Self-Regulation Toward Entrepreneurship Intention: Mediated by Self-Efficacy in the Digital Age

Erik Hendro Putra Tewal
University of Muhammadiyah Malang
erikputratewal@gmail.com

Zumrotul Sholihah
University of Muhammadiyah Malang
zumrotul.sh@gmail.com

Abstract: This study aims to determine the effect of self-regulation on entrepreneurial intentions mediated by self-efficacy on students. The subjects of this study were 180 students of the Muhammadiyah University of Malang. The characteristics of research subjects are students who have attended entrepreneurship courses or workshops. Data collection uses a Likert scale to measure the variables. The data analysis method used is Mediated Multiple Regression using SPSS ver. 22 for windows. Based on the analysis results obtained β = 0.804**, then the hypothesis is accepted. A student who has high self-regulation will increase entrepreneurial intentions. The magnitude of the effect of self-regulation on entrepreneurial intentions is mediated by self-efficacy, which is 28.9% (R² = 0.289).

Keywords: self-regulation, entrepreneurship intentions, self-efficacy

Introduction

In the current digital era, competition inevitably happens in finding the desired job among job seekers. A relatively new regulation was issued by the president of the Republic of Indonesia during the global competition (Asean Economic Community) which would juxtapose the competition of Indonesian Universities in free competition. This phenomenon is one of the factors that make a lot happen in Indonesia. Ironically, underdeveloped numbers were created by educated groups.

University students are expected to become educated entrepreneurs and be able to manage the businesses they set up. The more developed a country, the more educated the people, and the more important the entrepreneurial world is. Entrepreneurship is one of the supporters that determines the return because the field of entrepreneurship has the freedom to be creative and independent. All who can help with their desires and wishes as a goal to prepare capable entrepreneurs and create their jobs and do not need to increase if they fail to run the business they set up. Solutions that can be taken to come out of the above discussion demands, souls, thoughts, creativity, and innovative actions through discussion of young entrepreneurs in adequate numbers and quality (Walipah & Naim, 2016).

Entrepreneurs who have strong self-regulation characteristics are more aware of morals for personal protection in managing their businesses. Other studies on the effect of self-regulation on entrepreneurial ventures have not shown significant results. Personality and social support for entrepreneurial intentions based on gender differences in Italian countries show one of the variables of his research personality using self-regulation of entrepreneurial intentions. The results of this study say that self-regulation has the lowest significance value of other belief variables. The self-regulation characteristics are considered low to contribute to entrepreneurial intentions. In contrast to previous research, entrepreneurial success is not only seen through environmental factors but also from individual personalities (Pujiastruti, 2013). In addition, it is necessary to research related to the self-regulation of entrepreneurial intentions on research choices to determine other factors as an amplifier to be able to mediate this second variable.

Furthermore, in addition to self-regulation, there is another important internal factor that can support entrepreneurship, namely one's intention. The term intention is known as self-efficacy. According to Bandura (1997: 3) self-efficacy is an individual's belief in the abilities needed and the requirements of the tasks required. Self-efficacy is a variable that intervenes and has an interest in entrepreneurial interest. The higher self-efficacy a person has, the higher one's interest in carrying out an activity (Anggraeni, Dwiatmadja, & Yuniawan, 2017; Ika Prima Melyana, Rusdarti, 2015; Kurniawan, Khafid, & Pujjati, 2016). Self-efficacy has an interest and a role in entrepreneurial interest (Yuhendri, 2013). Besides, in the research conducted by Oyeku et al. (2014), they concluded that self-efficacy is a good predictor of entrepreneurial interest and a strong predictor of results. Self-efficacy was found to be directly related to women's gender in the intensity of entrepreneurial intentions (Khurshid & Khan, 2017).

Many students have a fairly low intention because they are hesitant and afraid of failing and not ready to face the challenges. Doubt and fear of failure impact individuals’ confidence to become entrepreneurs, especially to succeed in doing tasks.

Based on the description above, an important thing to consider is the human resources, especially students, because the students themselves are opponents of entrepreneurship so that they are the spearhead of entrepreneurial development activities. Thus, it is important to foster entrepreneurial intentions among students. This study aims to study whether self-
regulation can influence entrepreneurial intentions by mediating self-efficacy towards students.

**Method**

This research was conducted by refuting the theory to set boundaries to avoid bias in research so that it can be generalized by reconnecting the results of research. Quantitative methods are the research data used which are then analyzed using statistics (Sugiyono, 2016). The subjects of this study were 180 students at the University of Muhammadiyah Malang. The characteristics of the research subjects are students who have attended entrepreneurship courses or workshops. The data collection uses a questionnaire to collect data by giving a list of questions to respondents (Sugiyono, 2016). The scale measurement of the research variables is in a form of a Likert scale. The data analysis in this study is conducted using mediated multiple regression with the help of SPSS ver. 22 for windows. This analysis technique is used to measure the influence of the independent variable (x) self-regulation to the dependent variable (y) entrepreneurial intentions mediated by self-efficacy (m).

**Results**

The results of the statistical analysis showed the mean and standard deviation of the variable entrepreneurial intention has an average value of (M = 3.78, SD = 0.70), then the variable of self-regulation has an average value of (M = 2.75, SD = 0.34), and the self-efficacy variables have an average value of (M = 3.78, SD = 0.71).

The results of the test value, in fact, have intercorrelation between variables, starting from the correlation between self-efficacy and intention entrepreneurship with the value of (r = 0.646**), correlation between self-regulation and entrepreneurship intentions with the value of (r = 0.629**), and the correlation between self-regulation and self-efficacy with the value of (r = 0.554**).

The results of statistical calculations obtained the results of intercorrelation test values between variables, beginning with the assessment between self-efficacy and entrepreneurial intentions with a value of (r = 0.646**), self-regulation and entrepreneurship intention with a value of (r = 0.629**), and self-regulation and self-efficacy with a value of (r = 0.554**).

**Discussion**

The results of the research regulations show that there is a significant effect of self-regulation and self-efficacy on entrepreneurial intentions in students. Based on these findings it can be interpreted that the higher the self-regulation is, the higher the self-efficacy will be. In line with a research from Kusumawati (2013) who states a positive relationship between self-efficacy and self-regulation. In addition, Kirana (2018) claimed that there was a positive and significant relationship between entrepreneurship education and self-regulation towards the entrepreneurial interest of students in the 2014-2016 Economic Education Study Program.

This study shows that self-efficacy has a significant effect on entrepreneurial intentions. It is in line with the research from Puspitaningsi (2016) looking to analyze the effect of self-efficacy and entrepreneurial knowledge on entrepreneurial interest through motivation. The results showed self-efficacy in the interests of entrepreneurship. Another finding in this study is that self-efficacy mediates self-regulation of entrepreneurial intentions. Self-efficacy provides the highest contribution to entrepreneurial intentions for mediating other variables (Astri & Latifah, 2017).

**Conclusion**

Based on this study, it can be concluded that the hypothesis proposed by the researcher is accepted. The higher a person’s self-regulation is, the more he increases entrepreneurial intentions. Besides, it was found that self-efficacy is as mediation to obtain influence between the second variables. The findings in this study look more specifically at the significance of self-regulation and self-efficacy towards entrepreneurial intentions. This discovery is expected to add evidence and support for research based on the construction of industrial science and organizations.

**References**

Anggraeni, A. I., Dwiatmadja, C., & Yuniawan, A. (2017). The role of psychological contract on employee commitment and organizational citizenship behavior: A study of Indonesian young entrepreneurs in management action. SA Journal of Industrial Psychology, 43(0), 9 pages. https://doi.org/10.4102/sajip.v43.0.1409

Astri & Latifah (2017). Effect of Personal Attributes, Adversity Quotient With Self Efficacy Mediation Against Entrepreneurial Interest. EEAJ 6 (3) (2017). Universitas Negeri Semarang, Indonesia

Bandura, Albert. 1977. Self Efficacy: Toward A Unifying Theory Of Behavioral

Gaddam, Soumya., 2008. Identifying the Relationship Between Behavioral Motives and Entrepreneurial Intentions: An Empirical Study Based Participations of Business Management Students. The Asian Journal of Management Research. 7, 35-5
Ika Prima Melyana, Rusdarti, A. P. (2015). The Effect of Entrepreneurial Attitudes and Knowledge On Entrepreneurial Readiness Through Self efficacy. *The Journal of Economic Education, 4*(1), 8–13.

Katz, J., Dan W. Gartner, 1988. Properties Of Emerging Organizations. *Journal Of Academy Of Management Review, Vol. 13* (3) Pp. 429-441.

Khurshid, I., & Khan, M. I. (2017). Impact of Self-efficacy on Women Entrepreneurial Intention: Mediating Role of Perceived Behavior Control and Moderating Role of Openness to Experience. *Journal of Managerial Sciences, XI*, 03.

Kurniawan, A., Khaﬁd, M., & Pujjati, A. (2016). Inﬂuence of Family Environment, Motivation, and Personality on Entrepreneurial Interest through Self Efficacy. *Journal of Economic Education, 5*(1), 100–109.

McGee, J. E., Peterson, M., Mueller, S. L., & Sequeira, J. M. 2009. Entrepreneurial self-efficacy: reﬁning the measure. *Entrepreneurship Theory and Practice, 33*(4), 965-988

Molino, M., Dolce, V., Cortese, C. G., & Ghislieri, C. (2018). Personality and social support as determinants of entrepreneurial intention. Gender differences in Italy. *PLoS ONE, 13*(6), 1–19. https://doi.org/10.1371/journal.pone.0199924

Oyeku, O. M., Oduyoye, O. O., Kabouh, M., Elemo, G. N., Karimu, F. A., & Akindoju, A. F. (2014). On entrepreneurial self-efficacy and entrepreneurial success: A conceptual and theoretical framework. *European Journal of Business and ManagementOnline, 6*(26), 95–102.

Pujiastuti, E. E. (2013). Effect of Personality and Environment on the Entrepreneurial Intentions in Early Adulthood. *Journal of Innovation and Entrepreneurship, 2*(1), 1–8. https://doi.org/10.1016/j.jcatcom.2013.09.006

Pujiastuti, E. E. (2013). Effect of Entrepreneurship Education and Family Environment on Entrepreneurial Interest with Self efficacy as Intervening Variables in STKIP PGRI Trenggalek Students. *Dewantara, 2*(1).

Ramayah, T., & Harun, Z. 2005. Entrepreneurial Intention Among the Student of Universiti Sains Malaysia (USM). *International Journal of Management and Entrepreneurship, 1*, 8-20

Segal, G., & Borgia, D., Schoenfeld, J. 2005. The Motivation To Become An Entrepreneur. *International Journal Ofentrepreneurial Behavior & Research, 11*, 42-5

Shook, C. L., & Bratianu, C. (2008). Entrepreneurial intent in a transitional economy: An application of the theory of planned behavior to Romanian students. *International Entrepreneurship and Management Journal, 6*(3), 231–247. https://doi.org/10.1007/s11365-008-0091-2

Sugiyo. 2012. Qualitative Quantitative Research Methods and R&D. Bandung: Alfabeta.

Taylor, Shelley E., Peplau, Letitia Anne., Sears, David O. 2009. Twelfth Edition Social Psychology. Jakarta: Kencana Prenada Group

Walipah, W., & Naim, N. (2016). Factors That Influence Student Entrepreneurial Intentions. *Jurnal Ekonomi Modernisasi, 12*(3), 138. https://doi.org/10.21067/jem.v12i3.1461

Wijaya, T. (2007). Relationship between Adversity Intelligence and Entrepreneurial Intentions (Empirical Study of Students of SMN 7 Yogyakarta). *Journal of Management and Entrepreneurship, 9*(2), 117–127. https://doi.org/10.9744/jmk.9.2.pp.117-127

Yuhendri, L. V. (2013). Effect of Needs on Achievement, Control Locations, and Self efficacy for Student Entrepreneurial Interest in the Faculty of Economics, State University of Padang. *Need for Achievement, Locus of Control, 1–8.*

Pusat Pustaka, 2012. *The Effect of Entrepreneurship Education and Family Environment on Entrepreneurial Interest with Self efficacy as Intervening Variables in STKIP PGRI Trenggalek Students.* Dewantara, 2(1).