

## THE EFFECT OF ABILITY, SOCIO DEMOGRAFI AND SELF EFFICACY ON ENTREPRENEURIAL INTENTION OF MENTAWAI ISLAND INDIGENOUS COMMUNITY

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**Abstrak.** Penelitian ini bertujuan menguji pengaruh ability, socio demography, self efficacy terhadap intensi berwirausaha masyarakat asli kepulauan mentawai. Adapun yang melandasi penelitian ini adalah 1) Data BPS, Survey Angkatan Kerja Nasional (SAKERNAS) 2014-2016 menjelaskan bahwa jumlah pengangguran tingkat perguruan tinggi pada tahun 2016 sekitar 944.666 orang, 2) Pernyataan Bupati Kepulauan Mentawai yang menyatakan bahwa perniagaan di Kabupaten Kepulauan Mentawai lebih dikuasai oleh masyarakat pendatang dan tenaga kerja asing, 3) Kabupaten Kepulauan Mentawai yang masuk dalam 122 kabupaten tertinggal tahun 2015-2019, 4) Pengembangan kewirausahaan dipandang sebagai langkah strategis dalam upaya mengatasi permasalahan perekonomian negara. Sampel dalam penelitian ini sebanyak 90 responden yang diperoleh dengan menggunakan accidental sampling method. Penelitian ini menggunakan pengujian hipotesis regresi berganda. Berdasarkan hasil pengujian hipotesis pertama ditemukan bahwa ability berpengaruh signifikan terhadap intensi berwirausaha. Hipotesis kedua ditemukan bahwa socio demografi berpengaruh signifikan terhadap intensi berwirausaha dan hipotesis ketiga ditemukan bahwa self efficacy berpengaruh signifikan terhadap intensi berwirausaha.

**Kata Kunci:** Ability, Socio Demography, Self Efficacy, Entrepreneurial Intension.

**Abstract.** This research aims to test the effects of ability, socio demography, self efficacy on entrepreneurial intention of Mentawai Island indigenous community. This research is based on National Labor Force Survey (SAKERNAS) 2014-2016 which describe the number of unemployment, Statement by Regent of Mentawai Island about enterprises in Mentawai Island Regency were more dominated by migrants and foreign workers, Mentawai Island Regency was including in the 122nd underdeveloped regencies in 2015-2019, and development of entrepreneurs is considered as a strategic step in maintaining national economic problems. The number of samples in this study 90 respondents, obtained by using accidental sampling method. Hypothesis testing using multiple regression. Based on testing results in the first hypothesis, it is found out that ability influences significantly on entrepreneurial intention. The second hypothesis shows that socio demography influences significantly on entrepreneurial intension. And the third hypothesis also shows that self efficacy influences significantly on entrepreneurial intension.

**Keywords:** Ability, Socio Demography, Self Efficacy, Entrepreneurial Intension.

### Background of the Study

Indonesia is a developing country with still high level of poverty and unemployment. Poverty in general can be seen through backwardness, underdeveloped, low productivity, and then it is also followed by an increasing current number of low income (Wulandari & Mudiantono, 2013) meanwhile, unemployment is triggered by high level of labor force compared to available number of work fields and current public orientation is

still directed to formal sector so when the formal sector is decreasing, public has no willingness to try to create their own work in non formal sector or private sector.

Based on data by BPS per February 2019, number of labor force was 136,18 million people; the number was increasing by 2,24 million people compared to February 2018. In line with this, level of labor force participation also increased by

0,12% point. Though in the latest release by BPS, it is known that there is a decreasing number of unemployment by 50 thousand people in Indonesia, however it should be always improved since problems of unemployment and poverty are problems which require appropriate solutions since this will influence on improved Indonesian economy.

Development of entrepreneurship is seen as a strategic step to solve economic problems in a country [McClelland, 1961; Silvia, 2013; Mila, 2013]. (McClelland, 1969) stated that a country can be prosperous if there is minimally 2% of the number of the population becoming entrepreneurs. For Indonesia, 2% of the 250 million population means 5 million entrepreneurs. In fact, it is still hard since the number of Indonesian entrepreneurs is only around 450 thousand entrepreneurs or only 0.18% of the Indonesia population (L Suharti & Sirine, 2011).

The idea of entrepreneurship and economic growth has a very close and positive relationship (Schumpeter, 1911) which an increase in the number of entrepreneurs leads to an increase in a country's economic growth (Bygrave, 2004), creating employment opportunities (León et al., 2007), offering opportunities to individuals to gain financial independence (Basu & Virick, 2007).

Increasing public entrepreneurial intentions is certainly also the goal of each region, including the Mentawai Islands Regency. This is in line with the statement of the Mentawai Islands Regent, Yudas Sabaggalet, during the inauguration of the President Director of the Mentawai Islands Regional Company on October 2, 2017 in Tuapejat, he said that there were low levels of interest and willingness of the Mentawai indigenous people to become entrepreneurs and open jobs, and the economy in Mentawai was generally controlled by immigrant communities and foreigners. Another sign can be seen from high density of cargo ships / pioneer ships carrying primary and secondary needs for the Mentawai community, while the ship returning to Padang can be almost be empty. This is one of the

reasons why Mentawai was included in 122 underdeveloped regencies in 2015-2019.

The entrepreneurial intentions have been studied by several foreign researchers, including (Guerrero et al., 2008). They define entrepreneurial intentions as one mindset with willingness to create a new business or encourage creation of new values outside an existing organization.

There are many factors that are suspected to influence on low intention of the Mentawai community in entrepreneurship, including ability, socio demography, and self efficacy. According to Robbins & Judge (2007), abilities are innate abilities from birth or the result of training used to do a job. Namely, ability is body ability both in the form of intellectual and physical to do an action obtained through training or genity factors. It is not only ability; socio demography also serves as one of the factors that is suspected to influence on entrepreneurial intentions. Walgito (2004) stated surrounding environment has an important role in individual development. Many facts have justified this theory. Someone growing up in a relative merchant environment will have a greater chance of becoming a trader, similarly, individuals growing up in the environment of farmers, fishermen, entrepreneurs, teachers and so on. The last factor that is also suspected to also influence on one entrepreneurial intentions is self efficacy. Self-efficacy is a confidence in the object that is considered true. In opening business, it is necessary for self-confidence that the established business will succeed, this is seen as a motivation for someone to dare to open a business. Self efficacy can influence on one interest in something positive and trusted. Research by Andika & Madjid, (2012), Astuti & Martdianty, (2012) found that self-efficacy had a positive effects on entrepreneurial intentions.

Referring from the issues and research above, the researchers are interested in making a research in Mentawai Island Regency, since the Regency is not only included in category of underdeveloped regency, it also has an indication of special factor

found out in Mentawai indigenous community to have entrepreneurial intention, since the area is having great potentials for crops, culture, seas, waves and others; all of which are seen as the potentials which must be developed by its Mentawai indigenous community, and not explored by immigrants.

## **Literature review and hypothesis development**

### **Theory Of Planned Behavior**

Theory of Reasoned Action (TRA) was developed by Ajzen, (1991) and called as Theory of Planned Behavior (TPB) (Lee & Kotler, 2011). According to Lee & Kotler, (2011) individual targets will likely adopt certain behavior if the individual has positive attitude towards the behavior, get approval from other individuals who are close and related to the behavior and believe that the behavior can be done well.

In TRA, it is explained that one's intention towards behavior is formed by two main factors, namely attitude toward the behavior and subjective norms Flanders et al., (1975), while in TPB there is an addition of one factor, namely perceived behavioral control (Ajzen, 1991). Therefore, TPB is very suitable to be used to explain various behaviors in entrepreneurship. As said by Ajzen (1991) TPB is suitable to explain any behavior which requires such planning as entrepreneurship.

### **Entrepreneurial Intention**

Flanders et al., (1975) defined intention as an individual component that refers to willingness to do certain behaviors. Intention is defined as individual subjective probability dimension in relation between self and behavior. Bandura, (1986) stated that intentions are a determination to do certain activities or produce certain conditions in the future. Related to entrepreneurship, (Drucker, 1996) stated that entrepreneurship is spirit, attitude, behavior, ability of a person to handle a business that leads to efforts, seek, create, implement, ways of working, technology,

and new products by increasing efficiency in order to provide services better and get more profit.

While several researchers describe about complete definition of entrepreneurial intentions, among of them explain that entrepreneurial intentions are the ability to be courageous in meeting life needs and to solve life problems, promote business or create new businesses with existing strengths (Yanto, 1996). De Pillis & Reardon, (2007) and Wilson et al., (2007) defined entrepreneurial intentions as willingness or intention to start a new business, which is decided intentionally and consciously, requiring considerable planning and level of willingness. So, it can be concluded that entrepreneurial intentions are willingness, attractiveness and supports to do entrepreneurship and do all things courageously, as well as an ability to create and start a new business with trust and by looking at any existing opportunities without feeling of fear for risk taking in trying to achieve success.

Flanders et al., (1975) expressed that there are three important elements of forming intention, namely:

1. Behavior, to measure behavior toward intentions, Fishbein and Ajzen stated that it can be done by measuring the behavior itself, because there is the closest relationship between intention and behavior.
2. Situation in which behavior is presented, one may have intention to present a behavior at specific situation or location, a series of location or any location.
3. Time when behavior is presented, Intention can also appear at certain times, special time periods, or time periods without time limit.

Each of these elements varies in the level of dimension specificity.

### **Ability**

Ability is an important element in the process of achievement in all fields of achievement. Robbins & Judge, (2007) described that abilities are innate abilities from birth or the result of training used to do a job. Namely ability is the

body ability both in the form of intellectual or physical to do an action obtained through training or genity. The abilities include physical ability and intellectual ability. Physical ability is related to stamina and bodily characteristics, whereas intellectual ability is related to mental activity.

Thus, an entrepreneur can possess absolute ability which is manifested in the form of behavior. In a research, Pribadiyanto & Amboningtyas, (2017) found that ability factor had positive and significant effects on entrepreneurial interest. Therefore, the first hypothesis is as follows:

**H1:** There are positive effects of ability on entrepreneurial intention in Mentawai Island indigenous community

### **Socio Demografy**

Convergence Theory (Walgitto, 2004) stated that environment has a very important role in the development of individuals. Many facts justify this theory. Someone growing up in a merchant environment will have a relatively greater chance to become a trader, it is also the same with individual growing up in the environment of farmers, fishermen, entrepreneurs, teachers, and others.

Social environment is an environment where there is interaction between one individual with others. This social environment is primary and some secondary. There will be primary environment when one individual has a close relationship and knows each other well, for example family. Such an environment will have a profound influence on individual development. While the secondary social environment is an environment where the individuals in the environment do not have a close relationship, so there is relatively not great effect of the environment on the development of an individu (Lieli Suharti & Sirine, 2012)

Fereidouni et al., (2010) showed that external environment influences on the motivation of the Iranian people to start a business. To make people motivated to start a business, it is necessary for

government policy in the forms of laws and regulations which are good for business, reducing taxes for small businesses, providing business opportunities for small businesses, providing loans, and facilitating licensing for new businesses.

Nishanta in L Suharti & Sirine, (2011) expressed that gender, background, parents' occupation, and entrepreneurial experience as environmental factors can influence on entrepreneurial intentions. Mean while Ayuningtyas and Ekawati (2015) found that family environment, campus environment, personality, and motivation both partially and simultaneously influence on entrepreneurial interest. Thus, the next hypothesis is:

**H2:** There are effects of socio demography on entrepreneurial intention in Mentawai Island indigenous community

### **Self Efficacy**

Feist & Feist (2010), defined self efficacy as self-confidence to find out abilities to do a form of control over one benefits and the events in the surrounding environment. Self efficacy greatly influences on mindset and emotional reactions leading to one decision in entrepreneurship. In the research by Widodo & Rusmawati, (2004) and Mahshunah, (2010), it is found self-confidence with a correlation to entrepreneurship.

**H3:** There are positive effects of self efficacy on entrepreneurial intention in Mentawai Island indigenous community

### **Data and Methodology**

Sources of data in this study are from respondents' responses as research subjects (primary data). Data collection technique uses direct survey and the instruments used are questionnaires adopted from similar studies that have been done previously. The population used is all indigenous Mentawai people who live in Tuapejat, Mentawai Islands Regency. Respondents in the study are selected using accidental sampling technique.

In this research, the primary data is obtained through direct interview in the field by using structured research questionnaires which are divided into 4 parts, namely ability, socio demography, self efficacy, and entrepreneurial intention factors. Indicators of entrepreneurial intentions use a questionnaire developed by Romantika in (Setiawati, 2013). The ability indicator uses a questionnaire developed by Polah in (Kristanto & Heru, 2009). Socio-demographic indicators use questionnaires developed by Nishanta in L Suharti & Sirine, (2011)) are as follows: 1). Gender; 2). Background; 3). Parents' job; 4). Entrepreneurial Experience. And, the self efficacy indicator uses a questionnaire developed by Bandura (1997).

All research variables are measured using a 5-point Likert scale, namely: Score 5 (SS = Strongly Agree), 4 (S = Agree), 3 (TT = Don't Know), 2 (TS = Disagree), 1 (STS = Very Disagree).

The hypotheses derived from this research uses multiple regression statistic test. With the following research model:

$$Y = a + b_1x_1 + b_2x_2 + b_3x_3 + e \quad (1)$$

Notes:

Y : Entrepreneurial Intention

a : Constanta

b : Regression Coefficient

x1 : Ability

x2 : Sosio Demography

x3 : Self Efficacy

e : Error

Decision making can be done by referring at the probability value of each hypothesis. If the probability  $< \alpha$  0.05 then  $H_0$  is rejected or  $H_a$  is accepted, and the contrary.

Before testing the hypothesis, data and model must be valid and reliable, also free from assumptions. In addition, the data must be free from normality, multicollinearity and heteroskedasticity problem. The normality test applies the Kolmogorov-Smirnov test. If the significant of Kolmogorov-Smirnov z is greater

than 0.05, the data can be considered normal and vice versa (Ghozali, 2016). Hypotheses are rejecting based on the significant value of individual variables. However, test of model fit has to be run in order to have a good result first.

### **Data Analysis and Results**

The research respondents are the Mentawai indigenous community located in Tua Pejat, Mentawai Regency. There are 100 questionnaires distributed to the respondents and all of which can be accepted again, but in this research, it can only use the data taken from 90 questionnaires. Since there are 10 questionnaires which cannot be processed and damaged. The damaged and not processed questionnaires are incomplete questionnaires by respondents both from the identity or statement items for each independent and dependent variables.

The respondent's identity consists of age, gender, parents' occupation, entrepreneurial experience and educational background.

1. Distribution of respondents by age, it can be seen that respondents' age are 25 years by 57 respondents (63.3%), 25 years old to 50 years old by 31 respondents (34.3%) and over 50 years old by 2 respondents (2.2%). Respondents in this study are dominated by people under the age of 25 years old.
2. Distribution of respondents by gender shows that female gender is more dominant than male gender, namely 50 respondents (55.6%) for female respondents and 40 respondents (44.4%) for male respondents.
3. Occupation of the respondents' parents is grouped into parents who are entrepreneurs and parents who have occupations other than entrepreneurship (non-entrepreneur). Based on distribution of respondents by parents' occupation, it can be seen that the occupation of the respondents' parents is dominated by non-entrepreneurs, namely by 56 respondents (62.2%), while the respondents' parents as entrepreneurs are 34 respondents (37.8%).

4. Respondents having no entrepreneurial experience in this study are dominated than respondents with entrepreneurial experience. This can be seen from the distribution of respondents by entrepreneurial experience, namely there are 48 respondents (53.3%) Mentawai indigenous having no entrepreneurial experience and 42 respondents (46.7%) with entrepreneurial experience.
5. This study has 42 respondents (46.7%) respondents with natural science education background while 48 respondents with non-natural science education background or 53.3 percent. Respondents having non-natural science education background are more

dominant than respondents with natural science education background.

Next session discuss about validity and reliability test result. The validity testing is conducted to determine whether the statement items are able to measure what will be measured. With Pearson Correlation test, a statement item is said to be valid when the correlation value is more than 0.3, so it can be followed by data processing. Reliability testing is done to assess the reliability of each statement item that supports the research variables (Ghozali, 2016). Variables are declared to be reliable if the Cronbach Alpha value is more than 0.6. Results of the validity and reliability testing can be seen in the following table:

**Table 1. Result of validity and reliabilty testing**

Variables	Pearson Correlation	Cronbach Alpha	Conclusions
Ability	0.301 – 0.723	0.795	Valid and Reliable
Socio Demography	0.348 – 0.669	0.591	Valid and Reliable
Self Efficacy	0.423 – 0.798	0.789	Valid and Reliable
Entrepreneurial Intention	0.646 – 0.745	0.840	Valid and Reliable

*Sumber: Processed data (2019)*

Results of validity testing for each statement items of variables are valid. This can be seen from Pearson Correlation value more than 0,3. And, based on the reliability testing of each variable, it can be concluded that the variables of ability, socio demographic, self efficacy and entrepreneurial intentions have a high level of reliability, as evidenced by the Cronbach Alpha

value which is more than 0.5, so that the data processing for the following stage can be done.

To provide an overview of the research variables, descriptive statistical tables are used that show minimum, maximum, average and standard deviation numbers. For more details, see the following table.

**Table 2. Descriptive Statistics**

Variables	N	Min	Max	Avarage	Deviation Standard
Ability	90	35	65	49,79	6,47
Socio Demography	90	19	40	28,22	4,17
Self Efficacy	90	25	45	34,98	4,82
Entrepreneurial Intention	90	32	65	49,12	7,04

*Sumber: Processed data (2019)*

From Table 2 above, it can be seen that the ability variable has an average value of 49.79 with a standard deviation of 6.47. This variable has a minimum value of 35 and a maximum value of 45. Socio demographic variable has an average value of 28.22 with a standard deviation of 4.17, a minimum value of 19 and a maximum value of 40. The self efficacy variable has an average value of 34.98 with a standard deviation of 4.82, minimum value of 25 and maximum value of 45 while entrepreneurial intention variable has an average value of 49.12 with a standard deviation of 7.04, a minimum value of 32 and a maximum value of 65.

Normality testing is carried out using one sample of Kolmogorof-Smirnov. The research

variable is said to be normal if the asym.sig (2-tailed) value is above 0.05. Based on the results of normality testing that has been done, the unstandardized residual asym.sig (2-tailed) value is 0.947. This means that overall variables in this study are normally distributed, as evidenced by the asym.sig (2-tailed) unstandardized residual value of  $0.947 > 0.05$ , so that the hypotheses testing for the following stage can be done.

To prove the effects of ability, socio demographic and self-efficacy variables on the entrepreneurial intention of the indigenous people in Mentawai islands, hypothesis testing is carried out using Multiple Regression analysis. The following table present the results of the hypotheses testing for research variables:

**Table 3. Result of hypotheses testing**

Variables	Koefisien	t-sig	Alpha	Information
<b>Constanta</b>	-3,527	0,245		
Ability	0.432	0,000	0,05	Significant
Socio Demography	0.415	0,000	0,05	Significant
Self Efficacy	0,555	0,000	0,05	Significant
<b>R<sup>2</sup></b>	0.783			
<b>F sig</b>	0.000			

Sumber: Processed data (2019)

Based on the hypothesis testing table above, it can be seen that the determination (R<sup>2</sup>) coefficient is 0.783. This means that the variables of ability, socio demographic and self efficacy in influencing the entrepreneurship intentions of the indigenous community in Mentawai Island is by 78.3%, while the remaining of 21.7% is influenced by other variables beyond this study. Testing of the H1 which states that there is an positive effect of ability on entrepreneurial intentions in the Mentawai island indigenous community shows the results of statistical testing with a regression coefficient of 0.432 and significant at alpha 0.05 which the t-sig value of 0,000 is smaller than the alpha value of 0.05 ( $0,000 < 0.05$ ). The results of this study are in line with research conducted by

Pribadiyanto & Amboningtyas, (2017) stating that the ability factor to have positive and significant effects on entrepreneurial interest.

Testing of the H2 which states that there is an effect of socio demographic on entrepreneurial intentions in the Mentawai Island indigenous community shows the results of statistical testing with a regression coefficient of 0.415 and significant at alpha 0.05 which the t-sig 0.000 value is smaller than the significance value of alpha 0.05 ( $0.000 < 0.05$ ). The results of this study support research conducted by Ayuningtyas and Ekawati (2015) and (Fereidouni et al., 2010).

Testing of the H3 which states that there is a positive effect of self-efficacy variable on entrepreneurial intentions on the Mentawai island

indigenous community shows the results of statistical testing with a regression coefficient of 0.555 and significant at alpha 0.05. The t-sig value of 0,000 is smaller than the alpha value of 0.05 ( $0,000 < 0.05$ ). The results of the study support the research conducted by Widodo & Rusmawati, (2004) and Mahshunah, (2010) stating that self-efficacy to have a correlation to entrepreneurship.

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