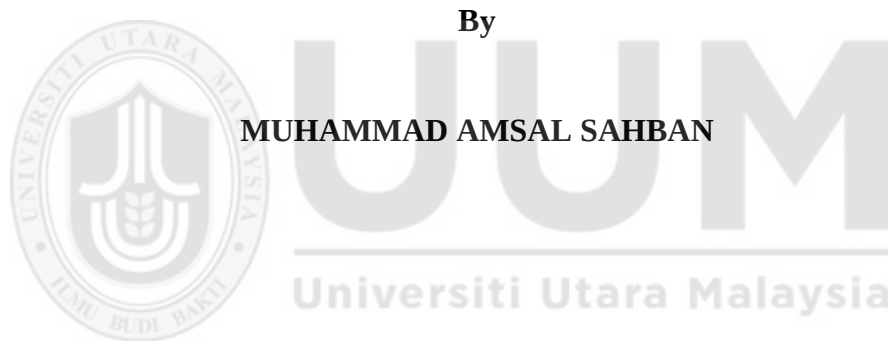


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TITLE

**DETERMINANTS OF ENTREPRENEURIAL INTENTION AMONG
BUSINESS STUDENTS IN INDONESIA**



**Thesis submitted is to
Othman Yeop Abdullah Graduate School of Business
Universiti Utara Malaysia,
In Fulfillment of the Requirement for the Degree of Doctor Philosophy**

OTHMAN YEOP ABDULLAH GRADUATE SCHOOL OF BUSINESS
UNIVERSITI UTARA MALAYSIA



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ABSTRACT

In the world of entrepreneurship, the fundamental aspect that needs to be embedded in every business starter or business graduate is an entrepreneurial intention. Entrepreneurial intention is very much required in Indonesia, given the number of entrepreneurs today is less than 2% compared to other neighboring countries, like Singapore, Malaysia, Thailand and even Vietnam. Moreover, there are only 17% of university graduates in Indonesia who are interested in entrepreneurship. This is due to the fact that the entrepreneurial career is not considered as an important career in Indonesia. Despite several entrepreneurial programs initiated to nurture a business mentality and awareness for the business students, it does not make a significant change in their entrepreneurial behavior. Many of them do not have enough courage to deal with entrepreneurship. It is because the entrepreneurial orientation of the business students is very weak, and there is a lack of self-efficacy to perform the business tasks. In addition, there is seldom any support from their parents and peer groups to make them motivated enough to initiate a business. The entrepreneurship programs like internship program and business incubation program in higher education institutions have failed to enhance the entrepreneurial spirit among business students. These entrepreneurship programs have not been implemented as it should be and desperately need more improvement. Hence, the main purpose of this study is to investigate the determinants of entrepreneurial intention among students in the economics and business faculty in Indonesia's higher education institutions by determining the direct factors affecting entrepreneurial intention. By employing convenience sampling, a total of 381 questionnaires were successfully distributed to the business students and could be used for this study. The usable questionnaires were examined by employing structural equation modeling (SEM). This study found that five predictors are significant factors with respect to entrepreneurial intention: entrepreneurial orientation, social support, entrepreneurial self-efficacy, entrepreneurial internship program and business incubation program. To sum up, these factors of entrepreneurial intention are found to be essential elements for students to successfully start a business and contribute to increasing the number of young entrepreneurs in Indonesia.

Keywords: entrepreneurial orientation; social support; entrepreneurial self-efficacy; entrepreneurial internship program; business incubation program; entrepreneurial intention; business students.

ABSTRAK

Dalam dunia keusahawanan, aspek utama yang perlu dipupuk oleh setiap pemula perniagaan atau graduan jurusan perniagaan ialah niat keusahawanan. Niat keusahawanan sangat diperlukan dan diberatkan di Indonesia memandangkan jumlah usahawan yang terdapat di negara tersebut pada hari ini kurang daripada 2% berbanding bilangan yang ada di negara jiran seperti di Singapura, di Malaysia, di Thailand dan di Vietnam. Selain itu, hanya 17% graduan kolej di Indonesia yang berminat dengan bidang keusahawanan. Hal ini kerana kerjaya dalam bidang keusahawanan belum lagi menjadi kerjaya yang penting di Indonesia. Meskipun sudah terdapat beberapa program keusahawanan yang diusahakan untuk meningkatkan kesedaran mental dan perniagaan dalam kalangan pelajar jurusan perniagaan, namun program ini tidak mengubah tingkah laku keusahawanan mereka secara signifikan. Kebanyakan mereka tidak mempunyai semangat yang cukup kental untuk menangani bidang keusahawanan. Perkara ini disebabkan oleh orientasi keusahawanan pelajar yang agak lemah dan kurangnya efikasi sendiri dalam kalangan mereka untuk mengendalikan perniagaan. Tambahan pula, jarang kali terdapat sokongan daripada ibu bapa atau kelompok rakan sebaya yang boleh mendorong mereka untuk memulakan perniagaan. Program keusahawanan seperti program latihan kerja dan program inkubasi perniagaan pada peringkat pengajian yang lebih tinggi terbukti gagal untuk menyemarakkan semangat keusahawanan dalam kalangan pelajar jurusan perniagaan. Program keusahawanan ini tidak berjaya melaksanakan objektifnya dan perlu ditambah baik. Oleh yang demikian, kajian ini bermatlamat untuk menyelidik penentu niat keusahawanan dalam kalangan pelajar di fakulti ekonomi dan perniagaan di pusat pengajian tinggi di Indonesia dengan menentukan faktor langsung yang mempengaruhi niat keusahawanan. Dengan menggunakan convenience sampling, sejumlah 381 borang soal selidik berhasil diedarkan kepada pelajar jurusan perniagaan dan boleh diguna pakai dalam kajian ini. Respon soal selidik ini diteliti dengan menggunakan pemodelan persamaan struktur (SEM). Kajian mendapati lima peramal merupakan faktor yang signifikan dengan niat keusahawanan. Faktor ini ialah orientasi keusahawanan, sokongan sosial, efikasi sendiri keusahawanan, program latihan amali keusahawanan, dan program inkubasi perniagaan. Rumusnya, faktor niat keusahawanan didapati merupakan elemen penting yang membentuk tingkah laku positif pelajar untuk memulakan perniagaan dan perkara ini boleh meningkatkan bilangan usahawan muda di Indonesia.

Kata kunci: orientasi keusahawanan, sokongan sosial, efikasi sendiri keusahawanan, program latihan amali keusahawanan, program inkubasi perniagaan, niat keusahawanan, pelajar jurusan perniagaan

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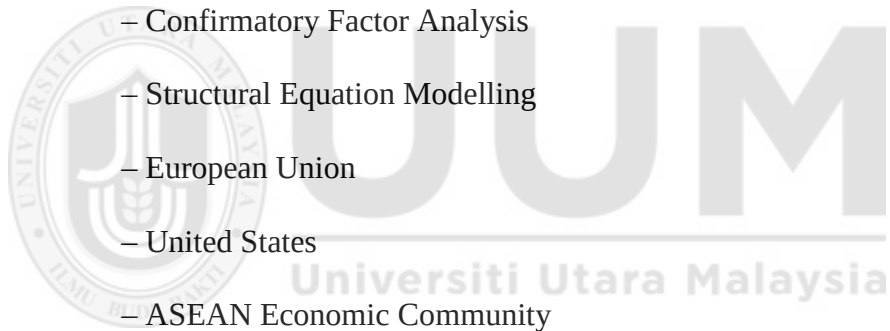
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LIST OF ABBREVIATIONS

EO	– Entrepreneurial Orientation
BIP	– Business Incubation Program
SS	– Social Support
ESE	– Entrepreneurial Self-Efficacy
EIP	– Entrepreneurial Internship Program
EI	– Entrepreneurial Intention
EFA	– Exploratory Factor Analysis
GDP	– Gross Domestic Product
SMEs	– Small and Medium Enterprises
CFA	– Confirmatory Factor Analysis
SEM	– Structural Equation Modelling
EU	– European Union
US	– United States
AEC	– ASEAN Economic Community



CHAPTER 1

INTRODUCTION

1.0 Introduction

This chapter includes eight sections: the background of the study; the problem statement; the research questions; the objectives of this study; the significance of the study; the scope of the study; the definition of key terms; the organization of thesis; and finally, the chapter summary.

1.1 Background of the Study

Entrepreneurship is a worldwide phenomenon closely associated with economic growth. Entrepreneurs are the “engines” that can accelerate economic growth (Acs, 2006; Baron & Shane, 2008). They have brought about enormous positive contributions to a country's economic growth and social development. As mentioned by Morrison, Breen and Ali (2003), entrepreneurs play a pivotal role in creating jobs, innovating, creating wealth, improving health and even in economic advancement. Since entrepreneurship is synonymous with self-employment, it is believed to be an effective strategy for handling the issue of employability, particularly among the youth (Koe, Sa'ari, Majid & Ismail, 2012). Entrepreneurship entities enable reduction in the unemployment rate or what has been termed as the Schumpeter Effect (Musa & Semasinghe, 2013; Schumpeter, 1934).

Davidsson (2003) and Kirzner (1973) asserted that entrepreneurship is a competitive behavior that not only drives the new market and employment creation but also the creation of new innovation in the market than can contribute to economic growth. According to Katua (2014), the role of Small and Medium Enterprises (SMEs) is highly needed as the

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