

## The Effect of Entrepreneurship and Self-Efficacy on Entrepreneurial Interest Through Locus of Control as An Intervening Variable

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**Abstract:** *This study aims to evaluate students' interest in entrepreneurship. In this study, locus of control is positioned as a mediator of the relationship between entrepreneurship, self-efficacy and entrepreneurial satisfaction. This study is based on multiple studies. The participants of this study are students from public service colleges with fashion businesses in Mojokerto, specifically SMKN 1 Sooko and SMKN Jatirejo, who studied commerce in the eleventh and twelfth grade of the fashion department. The sample of the research consisted of 237 students who participated in the online survey, and linear regression modeling (PLS-SEM) was used to analyze the data. Therefore, it can be concluded that this shows that entrepreneurship and self-employment have a positive impact on job satisfaction through the management environment.*

### Introduction

Unemployment and poverty remain major problems for Indonesia today and in the years to come. Indonesia's unemployment rate in February 2022 is 6.77%, according to data from Indonesia's Central Bureau of Statistics (Badan Pusat Statistik or BPS). This figure shows that unemployment decreased by 7.07 percent in the same period last year. High unemployment is a persistent problem in all countries, especially Indonesia. Unemployment has been rising for decades. The 1998 economic crisis also increased unemployment. The highest unemployment rate in Indonesia comes from the educated group.

Many studies show that Indonesian high school students have a high interest in entrepreneurship. But very few high school/business school/students are equally interested in business. They tend to focus on the least risky jobs, such as working in offices or companies for minimum wage. Students lack motivation and interest in entrepreneurship because they do not understand the benefits of entrepreneurship or do not have confidence in entrepreneurship.

Alma (2011: 13) believes that entrepreneurs are innovative, have the desire to find opportunities, and have the strength, talent and skills to overcome inertia and laziness.

Schumpeter stated in Alma (2011: 14) that the entrepreneur is the person who disrupts the existing business by offering new products and services, creating new information or producing new products. Success in business is not achieved suddenly or overnight, by chance, but through good planning, vision, responsibility, hard work and the courage to take responsibility. Entrepreneurship indicators as defined by Wenikha Waldyatri et al. (2021), curriculum includes business knowledge, values and motivation, and business practices.

Entrepreneurial interest is associated with the desire to do business (doing business) and desire to do business (willingness to do business) and many other terms in many studies (Zulianto, Santoso, & Sawiji, 2014). According to Anggraeni & Nurcaya (2016), Willingness to work refers to the desire, interest, and willingness to work or do one's best to meet one's needs without concern for risk impact and the desire to learn from failure. Business results are embraced (Lian & Y, 2009), (Rakhmadiningrum et al., 2021) (1) finding a job, (2) starting a job with confidence, (3) considering job risks, and (4) being able to support a business.

(Wulandari et al., 2013) Explain that self-efficacy refers to one's belief or confidence in one's ability to achieve certain goals. Ghufuron and Risnawita said in Lim Calvin Andryan (2016: 767) that self-efficacy is generally the belief in one's ability to cope with various situations in life. Self-efficacy has many meanings. According to Ummi Ainur Rizqi et al. (2022) Self-efficacy indicators are as follows: 1. Self-confidence, 2. Talent, 3. Patience and hard work. Rotter explains that locus of control is a concept that describes the emotions a person feels in response to events occurring in their life. More specifically, span of control is defined as a person's ability to respond to internal or external factors. Modify the vehicle by learning Rotter, as cited in (Wiriani et al., 2013), outlines the indicators of locus of control as follows: belief that all achievements are due to one's own abilities, leadership heavily depends on one's own abilities, success is a result of one's own hard work, and the ability to independently manage a business.

## Research Method

The method used in this study is a quantitative (empirical) approach. This method involves data in numbers analyzed using statistical methods to answer questions or test a particular study and predict the results of one variable from another (Fetters & Freshwater, 2015). In this study, purposeful sampling technique and non-probability sampling method were adopted. The total population of this study is approximately 376 students. However, 237 participants were selected as a special sample in the study (Ministry of Commerce students who studied business administration at SMKN 1 Sooko and SMKN Jatirejo from grades XI and XII)).

Using Munib et al.'s (2014) four scales and seven questions, several initial questions were developed to understand students' entrepreneurship education (E). Additionally, to measure entrepreneurship (EI), researchers adopted four scales and eight questions from Lian and Y (2009). Self-efficacy (SF) was measured with three scales containing six adapted questions Ummi Ainur Rizqi et al. (2022). Additionally, five questions were used to describe the four indicators measuring the control point (LC) taken by Wiriani et al. (2013). Participants

were asked to answer the questions using a 4-point Likert scale ranging from 1 (meaning “strongly disagree”) to 4 (meaning “strongly agree”).

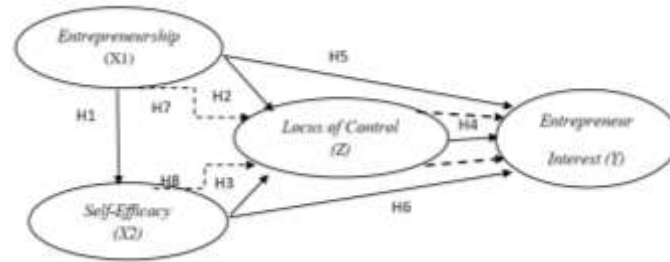


Figure 1 Conceptual Framework of the Research (Source: Researcher, 2024)

A primary evaluation system was developed to evaluate data using mixed and composite measures. The reliability of the data was tested and if the composite reliability or rho-a (CR) value > 0.70 and Cronbach's Alpha ( $\alpha$ ) value > 0.70, the data were evaluated (Hair et al., 2013, 2020; China, 2000). Comparative Modeling Partial Least Squares (SEM-PLS) and Smart PLS 4.0 application were used in the analysis method in this study. The SEM-PLS method in this study is based on the method developed by Chin (2000) and Hair et al. (2013), including evaluation of the test model (external model), evaluation of the model (internal model), goodness of fit, and hypothesis testing.

## Results and Discussion

### *Evaluation of the Measurement Model (Outer Model)*

Table 1. Results of Validity Tests (Convergent Validity and Discriminant Validity) and Reliability Tests (Composite Reliability)

	Loading Factor	Cronbach's Alpha ( $\alpha$ )	CR (rho-a)	(rho-c)	AVE
E 1 (X1)	0.756	0.909	0.911	0.928	0.650
E 2	0.783				
E 3	0.792				
E 4	0.806				
E 5	0.847				
E 6	0.895				
E 7	0.755				
SF 1 (X2)	0.861	0.906	0.906	0.927	0.680
SF 2	0.836				
SF 3	0.858				
SF 4	0.791				
SF 5	0.785				
SF 6	0.814				
LC1 (Z)	0.854	0.879	0.881	0.912	0.676
LC 2	0.884				
LC 3	0.766				
LC 4	0.786				
LC 5	0.814				
EI 1 (Y)	0.789	0.909	0.911	0.927	0.613

	Loading Factor	Cronbach's Alpha ( $\alpha$ )	CR (rho-a)	(rho-c)	AVE
EI 2	0.756				
EI 3	0.795				
EI 4	0.822				
EI 5	0.769				
EI 6	0.728				
EI 7	0.778				
EI 8	0.820				

Source: Data processed by the Researcher, 2024

According to Table 1, the validity test (convergent validity and discriminant validity) and reliability test (composite reliability) results are given. From the analysis, it appears that these 26 questions come from four different areas in total: entrepreneurship (EE), self-efficacy (SF), business interests (EI) and locus of control (LC). Loading factor  $> 0.70$ , AVE (average variance)  $> 0.50$ , cross-loading (Fornell-Larcker criterion)  $> 0.70$ . Cronbach's alpha and composite reliability values range between 0.879 and 0.943. Therefore, all measurement questions are said to have convergent validity, discriminant validity, and reliability. In other words, it can be concluded that all questions are valid and reliable for further analysis.

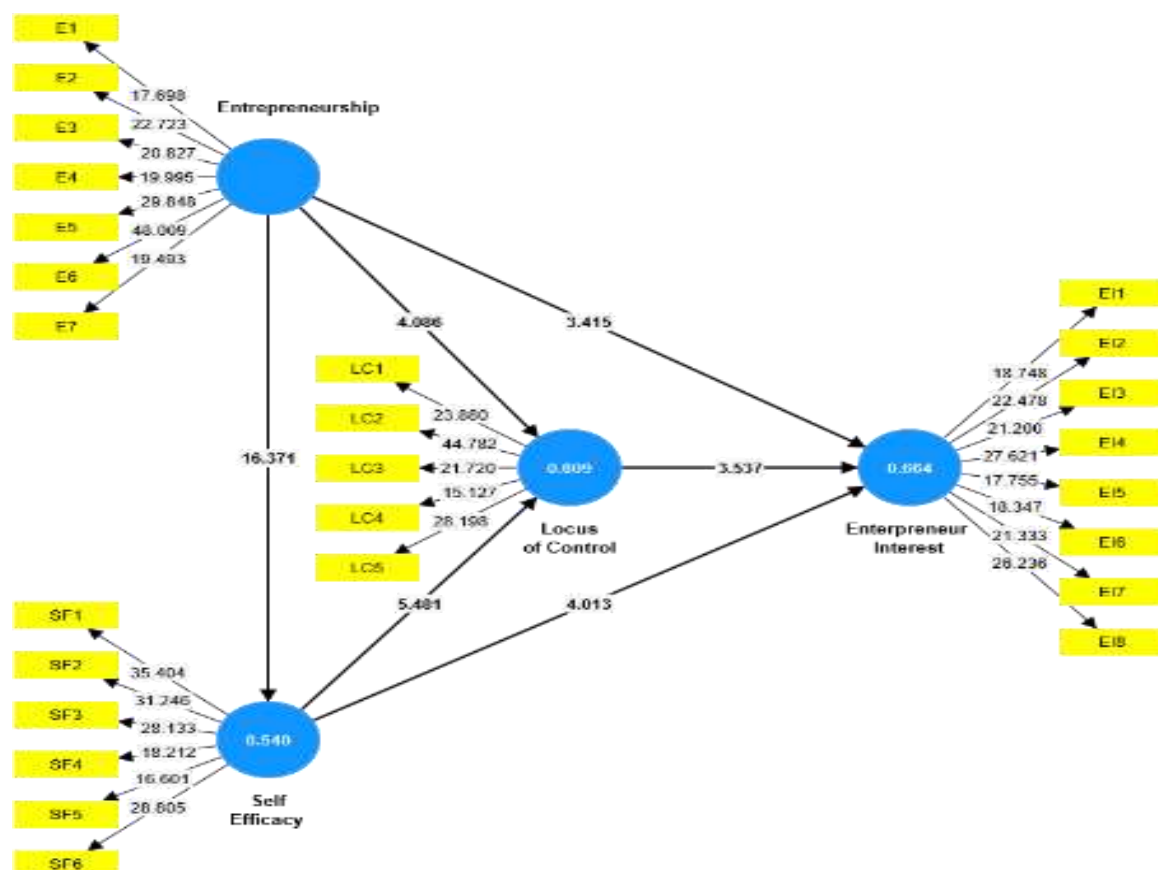


Figure 2 Path Analysis (PLS Algorithm)

Source: SmartPLS 4.0 (Processed Data by Researcher, 2023)

### Evaluation of the Structural Model (Inner Model)

According to Hair et al. (2013, 2020), the recommended procedures include (1) a collinearity test, (2) an R-squared test, and (3) an F-square test.

#### Collinearity Test

Table 2 Results of Collinearity Test (Variance Inflation Factor (VIF) Coefficients)

Variable	VIF
Variable X1 (Entrepreneurship/E)	
E1	1.950
E2	2.167
E3	2.275
E4	2.223
E5	4.407
E6	5.252
E7	1.783
Variable X2 (Self-Efficacy/EI)	
SF1	3.509
SF2	3.190
SF3	2.627
SF4	2.016
SF5	1.928
SF6	2.128
Variable Y (Entrepreneur Interest/EI)	
EI1	2.344
EI2	2.088
EI3	2.202
EI4	2.735
EI5	2.190
EI6	1.810
EI7	2.138
EI8	2.317
Variable Z (Locus of Control/LC)	
LC1	2.573
LC2	2.965
LC3	1.729
LC4	1.820
LC5	2.007

Source: SmartPLS 4.0 (Processed Data by Researcher, 2024)

According to Table 2, the collinearity test results (variance inflation factor (VIF) coefficient) show that all VIF values are below the threshold of 5.00. This means that there are no differences between variables (Hair et al., 2013) and little correlation between independent or exogenous constructs, thus increasing the ability to predict the quality of the model.

*R-squared test*

Table 3 Results of the R-squared Test

Variable	R <sup>2</sup>	R <sup>2</sup> adjusted
<i>Entrepreneur Interest (Y)</i>	0.664	0.660
<i>Locus of Control (Z)</i>	0.609	0.606

Source: SmartPLS 4.0 (Processed Data by Researcher, 2024)

According to the results in Table 3, the R-square test value shows that the R-square (R<sup>2</sup>) value of the investor variable (Y) is 0.664, which shows the accuracy of the prediction. Similarly, the R-squared (R<sup>2</sup>) value of the variance index (Z) is 0.609, indicating high predictability.

*F-square test*

Table 4 Results of the F-square Test

Variable	F <sup>2</sup>
Entrepreneurship → Entrepreneur Interest	0.082
Entrepreneurship → Locus of Control	0.152
Entrepreneurship → Self-Efficacy	1.173
Locus of Control → Entrepreneur Interest	0.092
Self-Efficacy → Entrepreneur Interest	0.135
Self-Efficacy → Locus of Control	0.270

Source: SmartPLS 4.0 (Processed Data by Researcher, 2024)

According to Table 4, the results of the F-square test show the size of each estimated latent variable (exogenous latent variable) of the model. According to the rule of thumb developed by Hair et al. (2013), F-squared values of 0.02, 0.15, and 0.35 indicate small, medium, and large effects, respectively.

*Goodness of Fit*

According to Hair et al. (2020), a model meets the goodness of fit criteria if the values of Cronbach's Alpha ( $\alpha$ ) > 0.70, composite reliability or rho-a (CR) > 0.70, and Average Variance Extracted (AVE) > 0.50.

Table 5 Results of Goodness of Fit Evaluation

Variable	A	CR	AVE	Evaluation
(X1) Entrepreneurship	0.909	0.911	0.650	Good/Fit
(X2) Self Efficacy	0.906	0.906	0.680	Good/Fit
(Z) Locus of Control	0.879	0.881	0.676	Good/Fit
(Y) Entrepreneur Interest	0.909	0.911	0.613	Good/Fit

Source: SmartPLS 4.0 (Processed Data by Researcher, 2024)

The results in Table 5 show that the Cronbach alpha ( $\alpha$ ) value is higher than 0.70, the composite reliability (CR) value is higher than 0.70, and the average variation extracted (AVE)

value is higher than 0.50. These findings demonstrate the reliability and validity of the model used in this study, confirming that the model meets goodness-of-fit criteria.

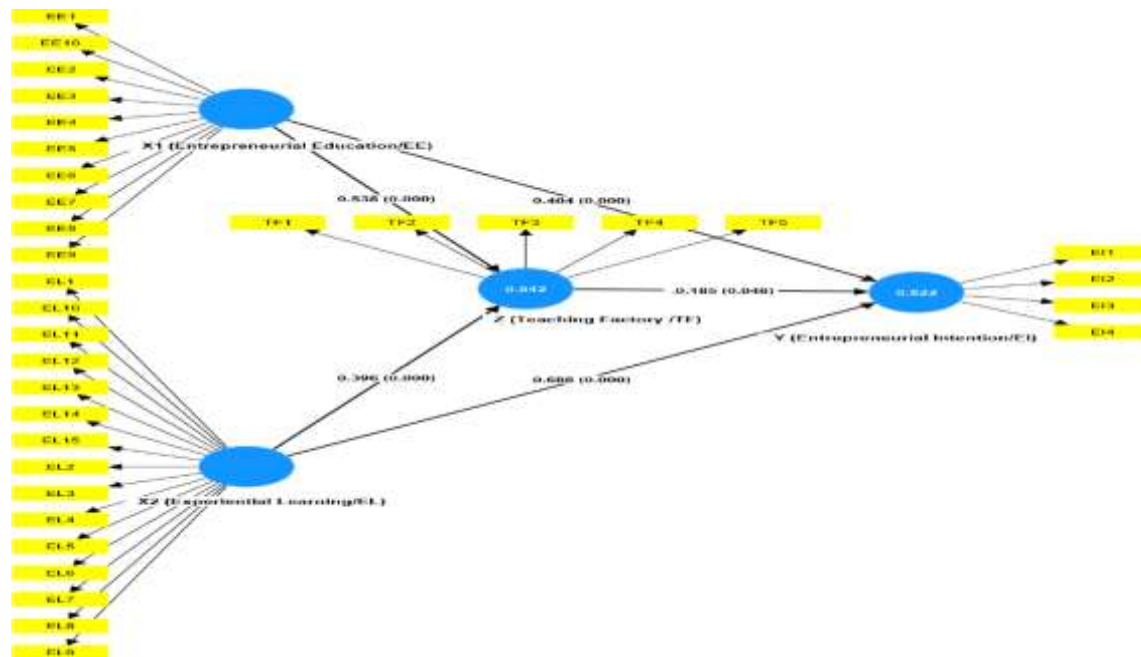


Figure 3 Results of Resampling Bootstrap  
Source: SmartPLS 4.0 (Processed Data by Researcher, 2024)

### Hypothesis Testing

#### Direct Effect Hypothesis Testing

Table 6 Results of Direct Effect Path Coefficients Resampling Bootstrap

	Direct Effect	Original sample (O)	Sample mean (M)	Standard deviation	T statistics	P values	Decision
H1	$X1 \rightarrow X2$	0.735	0.740	0.045	16.371	0.000	Not Rejected
H2	$X1 \rightarrow Z$	0.359	0.362	0.088	4.086	0.000	Not Rejected
H3	$X2 \rightarrow Z$	0.478	0.478	0.087	5.481	0.000	Not Rejected
H4	$Z \rightarrow Y$	0.281	0.280	0.080	3.537	0.000	Not Rejected
H5	$X1 \rightarrow Y$	0.263	0.270	0.077	3.415	0.001	Not Rejected
H6	$X2 \rightarrow Y$	0.354	0.351	0.088	4.013	0.000	Not Rejected

Source: SmartPLS 4.0 (Processed Data by Researcher, 2024)

According to Table 6, the T statistic value of each hypothesis (H1, H2, H3, H4, H5, H6) is greater than 1.96 and the P value is less than 0.05. Therefore, it can be concluded that hypotheses 1, 2, 3, 4, 5 and 6 are correct and useful.

#### Indirect Effect Hypothesis Testing

Table 7 Results of Indirect Effect Path Coefficients Resampling Bootstrap

	Indirect Effect	Original sample (O)	Sample mean (M)	Standard deviation (STDEV)	T statistics ( O/STDEV )	P values	Decision
H7	$(X1) \rightarrow (Z) \rightarrow (Y)$	0.101	0.102	0.038	2.658	0.008	Rejected



H8	(X2) $\rightarrow$ (Z) $\rightarrow$ (Y)	0.135	0.135	0.047	2.836	0.005	Rejected
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Source: SmartPLS 4.0 (Processed Data by Researcher, 2024)

According to Table 7, the T-statistic value of each hypothesis (H7 and H8) is higher than 1.96 and the P value is lower than 0.05, as shown in the table above. Therefore, Hypotheses 7 and 8 were developed, showing that the variable (locus of control) plays a mediating role in the relationship between the variable (market trading and individual performance) and the internal variables (business interests).

### Discussion

This study discusses eight hypotheses put forward using structural equation modeling (SEM-PLS). Interestingly, this study confirmed all eight recommendations. More specifically, the first hypothesis of this study stated that there is a positive and direct correlation of 0.735 between job performance (X1) and personal effectiveness (X2). According to Mozahem & Adlouni, (2021),

Self-efficacy is influenced by different entrepreneurial attitudes; that is, students with an entrepreneurial mindset have been proven to have higher self-efficacy and a higher entrepreneurial mindset when performing work-related tasks. and the control point (Z) has a positive and direct effect. Many previous studies have shown that entrepreneurship can affect people's locus of control, especially if entrepreneurship creates responsibility and independence and shifts the locus of control from outside to inside. Moreover, a supportive environment and appropriate training can help people improve the internal management environment and promote entrepreneurship.

The third hypothesis found a positive and significant direct relationship between self-efficacy and locus of control. These results are consistent with previous research showing that people who believe they can control their own destiny have better self-efficacy because they believe they can achieve their goals. He pointed out that there is a positive and significant direct relationship between the location of management and business interests. This result is consistent with the findings of (Uddin and Bose, 2012), who believe that the management environment affects business performance. People with an internal locus of control often like to be entrepreneurs because they feel in control of the success of their business.

The fifth hypothesis states that there is a direct and significant relationship between entrepreneurship and entrepreneurship. This was also presented by (Ainur Rizqi et al., 2022) who pointed out three dimensions that affect entrepreneurship: (1) creating a desire to be an entrepreneur, (2) business knowledge, and (3) knowledge and insight into the business world. This result is also in line with the view of (Osadolor et al., 2021) who believes that the more entrepreneurs believe that they can carry out successful business activities, the harder they will work to advance their business to a greater goal. Individuals with better self-efficacy will be more motivated to improve motivation to achieve goals. From these results, it can be concluded that the results are significant and there is a direct effect. This analysis shows that the effect of the control variable achieves the relationship between entrepreneurship and entrepreneurship. These findings are consistent with (Ainur Rizqi et al., 2022), which states



that job satisfaction is affected by locus of control. As an entrepreneur, management domain knowledge helps you understand how to respond to challenges and opportunities in the business world.

Finally, the results of this study indicate that the eighth hypothesis is that personal effectiveness (X2) affects job performance (Y) through the management environment (Z). Findings showed that results in the two secondary schools examined in this study (SMKN 1 Sooko and SMKN 1 Jatirejo) were in line with initial expectations. These findings are consistent with work showing that locus of control plays a mediating role between self-efficacy and hobby work (Khabibah et al., 2019). If individuals believe that their economic outcomes are greatly influenced by factors beyond their control, self-efficacy will not lead to economic satisfaction.

## Conclusion

This study aims to investigate the impact of personal performance on the market, the impact of management location on the market, the direct impact of personal performance quality and the regulatory environment, the impact of the regulatory environment on the market, and the impact of the market on the market. Sunday. Impact is the impact of self-efficacy on the business, the impact of the business on the business interest from management, and the impact of the individual on the business interest from management. Therefore, from this research it can be concluded that all the research needs of the researcher are useful and important. sexual production. Although this study shows that education and practice in business, self-employment, management, and entrepreneurship have positive and positive effects on entrepreneurial replication, these efforts must be successful. This means that business education, self-sufficiency and place management must be taught at the Government Vocational High School (SMKN) in Mozokoto; Additionally, as business education, personal effectiveness and location management organizations and methods are implemented, many potential entrepreneurs will graduate. It is also important for Mojokto's university studies to teach students about trends in big data, such as digital marketing, self-efficacy, and place of control. Currently, most consumers are millennials who prefer to shop online or use platforms for business purposes.

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