

The Effect Of Self Efficacy And Locus Of Control On Student Enterprise Interest

Rafiqah Syaugia¹, Onan Marakali Siregar²

^{1,2} Business Administration Science, Faculty of Social and Political Sciences, University of North Sumatra

ARTICLE INFO

Keywords:
Self Efficacy,
Locus Of Control,
Interest in Entrepreneurship

ABSTRACT

Slowing economic growth resulted in an increase in the number of unemployed. One of the solutions to overcome this problem is to create new jobs by entrepreneurship. Education should be able to take a role in increasing the number of entrepreneurs in Indonesia. However, the low interest of students in entrepreneurship tends to make students become educated unemployed after graduating from college. To create graduates who have knowledge, interest, and an entrepreneurial spirit is an important responsibility for universities. This study aims to analyze how the influence of Self Efficacy and locus of control on the interest in entrepreneurship in students of the University of North Sumatra. This study uses a quantitative method involving 100 respondents as a research sample. Sampling was done through purposive sampling technique. Data collection used a questionnaire which was distributed to respondents through the Google form. The data analysis method used is validity test, reliability test, classic assumption test, multiple linear regression analysis, and hypothesis testing. The results of this study indicate that the variable Self Efficacy and locus of control significantly and simultaneously affect the interest in entrepreneurship. The influence exerted by the variable Self Efficacy and locus of control contributes 17.4% to the variable interest in entrepreneurship. The data analysis method used is validity test, reliability test, classic assumption test, multiple linear regression analysis, and hypothesis testing. The results of this study indicate that the variable Self Efficacy and locus of control significantly and simultaneously affect the interest in entrepreneurship. The influence exerted by the variable Self Efficacy and locus of control contributes 17.4% to the variable interest in entrepreneurship. The data analysis method used is validity test, reliability test, classic assumption test, multiple linear regression analysis, and hypothesis testing. The results of this study indicate that the variable Self Efficacy and locus of control significantly and simultaneously affect the interest in entrepreneurship. The influence exerted by the variable Self Efficacy and locus of control contributes 17.4% to the variable interest in entrepreneurship.

Email :
Rafiqahsyaugia1@gmail.com¹,
onan@usu.ac.id²

Copyright © 2023 Jurnal Ju- SoSAK. All rights reserved is Licensed under a
[Creative Commons Attribution- NonCommercial 4.0 International License \(CC BY-NC 4.0\)](https://creativecommons.org/licenses/by-nc/4.0/)

INTRODUCTION

The slowing economy has certainly had an impact on employment in Indonesia, which has resulted in an increase in the number of unemployed. Apart from that, there were also other impacts due to the decline in the Indonesian economy, such as several entrepreneurs not having cash flow during Covid-19 which impacted several companies that carried out layoffs (termination of employment).

The increasing problem of unemployment is closely related to the availability of very limited

The Effect Of Self Efficacy And Locus Of Control On Student Enterprise Interest. Rafiqah Syaugia, et.al

jobs and is not proportional to the number of graduates from educational institutions, both elementary, secondary and tertiary education. One solution to the current problem that is considered appropriate to overcome the problem of unemployment is to produce graduates who have the potential to create new jobs, namely by way of entrepreneurship. Entrepreneurship is felt to be needed due to the fewer jobs available.

Education should be able to take a role in increasing the number of entrepreneurs in Indonesia. Higher education is the cornerstone of hope for improving the quality of human resources both academically and mentally ready. Increasing interest in entrepreneurship can indirectly reduce unemployment, because entrepreneurs not only provide jobs for themselves but can also provide jobs for people out there. For this reason, the role of tertiary institutions is needed to create entrepreneurial insight and interest in entrepreneurship among students.

Likewise USU, as one of the largest universities in Indonesia, USU has a role to create entrepreneurial insights and entrepreneurial interest in the academic community. USU has great potential to produce graduates who have the knowledge, interest and entrepreneurial spirit after graduating from college. To create graduates who have the knowledge, interest and entrepreneurial spirit is an important responsibility for tertiary institutions as well as a great opportunity to reduce unemployment in Indonesia. USU has also formed a Student Entrepreneurial Development Unit called the Student Entrepreneurship Center (SEC) in 2009.

However, in fact the interest in entrepreneurship for USU students is still low and has not reached the minimum target expected by the Ministry of Education and Culture. Based on data from USU graduates in 2021 with a total of 6,935 graduates, only 319 students or around 4.6% earn income from entrepreneurship. This number is still far from the expectations of the Ministry of Education and Culture which targets a minimum of 10% of university graduates each year to become entrepreneurs. The low interest of students in entrepreneurship from an early age tends to make students become educated unemployed after graduating from college.

The results of a pre-survey of USU students' interest in entrepreneurship which was conducted among 30 USU students showed that most of the students were not interested in entrepreneurship because the risks to entrepreneurship were quite heavy and there was no certainty of the results to be obtained. These students also feel that they do not have the ability to compete on their own, besides that most of these students feel doubtful that entrepreneurship is the right choice for success, they have the choice to become workers. In addition, many students are not interested in entrepreneurship because they have parents who are non-entrepreneurs. Another factor that can also affect students' interest in becoming entrepreneurs is the belief that entrepreneurship is influenced by various factors such as fate and luck.

This study aims to determine self-efficacy and LoC on USU students' interest in entrepreneurship.

METHODS

According to the Big Indonesian Dictionary (KBBI) (Firmansyah & Roosmawarni, 2019: 2) the definition of entrepreneur is the same as entrepreneurship, that is, a person who is smart or talented recognizes new products, determines new production methods, arranges operations for procuring new products, markets them, and regulates capital the operation. Interest in entrepreneurship is a feeling of pleasure, interest, and desire in the world of entrepreneurship which requires courage and creativity to make a profit (Anggal et al, 2021: 24).

Self-efficacy is a person's belief or belief in the ability that is in him to organize and plan, complete a task, achieve the target results set, and produce something and perform an action as a form of expertise or skills he has (Soetjipto, 2016: 15). The concept of locus of control (LoC) from Rotter (Putra, 2018) explains that a person has a belief about the causes of success and failure that he experiences due to internal factors or external factors. Factors within themselves or known as internal LoC are people who think that they have control over what they will achieve. This characteristic is in line with the characteristics of entrepreneurs who are quicker to accept assimilation (innovation).

This research is a quantitative method with an associative approach. This research was conducted at USU which is located at Jalan Dr. T. Mansur No. 9, Padang Bulan, kec. New Field. The distribution of this research questionnaire was through a Google form which was distributed to USU students. This research was conducted from 23 May 2022 to 11 June 2022.

The population in this study were all active USU students with a total population of 21,780 people. This study uses probability sampling technique in sampling. The number of samples in this study amounted to 100 people who were calculated using the Slovin formula. This study uses primary data and secondary data. The primary data in this study were obtained from distributing online questionnaires via the Google form to USU students. While secondary data obtained from literature studies related to the variables to be studied.

In this study, the dependent variable is entrepreneurial interest, while the independent variable is self-efficacy and LoC. The picture illustrates that the effect of self-efficacy (X1) on interest in entrepreneurship (Y). Furthermore, the influence of LoC (X2) on the interest in entrepreneurship (Y). In addition, H3 shows the simultaneous effect of Self Efficacy (X1) and LoC (X2) on interest in entrepreneurship (Y) in USU students.

To test the research hypothesis using the following linear regression equation:

$$Y = \alpha + \beta_1 X_1 + \beta_2 X_2$$

Information:

- Y : Interest in entrepreneurship
- α : Constant
- β_1 : Self-efficacy
- β_2 : Locus of control (LoC)
- X12 : Is an independent variable

The hypothesis in this study is as follows:

1. Ha1: There is an influence of Self Efficacy on interest in entrepreneurship among USU students.
2. H01: There is no effect of Self Efficacy on interest in entrepreneurship in USU students.
3. Ha2: There is an influence of LoC on interest in entrepreneurship among USU students.
4. H02: There is no LoC effect on interest in entrepreneurship among USU students.
5. Ha3: There is an influence of Self Efficacy and LoC on interest in entrepreneurship among USU students.
6. H03: There is no effect of Self Efficacy and LoC on interest in entrepreneurship in USU students.

RESULTS AND DISCUSSION

Validity and Reliability Test

Before conducting the research, the instrument was first tested for its validity and reliability. This validity test uses a statistical software program. The validity test can be declared valid if the items show a significant value lower than 0.05 or 5%. Thus, if $r_{count} > r_{table}$, the instrument is declared valid and vice versa. Based on the r_{table} for $df (n-2) = 98 (100-2)$ of 0.196.

While the reliability test is needed to measure the consistency of the measurement results from the questionnaire on repeated use. If the results of Cronbach's Alpha are greater than the 60% or 0.6 significance level, then the variable is said to be reliable. However, if the results of Cronbach's Alpha are less than a significant level of 60% or 0.6 then the variable is considered unreliable. The following table shows the results of the validity and reliability tests of the variables that have been tested:

Table 1. Validity Test

No.	Statement	r_{count}	r_{table}	Ket
1.	Self Efficacy1	0.596		valid
3.	Self Efficacy2	0.732		valid
4.	Self Efficacy3	0.772		valid
5.	Self Efficacy4	0.761		valid
6.	Self Efficacy5	0.723		valid
7.	Self Efficacy6	0.723	0.196	valid
8.	LoC 1	0.655		valid
9.	LoC 2	0.679		valid
10.	LoC 3	0.646		valid
11.	LoC 4	0.654		valid
12.	LOC 5	0.631		valid
13.	Interest in Entrepreneurship 1	0.847		valid
14.	Interest in Entrepreneurship 2	0.749		valid
15.	Interest in Entrepreneurship 3	0.606		valid
16.	Interest in Entrepreneurship 4	0.766		valid
17.	Interest in Entrepreneurship 5	0.795		valid

Table 2. Reliability Test

No.	Variable	Cronbach Alpha	Alpha	Ket
1.	Self Efficacy	0.771		reliable
2.	LoC	0.633		reliable
3.	Entrepreneurial Interest	0.812	0.6	reliable

Hypothesis testing

The results of this study were obtained from statistical data processing using statistical

software programs. Hypothesis testing is done to prove the hypothesis that has been proposed in this study can be accepted or rejected. Testing the hypothesis in this study was carried out by testing the partial test (T test), simultaneous test (F test), and the coefficient of determination.

Table 3. Partial Significance Test (T-Test)

Model	Standardized Coefficients	t	Sig.
Betas			
1 (Constant)		1.435	,155
Self Efficacy	,240	2,535	,013
LoC	,309	3,267	,002

Based on the results of the T test in Table 3:

Self-efficacy(X1) to the interest in entrepreneurship (Y) obtained a tcount value of 2.535 where the tcount value is greater than the ttable value of 1.984 (2.535 > 1.984) with a significance value smaller than 0.05 (0.013 <0.05) and a regression coefficient positive value of 0.274. This shows that the variable self-efficacy (X1) has a significant effect on interest in entrepreneurship (Y). So it can be concluded that Ha1 is accepted.

The LoC variable (X2) obtained the tcount value, it can be concluded that it is 3.267 where the tcount value is greater than the ttable value, namely 1.984 (3.267 > 1.984) with a significance value that is smaller than 0.05 (0.002 <0.05) and the regression coefficient positive value of 0.399. This shows that the LoC variable (X2) has a significant effect on the interest in entrepreneurship (Y). From these results it can be concluded that Ha2 is accepted.

Table 4. Simultaneous Test (F Test)

ANOVAa					
Model	Sum of Squares	df	MeanSquare	F	Sig.
1 regression	235,653	2	117,826	11,444	,000b
residual	998,707	97	10.296		
total	1234.36	99			

a. Dependent Variable: Interest in Entrepreneurship

b. Predictors: (Constant), Locus Of Control, Self Efficacy

Based on the results of the simultaneous analysis, it can be seen that there is a significant influence between self-efficacy and LoC together on employee readiness to change by showing a significance value of 0.000 <0.05. This proves that H3 is accepted.

Table 5. Determination Coefficient Test

Summary modelb				
Model	R	R Square	Adjusted R Square	std. Error of the Estimate
1	,437a	,191	,174	3.20873

a. Predictors: (Constant), LocusOf Control, Self Efficacy

b. Dependent Variable: Interest in Entrepreneurship

Based on the table given, the results obtained are an r value of 0.437, which means that the

relationship between self-efficacy (X1) and LoC (X2) has an interest in entrepreneurship (Y) in USU students. The coefficient of determination obtained was 0.174 which shows the magnitude of the influence exerted by self-efficacy (X1) and LoC (X2) on interest in entrepreneurship (Y) in USU students by 17.4% while the remaining 83.6% was influenced by other variables that not examined in this study.

Self-efficacy is a person's belief or trust in the ability that is in him to organize and plan, complete a task, achieve the target results set, and produce something and perform an action as a form of expertise or skills he has (Soetjipto, 2016: 15). Based on the results of the research that has been done, the results show that in the tests carried out on the self-efficacy variable on interest in entrepreneurship, it partially has a positive and significant effect. This can be seen in the results of the t-test conducted, which shows that the t-count value is greater than the t-table value, which is equal to $2.535 > 1.984$ with a significance level of $0.013 < 0.05$ which explains that the self-efficacy variable has a partial effect on entrepreneurial interest.

The results of this study are consistent with and in line with previous research conducted by Rizky Fatmawati (2018) in a journal entitled, "The Influence of Self-Efficacy, Family Environment and Social Media on Interest in Entrepreneurship in USU Business Administration Study Program Students". This study shows that self-efficacy influences entrepreneurial interest. The higher a student's self-confidence in his ability to do business, the greater his desire to become an entrepreneur.

The concept of locus of control according to Rotter (Putra, 2018) explains that a person has a belief about the causes of success and failure that he experiences due to internal factors or external factors. Based on the results of research that has been done on the LoC variable on the interest in entrepreneurship partially has a positive and significant effect. The results of the t-test showed that the tcount value is greater than the ttable value, namely $3.267 > 1.984$ with a significance level of $0.002 < 0.05$ which explains that the LoC variable has a partial effect on entrepreneurial interest. These results indicate that H_{a1} is acceptable and H_{01} is rejected.

The results of this study are consistent with and in line with previous research conducted by Bagus Pramana Putra (2018) in a study entitled, "The Influence of Locus Of Control and Creativity on Interest in Entrepreneurship (Studies in Islamic Economics Students of FEBI UINSU)". This study obtained the results of the LoC variable having a positive effect on the entrepreneurial interest variable (Y), this means that the higher the LoC value in a person, the higher the influence for someone to be interested in entrepreneurship.

The results showing that self-efficacy and LoC simultaneously (together) affect the variable interest in entrepreneurship can be seen in the results of the simultaneous test (F test) and the coefficient of determination test (R²). On the results of the simultaneous test (F test) it was found that self-efficacy and LoC on interest in entrepreneurship showed the results of $F_{count} > F_{table}$ ($11.444 > 3.09$) or based on the sig value. namely $0.000 < 0.05$. These results mean that the independent variables, namely self-efficacy and LoC, have a simultaneous effect on the dependent variable, namely interest in entrepreneurship.

So it can be concluded that the variables of self-efficacy and LoC have an effect simultaneously (together) on the variable interest in entrepreneurship among students at USU. Meanwhile the results of the test for the coefficient of determination show an R value of 0.437, where the value of this coefficient indicates a fairly close relationship between self-efficacy and LoC on entrepreneurial interest and the adjusted r square value indicates that self-efficacy and

LoC contribute together at 17.4 % in influencing the variable interest in entrepreneurship. This shows that Ha3 can be accepted and H03 is rejected.

CONCLUSION

The self-efficacy variable partially has a positive and significant effect on USU students' interest in entrepreneurship. Based on these results, it means that Ha1 is accepted and H01 is rejected. This shows that the higher the student's self-efficacy, the higher the confidence in the abilities of the students so as to encourage students' interest in entrepreneurship.

The LoC variable partially has a positive and significant effect on USU students' interest in entrepreneurship. Based on these results, it means that Ha2 is accepted and H02 is rejected. The better a person's LoC, when addressing a problem, the more he learns to control and control himself so that he has a higher effort in solving the problem.

The variables of self-efficacy and LoC simultaneously have a significant effect on interest in entrepreneurship among USU students. Based on these results, Ha3 is accepted and H03 is rejected. The results of the coefficient of determination show that the relationship formed is a fairly close relationship and thus self-efficacy and LoC can explain interest in entrepreneurship in USU students.

REFERENCE

- Anggal, N., Samdirgawijaya, W., Lio, Z. D., Dalmasius, S., Amon, L., Lukan, S. (2021). Minat berwirausaha mahasiswa Program Studi Pendidikan Keagamaan Katolik Sekolah Tinggi Kateketik Pastoral Katolik Bina Insan Keuskupan Agung Samarinda, Samarinda: STKPK Bina Insan Samarinda
- Bahri. (2021). Pengantar Kewirausahaan (Untuk Mahasiswa, Wirausahawan, dan Kalangan Umum), Yogyakarta: Pustaka Baru
- Dharmawati, D. Made. (2016). Kewirausahaan. Jakarta: PT Raja Grafindo Persada
- Elliyana, E., dan Sulistiyono, D., (2020). Kewirausahaan, Malang: Ahlimedia Press
- Firmansyah, A. M., dan Roosmawarni, A., (2019). Kewirausahaan (Dasar dan Konsep), Surabaya: Qiara Media
- Ghufron. M. N dan Risnawati. Rini. (2016). Teori-Teori Psikologi. Yogyakarta: Ar- Ruzz Media.
- Himayaturrohmah, E. (2020). *Modul Pelatihan Kewirausahaan Berbasis Minat*. In LITBANGDIKLAT Press.
- Kusumawati, S., dan Subagio, A., (2017). *Kewirausahaan*, Jakarta: Pusdiknakes
- Mardia, M. Hasibuan, A., Simarmata, J., Kuswanto, Lifchatullaillah, E., Saragih, L., Purba, S. D., Anggusti, M., Purba, B., Noviasuti, N., Dewi, K. I., Gemilang, A. F., Purba, S., Tanjung, R., (2021). *Kewirausahaan*, Medan: Yayasan Kita Menulis
- Rosyidi, Hamim. (2015). *Psikologi Kepribadian (Paradigma Traits, Kognitif, Behavioristik Dan Humanistik)*, Surabaya: Jaudar Press
- Rusman, Tedi. (2015). *Statiska Penelitian; Aplikasinya dengan SPSS*. Yogyakarta: Graha Ilmu
- Soetjipto, N., (2016). *Self Efficacy Training dan Peningkatan Adversity Quotient pada tenaga pemasaran*, Yogyakarta : K-Media
- Sugiyono. (2018). *Metode Penelitian Kualitatif*. Bandung: Alfabeta.
- _____. (2020). *Metode Penelitian Kuantitatif, Kualitatif, dan R&D*. Bandung: Alfabeta.

- Wijoyo, H., Indrawan, I., dan Firmansyah, (2020). *Kewirausahaan Berbasis Teknologi (Teknopreneurship)*, Banyumas: Pena Persada
- Akmalia, N. A. (2020). Pengaruh Locus Of Control (Lokus Kendali), Self Efficacy (Efikasi Diri), Dan Lingkungan Kerja Terhadap Kinerja Karyawan Di Bank Syariah Mandiri Wilayah Bogor.
- Ardin, W. N. (2020). Pengaruh Flash Sale dan Tagline "Gratis Ongkir" Shopee Terhadap Keputusan Pembelian Impulsif Secara Online. *Skripsi Ilmu Administrasi Bisnis*.
- Dianingsih, S. D. (2017). Pengaruh Efikasi Diri, Prestasi Pendidikan Kewirausahaan, Dan Prestasi Praktik Kerja Industri Terhadap Minat Berwirausaha Kelas Xi Bisnis Daring Dan Pemasaran Di Smk Negeri I Yogyakarta SKRIPSI. *Jurnal Farmasi*
- Fatmawati, R. (2018). Pengaruh Efikasi Diri, Lingkungan Keluarga Dan Media Sosial Terhadap Minat Berwirausaha Pada Mahasiswa Program Studi Ilmu Administrasi Bisnis Universitas Sumatera Utara. *Universitas Sumatera Utara*.
- Heriyanto, Y. (2020). Pengaruh Pendidikan Kewirausahaan, Self Efficacy, Dan Penggunaan Media Sosial Melalui Motivasi Berwirausaha Terhadap Minat Berwiransaha Mahasiswa Ekonomi Pembangunan Unnes Angkatan 2017. *Jurnal Ekonomi & Bisnis*
- Hutasoit, T. M. (2021). Pengaruh Self Efficacy, Adversity Quotient, Pendidikan Kewirausahaan, Dan Dukungan Sosial Keluarga Terhadap Kesiapan Berwirausaha (Studi Pada Mahasiswa Ilmu Administrasi Bisnis Universitas Sumatera Utara). *Universitas Sumatera Utara*.
- Putra, B. P. (2018). Pengaruh Locus Of Control Dan Kreativitas Terhadap Minat Berwirausaha (Studi Pada Mahasiswa Ekonomi Islam Febi Uinsu), *Skripsi Universitas Sumatra Utara*.
- Sinurat, J. P. (2017). Pengaruh Motivasi , Self Efficacy Dan Locus Of Control Terhadap Minat Berwirausaha Pada Siswa Smk Negeri I Tambusai.
- Trisnatio, Y. A. (2017). Pengaruh Ekspektasi Return, Persepsi Terhadap Risiko, Dan Self Efficacy Terhadap Minat Investasi Saham Mahasiswa Fakultas Ekonomi Universitas Negeri Yogyakarta. *Universitas Negri Yogyakarta*.
- Yuliana, P. L. (2019). Pengaruh Locus Of Control, Efikasi Diri, E- Commerce Dan Pendidikan Kewirausahaan Terhadap Minat Berwirausaha Mahasiswa STKIP PGRI Sumatera Barat Angkatan 2015.
- Zakiah, K. (2017). Pengaruh Locus Of terhadap Kepuasan Kerja pada Pebisnis ML (Multi Level Marketing) Oriflame di Surabaya dalam Komunitas M3 Network.
- Sumber Jurnal:
- Abzani. (2017). Pengaruh *Locus Of Control* Terhadap Kemampuan Pemecahan Masalah Matematika. Prosiding Diskusi Panel Nasional Pendidikan Matematika
- Gracia, M. (2020). Pengaruh Internal *Locus Of Control* dan *Entrepreneurial Self- Efficacy* Pada Mint Berwirausaha. Repository, *Stieykpn.Ac.Id*
- Krisnandika, V. R., Aulia, D., & Jannah, L. (2021). Dampak Pandemi Covid-19 Terhadap Pengangguran Di Indonesia. *JISIP (Jurnal Ilmu Sosial Dan Pendidikan)*
- Nugroho, I. (2020). Pengaruh Penggunaan Media Sosial Dan Motivasi Terhadap Minat Berwirausaha Siswa Akuntansi Smk Neger 4 Klaten.
- Sumerta, I. K., Redianingsih, N. K., Pranawa, I.
- M. B., & Indahyani, D. N. T. (2020). Pengaruh Tingkat Penggunaan Media Sosial Dan Motivasi Terhadap Minat Berwirausaha Pada Mahasiswa Program Studi Manajemen Perguruan Tinggi Di Kota Denpasar. *E-Jurnal Exonomi Dan Bisnis Universitas Udayana*