr>
<tr>
<td>4.1</td>
<td>Frequency and Percentage of Respondent by Age</td>
<td>31</td>
</tr>
<tr>
<td>4.2</td>
<td>Frequency and Percentage of Respondent by Gender</td>
<td>32</td>
</tr>
<tr>
<td>4.3</td>
<td>Frequency and Percentage of Respondent by Ethnicity</td>
<td>33</td>
</tr>
<tr>
<td>4.4</td>
<td>Frequency and Percentage of Respondent by Marital Status</td>
<td>33</td>
</tr>
</tbody>
</table>
Table 4.5  Frequency and Percentage of Respondent by Programmes 34

Table 4.6  : Reliability output for Entrepreneurship Inclination 35

Table 4.7  : Reliability output for Family Support 36

Table 4.8  : Reliability output for Role Model 37

Table 4.9  : Reliability output for Financial Support 38

Table 4.10  : Relationship between Entrepreneurial Inclination and Family Support 40

Table 4.11  : Relationship between Entrepreneurial Inclination and Role Model 41
Table 4.12 : Relationship between Entrepreneurial Inclination and Financial Support 42

Table 4.13 : Regression analysis 42

Table 4.14 : Summary of Hypothesis Testing 44
<table>
<thead>
<tr>
<th>Figure</th>
<th>Description</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Figure 1.1</td>
<td>Theoretical Frameworks</td>
<td>19</td>
</tr>
<tr>
<td>Figure 3.1</td>
<td>Research Frameworks</td>
<td>22</td>
</tr>
</tbody>
</table>
# TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>Contents</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>PERMISSION TO USE</td>
<td>i</td>
</tr>
<tr>
<td>ABSTRAK (BAHASA MELAYU)</td>
<td>ii</td>
</tr>
<tr>
<td>ABSTRACT (ENGLISH)</td>
<td>iii</td>
</tr>
<tr>
<td>ACKNOWLEDGEMENTS</td>
<td>iv-v</td>
</tr>
<tr>
<td>LIST OF TABLES</td>
<td>vi-viii</td>
</tr>
<tr>
<td>LIST OF FIGURES</td>
<td>ix</td>
</tr>
</tbody>
</table>

## Chapter 1 INTRODUCTION

1.0 Background of the Study 1
1.1 Problem Statement 5
1.2 Research Questions 7
1.3 Research Objectives 7
1.4 Scope Of The Study 8
1.5 Significance of the Study 8
1.6 Limitations Of The Research 9
1.7 Organization Of Research Project 10
Chapter 2   LITERATURE REVIEW

2.0 Introduction 11
2.1 Family Support 11
2.2 Role Model 12
2.3 Financial Support 13
2.4 Entrepreneurship Inclination Of Malaysia Polytechnic Students And Entrepreneurs 15
2.5 Theoretical Frameworks 18
2.6 Theory of Planned Behaviour 19

Chapter 3   METHODOLOGY

3.0 Introduction 21
3.1 Research Frameworks 21
3.2 Hypotheses 22
3.3 Research Design 22
3.4 The Reliability 23
3.5 Pilot Test 24
3.6 The Validity 26
3.7 Instrumentation And Questionnaires Design 26
3.8 Data Collections And Administrations 28
3.9 Sampling 29
3.10 Data Collection Procedures 29
3.11 Data Analysis Techniques 29
Chapter 4 FINDINGS

4.0 Introduction 31
4.1 Response Rate 31
4.2 Descriptive Analysis 31
4.3 Inferential Analysis 35
4.4 Regressive Analysis 42
4.5 Chapter Summary 45

Chapter 5 DISCUSSION AND CONCLUSION

5.0 Introduction 46
5.1 Discussion Of Findings 46
5.2 Recommendations 51
5.3 Conclusions 56

REFERENCES

APPENDICES: Questionnaires
CHAPTER 1

INTRODUCTION

1.0 Background of the Study

Entrepreneurship is a career field that pure and noble as the hadith narrated by At-Tirmizi, Abu Sa’id Al-Khudriy ra, the Prophet Muhammad S.A.W said;

“Business people are really honest resurrected with the Anbiya’, Siddiqin and Martyrs”.

Entrepreneurship, if done properly and correctly, can give a great return and rewards as well as double rewards (Azrain, 2010).

Entrepreneurship is an activity that is encouraged in Islam as a source of business. This is in agreement with the words of the Prophet Muhammad S.A.W in the hadith which means “Nine-tenths of livelihood can be obtained through the business” (Narrated by At-Tirmizi).

This means that business activities is not merely meet the self or family needed but through business activities, people also accumulate wealth because business is door of main income compared to other fields of work.

Entrepreneurship from the perspective of Islam is also being regarded as jihad. It is jihad in the path of Allah (jihad fi sabillillah) because business is fardhu kifayah for Muslims when darurah occurred. The darurah or emergency situation occurred for Muslims when the total of non-Muslims entrepreneurs are more than Muslims entrepreneurs. Entrepreneurs are the driver force and catalyst for the economic growth of a country. Nowadays, role of entrepreneurs likely as a main economy player to achieve the high income status beyond year 2020. Thus, the
The contents of the thesis is for internal user only
REFERENCES


Krueger, N.F. & Dickson, P. R. Self-efficacy and perceptions of opportunities and threats, 

Krueger, N.F. & Carsrud, A. L. Entrepreneurial intentions: Applying the theory of 


Persepsi Terhadap Kursus Keusahawanan(P3117) di Kalangan Graduan Politeknik 
Malaysia.

Menceburi Bidang Keusahawanan Katering. [Unpublished master’s project report]. 
Universiti Tun Hussein Onn, Johor, Malaysia.

Mohammad Ismail, Shaiful Anuar, Mahmood Othman, Kamaruzzaman Jusoff, Norshimah,


Norasmah Othman and Salmah Ishak (2009). Attitude toward choosing a career in


Teresa Luczka, Pawel Przepiora. Regional Determinants of Efficiency Growth of Small and Medium Sized Enterprises. 8(1).

Dear students,

Your cooperation to answer this questionnaire honestly is highly needed in order to carry out the research.

All information given will be keep strictly confidential and for the purpose of this research only.

Thank you very much for your cooperation.

Best regards,

AFFENDI BIN MOHAMMAD
PART A : DEMOGRAPHIC FACTORS

Please tick for the best answer.

(1) Age  1. 17-19(  )  2. 20-22(  )  3. 23-25(  )  4. 26 and above(  )
(2) Sex  1. Male(  )  2. Female(  )
(3) Ethnicity:  1. Malay(  )  2. Chinese (  )  3. Indian(  )  4. Others(  )
(4) Marital Status  1. Married(  )  2. Single(  )  3. Divorced(  )  4. Widow/widower(  )
(5) Programme of study : ____________________________

END OF PART A

PART B (Entrepreneurial Inclination)

Please indicate the degrees of your agreed or disagreement with the statement below by circling your response according to the following option:

<table>
<thead>
<tr>
<th>Strongly disagree</th>
<th>Disagree</th>
<th>Not sure</th>
<th>Agree</th>
<th>Strongly agree</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
</tbody>
</table>

1. If I were given a choice between self employment and being employed, my personal preference would be self employment.  
   1  2  3  4  5

2. It has crossed my mind to start a business of my own or with my partner.  
   1  2  3  4  5

3. Estimating the likelihood that will start my own business or become self employed on a full time basis within the next one year.  
   1  2  3  4  5

4. Estimating the likelihood that will start my own business or become self employed on a full time basis within the next five year.  
   1  2  3  4  5

5. How likely is it I will choose a career as an employer?  
   1  2  3  4  5

END OF PART B
PART C (Family Support)

Please indicate the degrees of your agreed or disagreement with the statement below by circling your response according to the following option:

<table>
<thead>
<tr>
<th></th>
<th>Strongly disagree</th>
<th>Disagree</th>
<th>Not sure</th>
<th>Agree</th>
<th>Strongly agree</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>2.</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>3.</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>4.</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>5.</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>6.</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>7.</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>8.</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>9.</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>10.</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
</tbody>
</table>
11. My family will make me relax when I feel exhausted. 1 2 3 4 5
12. My family will comfort me when I am frustrated. 1 2 3 4 5
13. My family will help me take care of my family when I am busy on business. 1 2 3 4 5
14. My family will help me out of troubles. 1 2 3 4 5

PART C (Role Model)

Please indicate the degrees of your agreed or disagreement with the statement below by circling your response according to the following option:

<table>
<thead>
<tr>
<th>Strongly disagree</th>
<th>Disagree</th>
<th>Not sure</th>
<th>Agree</th>
<th>Strongly agree</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
</tbody>
</table>

1. I try to model my behavior after my role model. 1 2 3 4 5
2. I admire my role model’s ability to motivate others. 1 2 3 4 5
3. I respect my role model’s ability to teach others. 1 2 3 4 5
4. I care what my closest friends think about my employment decision. 1 2 3 4 5
5. I believe that closest friends think I should become self employed. 1 2 3 4 5
6. I care what lectures think about my employment decision. 1 2 3 4 5
7. I am interested in business because my friends are in business. 1 2 3 4 5
8. Friends are main sources of business-related information. 1 2 3 4 5
9. Lectures are main source of business related information. 1 2 3 4 5
PART C (Financial Support)

Please indicate the degrees of your agreed or disagreement with the statement below by circling your response according to the following option:

<table>
<thead>
<tr>
<th>Strongly disagree</th>
<th>Disagree</th>
<th>Not sure</th>
<th>Agree</th>
<th>Strongly agree</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
</tbody>
</table>

Assuming the ________________ is easy to get.

1. Availability of bank loans.  
   1 2 3 4 5
2. Availability of capital from suppliers.  
   1 2 3 4 5
3. Availability of capital from friends.  
   1 2 3 4 5
4. Availability of capital from family.  
   1 2 3 4 5
5. Availability finance resources relative to competitors.  
   1 2 3 4 5
6. Availability from government.  
   1 2 3 4 5

END OF PART C
RESULT PILOT TEST
(N=20)

<table>
<thead>
<tr>
<th></th>
<th>Cronbach's Alpha</th>
<th>Cronbach's Alpha Based on Standardized Items</th>
<th>N of Items</th>
</tr>
</thead>
<tbody>
<tr>
<td>DEPENDENT VARIABLE</td>
<td>.666</td>
<td>.667</td>
<td>5</td>
</tr>
<tr>
<td>FAMILY SUPPORT</td>
<td>.873</td>
<td>.878</td>
<td>14</td>
</tr>
<tr>
<td>ROLE MODEL</td>
<td>.859</td>
<td>.857</td>
<td>9</td>
</tr>
<tr>
<td>FINANCIAL SUPPORT</td>
<td>.828</td>
<td>.827</td>
<td>6</td>
</tr>
</tbody>
</table>