
**The Effect Of Entrepreneurship Education, Self-Efficacy, and Gender On
Entrepreneurship Intention Through Entrepreneurship Attitude
(Study in Management Study Program Students, Faculty of Economics Universitas
Negeri Makassar)**

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Abstract

The highest unemployment rate is caused by the educated group which is a phenomenon of the low interest in entrepreneurship among Indonesian youth which is a problem. The way to overcome unemployment is to increase interest in entrepreneurship. The fact shows that students who have attended entrepreneurship education will provide the development of entrepreneurial intentions that need to be learned. This study is to investigate the entrepreneurial intention of the students of the Faculty of Economics and Business, State University of Malang that the entrepreneurial intention is a factor by using the variables of entrepreneurship education, self-efficacy, gender, and entrepreneurial attitude variables as a mediation. Descriptive quantitative research using SPSS. Entrepreneurial intention variable (Y), independent variable is entrepreneurship education (X1), self-efficacy (X2) and gender (X3) while the mediating variable is entrepreneurial attitude (Z). The results of this study indicate that (1) entrepreneurship education on entrepreneurial intentions has a significant influence, (2) self-efficacy on entrepreneurial intentions has a significant influence, (3) gender on entrepreneurial intentions has a significant influence, (4) entrepreneurship education on entrepreneurial intentions mediated by entrepreneurial attitudes has a significant effect, (5) self-efficacy on entrepreneurial intentions mediated by entrepreneurial attitudes has a significant influence, (6) gender on entrepreneurial intentions mediated by entrepreneurial attitudes has a significant influence, (7) entrepreneurial attitudes on intentions entrepreneurship has a significant influence.

Keywords: Entrepreneurship Education; Self efficacy; Entrepreneurial Attitude; Entrepreneurial Intention

INTRODUCTION

Entrepreneurship or entrepreneurs is one of the efforts that provide a large enough opportunity to seek additional financial support. Entrepreneurs are currently focusing on the role of welfare and prosperity of society by changing the environment and adapting to rapid technological changes. Many countries are now aware of this issue and are planning steps to create new policies to support the expansion of entrepreneurship. Efforts in entrepreneurship are directed at promoting innovative activities and activities that can increase its innovative capabilities (Vodă and Florea, 2019).

The importance of entrepreneurship is to support the intention of the individual which refers to the desire to do a business (Sukarniati, 2017). Entrepreneurship is not just a business, it is important to understand so that there is no narrow misunderstanding. Currently, the dissemination of knowledge about entrepreneurship is intensively carried out to provide initial provisions for students as early as possible so that when they see opportunities, students are not awkward jumping into the community to start and can maximize opportunities and minimize risks as early as possible. (Nugraha, 2015).

The Management Study Program, Faculty of Economics, Universitas Negeri Makassar is one of the study programs that organize entrepreneurship learning. The difference between entrepreneurship learning in the Management study program and other study programs is that it requires students to take entrepreneurship learning which consists of entrepreneurship courses

in the third semester and is equipped with entrepreneurship practicum learning in the fourth semester. The purpose of the entrepreneurship course in the Management study program is to equip students in building an entrepreneurial spirit, forming entrepreneurial characters, understanding entrepreneurship materials/concepts, and training entrepreneurial skills/skills. If the objectives of entrepreneurship courses and entrepreneurship practice courses can be achieved, the expected result is the emergence of student entrepreneurial behavior and predicting whether the entrepreneurship courses that have been running can bring about student entrepreneurial behavior, then the entrepreneurial intention can be seen. Although intentions do not always result in actual behavior, intentions have been proven to be the best predictor of behavior emergence (Bae *et al*, 2014:219)

Based on the Theory of Planned Behavior (TPB) proposed by Icek (1991) states that a high-involvement behavior requires belief and evaluation to cultivate attitudes, subjective norms, and behavioral control to be a mediator of the influence of various motivational factors that have an impact on behavior. The entrepreneurial decision is a behavior with high involvement (high involvement) because making decisions will involve entrepreneurship education factors, belief in one's abilities (self-efficacy), and gender roles. In other words, how much a person's intention towards entrepreneurship is influenced by the individual's attitude towards entrepreneurship so that it will lead to entrepreneurial behavior (Cahyaning, 2014).

Intention can be interpreted as a process of finding information that can be used to achieve a goal (Ramayah & Harun, 2015). According to Kurniawan (2016), the role of entrepreneurship in a country is to increase the economic activities of a country, advance the economy of the nation and state, improve people's living standards, participate in reducing or overcoming unemployment, improve the management of natural resources, human resources, and capital resources.

One factor influencing entrepreneurship intention is entrepreneurship education. Soares *et al* (2021) state that every individual if they want to build their business must first go through entrepreneurship education because entrepreneurship education is very important for the advancement of a business for a purpose of developing basic entrepreneurial skills through education in the form of training programs aimed at entrepreneurship development. . The entrepreneurial mindset is also seen as an important element in the learning journey towards entrepreneurial effectiveness that is oriented towards entrepreneurship education (Cui *et al*, 2021).

In addition to the above, an important factor in influencing interest in entrepreneurship is the self-efficacy of an individual which can be seen from his confidence. Self-efficacy is the belief in himself that he can start a new business (Wahyuningsih & Usman, 2019). Have the knowledge and skills to start a business. Those who do not have a strong intention, and high self-efficacy will affect the business that will be undertaken (Najamudin, 2020).

The gender factor is also one of the factors that influence the interest in entrepreneurship. According to Hanifah & Rahadi (2020), of the 85 million working-age women in Indonesia, 26% of whom are active entrepreneurs, it can be concluded that 36% of all Indonesian working-age women prefer to become entrepreneurs. Most of these women entrepreneurs work in the informal or semi-formal sector. Compared to other countries, the percentage of women who choose to become entrepreneurs in Indonesia is higher than in Malaysia, China, and India. According to the report, most women prefer to open micro, small, and medium enterprises in the informal sector because of the difficulty of entering the formal sector (Kusnandar, 2020).

So far, the existing research discusses more attitudes, subjective norms, and general titles to students' interest in entrepreneurship in general. In this study, researchers want to examine more factors that influence student entrepreneurship interest, namely personality factors from

within in the form of self-actualization needs which are reflected in the academic process they have gone through and beliefs to start as self-efficacy and how gender affects interest. In previous research by Soraya (2017), the results showed that attitudes and self-efficacy both partially and simultaneously had a significant effect on entrepreneurial intentions. Furthermore, research conducted by Jaya and Seminary (2016), the results of the study show that self-efficacy, and attitudes partially and simultaneously have a significant effect on entrepreneurial intentions. Then, research by Sativa (2018) and Yunilasari (2016) shows that the gender factor does not significantly influence the interest in entrepreneurship. Therefore, in this study, we want to compare again whether the male and female gender have the same interest in entrepreneurship. The formulation of the problem in this study is how to describe Entrepreneurship Education, Self-Efficacy, and Gender towards Entrepreneurial Intentions through Entrepreneurial Attitudes.

RESEARCH METHODS

This study uses quantitative research with descriptive and explanatory research methods (Creswell, 2013). Using research variables, namely Entrepreneurship Education (X_1), Self-Efficacy (X_2), Gender (X_3), Entrepreneurial Attitude (Z), and Entrepreneurial Intentions (Y). While explanation means explaining the causal effect between research variables through hypotheses. The causal effect is the direct influence of Entrepreneurship Education (X_1), Self-Efficacy (X_2), Gender (X_3), and Entrepreneurial Intention (Y) through Entrepreneurial Attitudes (Z). The population in this study were management students of the Faculty of Economics and Business, Makassar State University. Meanwhile, the determination of the sample in this study was carried out using the Proportional Random Sampling technique. This proportional random sampling technique was chosen because the number of population members in each department is not the same. In this study the criteria (1) are active students of the 2019 FEB UNM Management Study Program; (2) Students who have taken Entrepreneurship Courses and several courses that support entrepreneurship intentions/Students' entrepreneurial intentions. The data analysis technique used path analysis. The following is the substructure equation model I and II in this study:

$$\begin{aligned} Z &= \beta_1 X_1 + \beta_2 X_2 + \beta_3 X_3 + e_1 \\ Y &= \beta_4 X_1 + \beta_5 X_2 + \beta_6 X_3 + \beta_7 Z + e_2 \end{aligned}$$

Information:

- X_1 : Entrepreneurship Education
- X_2 : Self-Efficacy
- X_3 : Gender
- Z : Entrepreneurial Attitude
- Y : Entrepreneurial Intention`
- e_1 : Structure error 1
- e_2 : Structure error 2

RESULTS AND DISCUSSION

The results of the study were distributed in 170 questionnaires to 170 respondents. The returned questionnaire was 170 copies, so the response rate was 100.0%. Questionnaires that were answered completely and deserved to be analyzed in this study were 170 questionnaires. The results of testing the validity of the instrument can be seen that the r_{xy} value is > 0.159 so

that all questions in the questionnaire on the questions on variables of Entrepreneurship Education, Self-Efficacy, and Gender are valid. While the validity test of the variables of Entrepreneurial Attitude and Entrepreneurial Intentions. It is known that the r_{xy} value > 0.159 so that all questions in the questionnaire on the question items on the Entrepreneurial Attitude and Entrepreneurial Intention variable are valid.

While the results of the instrument reliability test for Entrepreneurship Education, Self-Efficacy, Gender, Entrepreneurial Attitudes, and Entrepreneurial Intentions, it can be seen that the Cronbach's Alpha coefficient > 0.60 , so all questions in the questionnaire on the questions on variables Entrepreneurship Education, Self-Efficacy, Gender, Entrepreneurial Attitude, and Entrepreneurial Intention are reliable. It can be concluded that most of the respondents in this study were 113 (66.5%) female respondents and 57 (33.5%) male respondents. This shows that most of the students of the Management Study Program Class of 2019 Faculty of Economics Universitas Negeri Makassar are more than the female gender who study in this department.

Respondents in this study were mostly 19 years old as many as 98 (57.6%) respondents and a small proportion aged 21 years as many as 3 (1.8%) respondents. This shows that in terms of age, most of the students of the Management Study Program, Faculty of Economics, Universitas Negeri Makassar are middle-aged teenagers.

Based on the class, the respondents in this study can be concluded that the respondents in this study were mostly from Management class D as many as 31 (18.2%) respondents, and a small portion from Management classes A, B, and F each as many as 27 (15, 9%) respondents. This shows that in terms of class, students of the Management Study Program, Faculty of Economics Universitas Negeri Makassar mostly from management class D successfully participated.

Based on the data that has been collected, the answers from the respondents have been recapitulated and then analyzed to determine Entrepreneurship Education, Self-Efficacy, Gender, Entrepreneurial Attitudes, and Entrepreneurial Intentions. This data analysis went through two stages, namely descriptive analysis, and quantitative analysis. The average value of each respondent from the interval class with the number of classes equal to 5 of 170 respondents taken as a sample, it is known that most respondents rate the Entrepreneurial Intention of Students of the Management Study Program, Faculty of Economics, Universitas Negeri Makassar, Very High (Mean 4.60). This shows that respondents have strong beliefs to become entrepreneurs, respondents have confidence in facing the risks of entrepreneurship, respondents believe that respondents have sufficient provisions, both knowledge and, respondents have serious intentions to start entrepreneurship after completing their studies, and respondents will seriously seek information to become a successful entrepreneur, and respondents have confidence in achieving success with a previously planned business.

Discussion

The Effect of Entrepreneurship Education (X_1) on Entrepreneurial Attitudes (Z)

The results of the Linear Regression analysis show that the Entrepreneurship Education variable has a positive and significant effect on the Entrepreneurial Attitudes of the Management Study Program students, Faculty of Economics Universitas Negeri Makassar (sig value $(0.001) < \text{Level of Significant } (0.05)$). This can be interpreted, if Entrepreneurship Education increases, then the Entrepreneurial Attitude of Students of the Management Study Program, Faculty of Economics, Universitas Negeri Makassar has increased. The significant influence of Entrepreneurship Education on Entrepreneurial Attitudes is because most respondents rate Entrepreneurship Education Very Good (Mean 4.60), resulting in the Entrepreneurial Attitude of Students of the Management Study Program, Faculty of Economics, Universitas Negeri Makassar being Very Good (Mean 4.56).

Effect of Self-Efficacy (X_2) on Entrepreneurial Attitude (Z).

The results of the Linear Regression analysis showed that the Self-Efficacy variable had a positive and significant effect on the Entrepreneurial Attitudes of the Management Study Program students, Faculty of Economics, Universitas Negeri Makassar (sig value (0.000) < Level of Significant (0.05)). This can be interpreted, if Self-Efficacy increases, then the Entrepreneurial Attitude of Students of the Management Study Program, Faculty of Economics, Universitas Negeri Makassar has increased. The significant effect of Self-Efficacy on Entrepreneurial Attitudes is because most respondents rate Self-Efficacy as Very Good (Mean 4.43), resulting in the Entrepreneurial Attitude of Students of the Management Study Program, Faculty of Economics, Universitas Negeri Makassar being Very Good (Mean 4.56).

The Effect of Gender (X_3) on Entrepreneurial Attitudes (Z)

The results of the Linear Regression analysis showed that the gender variable had a positive and significant effect on the Entrepreneurial Attitude of the Management Study Program students, Faculty of Economics, Universitas Negeri Makassar (sig value (0.001) < Level of Significant (0.05)). This can be interpreted, as if gender increases, then the Entrepreneurial Attitude of Management Study Program Students, Faculty of Economics, Universitas Negeri Makassar has increased. The significant influence of Gender on Entrepreneurial Attitudes is because most respondents rate Gender as Very Good (Mean 4.22), resulting in the Entrepreneurial Attitude of Students of the Management Study Program, Faculty of Economics, Universitas Negeri Makassar being Very Good (Mean 4.56).

The Effect of Entrepreneurship Education (X_1) on Entrepreneurial Intentions (Y)

The results of the Linear Regression analysis show that the Entrepreneurship Education variable has a positive and significant impact on the Entrepreneurial Intentions of the Management Study Program students, Faculty of Economics, Universitas Negeri Makassar (sig value (0.010) < Level of Significant (0.05)). This can be interpreted, as if Entrepreneurship Education increases, then the Entrepreneurial Intention of students of the Management Study Program, Faculty of Economics, Universitas Negeri Makassar has increased. The significant influence of Entrepreneurship Education on Entrepreneurial Intentions is because most respondents rate Entrepreneurship Education Very Good (Mean 4.60), resulting in the Entrepreneurial Intention of Students of the Management Study Program, Faculty of Economics, Universitas Negeri Makassar being Very Good (Mean 4.60).

The Effect of Self-Efficacy (X_2) on Entrepreneurial Intentions (Y)

The results of the Linear Regression analysis show that the Gender variable has a positive and significant effect on the Entrepreneurial Intentions of the Management Study Program students, Faculty of Economics, Universitas Negeri Makassar (sig value (0.049) < Level of Significant (0.05)). This can be interpreted, as if gender increases, then the Entrepreneurial Intention of students of the Management Study Program, Faculty of Economics, Universitas Negeri Makassar has increased. The significant influence of Gender on Entrepreneurial Intentions is because most respondents rate Gender as Very Good (Mean 4.22), resulting in the Entrepreneurial Intention of Students of the Management Study Program, Faculty of Economics, Universitas Negeri Makassar being Very Good. (Mean 4,60).

The Influence of Gender (X_3) on Entrepreneurial Intentions (Y)

The results of the Linear Regression analysis show that the Gender variable has a positive and significant effect on the Entrepreneurial Intentions of the Management Study Program students, Faculty of Economics, Universitas Negeri Makassar (sig value (0.049) < Level of Significant (0.05)). This can be interpreted, as if gender increases, then the Entrepreneurial Intention of students of the Management Study Program, Faculty of Economics, Universitas Negeri Makassar has increased.

The Influence of Entrepreneurial Attitude (Z) on Entrepreneurial Intentions (Y)

The results of the Linear Regression analysis show that the Entrepreneurial Attitude variable has a positive and significant influence on the Entrepreneurial Intentions of students in the Management Study Program, Faculty of Economics, Universitas Negeri Makassar (sig value (0.000) < Level of Significant (0.05). This can be interpreted, if the Entrepreneurial Attitude increases, then the Entrepreneurial Intention of students of the Management Study Program, Faculty of Economics, Universitas Negeri Makassar has increased. The significant influence of Entrepreneurial Attitudes on Entrepreneurial Intentions is because most respondents rate Entrepreneurial Attitudes to be Very Good (Mean 4.56), resulting in Entrepreneurial Intentions of Students of the Management Study Program, Faculty of Economics, Universitas Negeri Makassar to be Very Good (Mean 4.60).

Indirect Effect of Entrepreneurship Education (X₁) on Entrepreneurial Intentions (Y) Through Entrepreneurial Attitudes (Z)

The results of the path analysis show that Entrepreneurship Education has a direct effect on Entrepreneurial Intentions, not on Entrepreneurial Attitudes. The results of this study support the results of research conducted by Wahyudiono (2016) that the Entrepreneurial Education Variable has a direct effect on Entrepreneurial Intentions. The insignificant effect of Entrepreneurial Attitudes on the relationship between Entrepreneurship Education and Entrepreneurial Intentions can be caused by most respondents assessing Entrepreneurship Education of students in the Management Study Program, Faculty of Economics, Universitas Negeri Makassar, with a Mean of 4.60 or higher.

Indirect Effect of Self-Efficacy (X₂) on Entrepreneurial Intentions (Y) Through Entrepreneurial Attitude (Z)

The results of the path analysis show that Self-Efficacy affects Entrepreneurial Intentions through Entrepreneurial Attitudes. The results of this study support the results of research conducted by Tsai et al., (2016); Saptono (2016) that the Self-Efficacy Variable has an indirect effect on Entrepreneurial Intentions through Entrepreneurial Attitudes. The significant influence of Entrepreneurial Attitudes on the relationship between Efficacy and Entrepreneurial Intentions can be caused by the fact that most respondents rate the Self-Efficacy of Management Study Program students, Faculty of Economics, Makassar State University with a Mean of 4.42 or almost the same as Entrepreneurial Attitudes of Management Study Program students, Faculty of Economics, Universitas Negeri Makassar, with a Mean of 4,56.

Indirect Effect of Gender Variable (X₃) on Entrepreneurial Intention Variable (Y) Through Entrepreneurial Attitude Variable (Z).

The results of the path analysis show that Gender affects Entrepreneurial Intentions, not Entrepreneurial Attitudes. The results of this study support the results of research conducted by Seyram (2014) that the Gender Variable has a direct effect on Entrepreneurial Intentions. The insignificant effect of Entrepreneurial Attitude on the relationship between Gender and Entrepreneurial Intentions can be caused by most respondents assessing the Gender of students in the Management Study Program, Faculty of Economics, Universitas Negeri Makassar, with a Mean of 4.22 or lower. Meanwhile, the Entrepreneurial Attitude of Students in the Management Study Program, Faculty of Economics, Universitas Negeri Makassar, has a mean value of 4.56. Gender is the biological difference between men and women from birth.

CONCLUSION

The analysis concludes that the variable of Entrepreneurship Education has a positive and significant effect on the Entrepreneurial Attitude of Management Study Program students,

Faculty of Economics, Makassar State University (sig value (0.001) < Level of Significant (0.05)). This can be interpreted as if Entrepreneurship Education increases, then the Entrepreneurial Attitude of students in the Management Study Program, Faculty of Economics, Universitas Negeri Makassar has increased.

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