

**ANALYZING THE GENERATION MELINIAL INTERSITAS ENTREPRENEURSHIP:  
ENTREPRENEURSHIP ATTITUDE IS AND LOCUS OF INFLUENTIAL CONTROL**

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**ABSTRACT**

The purpose of this study was to analyze the attitude of Entrepreneurship and Locus of Control with the intention of Entrepreneurship in melinial generation in Jakarta. The method used is a survey method with a correlational approach. The sampling technique used was a proportional simple random sampling technique of 139 people. This study was conducted on educated millennial generation, namely at vocational high school students in Jakarta. Based on the results of the analysis and discussion of this study it was revealed that entrepreneurial attitudes, locus of cotrol had a significant impact on Entrepreneurial intentions in the millennial generation.

**KEYWORDS:** Intention of Entrepreneurship, Entrepreneurship Attitude, Locus of Control

**INTRODUCTION**

The important role of Entrepreneurship is to create new businesses and companies, as well as job creation, entrepreneurship is also an important tool to be able to compete with other countries. Entrepreneurs play an important role for a country's economic growth, such as reducing unemployment and increasing social welfare Every citizen wants to work or find work every year. But few think of creating jobs or entrepreneurship. As a developing country and Indonesia following the free market flow, it is necessary to have many generations to pursue the field of entrepreneurship. Increasing the number of people for entrepreneurship to support the economy in the future so that the Indonesian economy is not inferior to developed economies

Entrepreneurial intentions are influenced by several factors including attitude and locus of control. This can be known based on previous studies that have been carried out, among others by the following;

- 1.(I Gusti Lanang Agung Adnyana, Ni Made Purnami) The Effect of Entrepreneurship Education, Self Efficacy, and Locus of Control on Entrepreneurial Intent. UNUD Management E-Journal, Vol.5, No.2, 2016: 1160-1188
- 2.(Anggara Reza Aditya Putra, Ketut Rahyuda, Ni Nyoman Kerti Yasa). Journal of Entrepreneurship Attitudes Mediating Locus of Control and Subjective Norms with Entrepreneurial Intentions E-Management Journal of Udayana University, vol.4, no.12, 2015: 4501-4528 ISSN: 2302-8912.
- 3.(Ilham Thaief, dan Musdalifah) "Effect of Locus of Control and Need for Achievement Result of Learning Through Entrepreneurial Intentions, jurnal International Business Management 9 (5):798-804, 2015 ISSN:1993-5250.
- 4.(Md Reaz Uddin, and Tarun Kanti Bose), "Determinants of Entrepreneurial Intention of Business Students in Bangladesh", in the International Journal of Business and Management; Vol.7, No.24: 2012 ISSN 1833-3850 E-ISSN 1833-8119.
- 5.(Altaf Hussain), "Impact of Entrepreneurial Education on Entrepreneurial Intentions of Pakistani Students" in Journal of Entrepreneurship and Business Innovation ISSN:2332-8851, Vol. 2, No.1.
- 6.(Wang Jinying, dan Pene Zongabiro Nina Pelagie), "Determinants of Entrepreneurial Intention among African Students in China" in International Journal of Higher Education" September 2014 Vol. 3, No. 4 DOI: 10.5430/ijhe.v3n4p106 (Online)
- 7.(Benachenhou Sidi Mohammed, Arzi Fethi, Omar Belkhir Djaoued) "The Influence of Attitude, Subjective Norms and Perceived Behavior Control on Entrepreneurial Intentions: Case of Algerian Students" in American Journal of Economics 2017, 7(6):274-282 DOI: 10.5923/j.economics.20170706.02.

8.(J. Krithika, B.Venkatachalam) ‘A Study on Impact Of Subjective Norms On Entrepreneurial Intention Among The Business Students In Bangalore in IOSR Journal of Business and Management’ (IOSR-JBM) e-ISSN: 2278-487X, p-ISSN: 2319-7668. Volume 16.

The difference of this research with the previous research as above is the respondent that is the respondent of this study is the educated millennial generation which at the time of the study was still in school,

## LITERATURE REVIEW

### 1. Entrepreneurial Intentions

An entrepreneur must be able to see the opportunities that exist. In addition, the business opportunity taken must be done by offering new products to enter the market in order to compete globally. This is a process that is based on the intention or intention to become an entrepreneur.

Jerome Katz and William Gartner define "Entrepreneurial intention as the search for information that can be used to help fulfill the goal of venture creation". That is, the definition of entrepreneurial intentions as information search that can be used to fulfill a work of business.

Meanwhile Norris Krueger said: Behind entrepreneurial actions are intentions, and behind intentions are attitudes such as desirability and feasibility. Perceived desirability is the degree to which people feel an attraction for a given behavior (to become an entrepreneur), and perceived feasibility is the degree to which people consider themselves personally able to out certain behavior. That is, behind entrepreneurship there are intentions and behind intentions there are behaviors such as desires and eligibility. The perceived desire is the extent to which a person feels an interest in being an entrepreneur and the perceived worth is how far someone considers themselves capable of doing certain behavior.

Can be concluded, the intention of entrepreneurship is the possibility of someone taking action in the form of behavior / will and looking for information to start a new business

### 2. Entrepreneurial Attitude

The development of science and technology in running a tighter business. Therefore to start a business must pay attention to small things. One of them is to pay attention to the attitude in entrepreneurship, therefore to start a business must pay attention to small things. One of them is to pay attention to the attitude in entrepreneurship.

According to Robbins there are three components of attitude, namely:

- The cognitive component, opinion segment or belief of attitude. For example: have full confidence.
- Affective components, emotional segments or feelings from attitudes. For example: dare to take risks with full calculation.
- Components of behavior, the intention to behave in a certain way towards someone or something. For example: have a high initiative, and have a leadership spirit<sup>4</sup>.

Thus, it can be concluded that Entrepreneurial Attitude is a superior personality that must be possessed by someone in managing, managing, and bearing business risks for advancement

### 3. Locus of Control

As an entrepreneur must have a superior personality. One element in personality is the existence of good self-control or commonly called the Locus of Control. According to Stephen P. Robbins that: Locus of control is divided into two elements namely Internal and External. Internal, that is, individuals who believe that they are in control of whatever happens to them, and External are individuals who believe that whatever happens to them is controlled by external forces such as luck or opportunity<sup>6</sup>.

Then, it can be concluded that someone's belief in their fate and everything that happens, such as success or failure, comes from themselves and / or strengths outside themselves.

Locus of control has two dimensions with the first dimension, namely Internal with self-control indicators with sub-indicators able to analyze situations, responsibilities, and hard work. Then the second dimension is External with indicators of external forces with sub-indicators of luck, opportunity, and events outside themselves.

## METHODOLOGY

The of of participants were culled from the millennial citizens in Jakarta. For the collect the Data in this research use questioner with a 5-point Likert. All of of participants were millennial citizens in Jakarta at the time of the survey. Paper and web-based surveys were administered, and 139 total responses were obtained, of the 139 were viable roomates roomates has Certain criteria, as well as having to intentions to entrepreneurship.

There were several steps in analyzing the data in this study: testing normality, the final test was a multiple regression analysis, t-test and the coefficient of determination (R2)

## DISCUSSION / ANALYSIS

There are 139 respondents who Participated in this study consisted of as many as 90 male and female citizens of a total of 49 citizens that live at Jakarta.

### Test normality

The results of test calculationsKolmogorov-Smirnov with SPSS version 24.0concluded that the three normally distributed variables. This can be evidenced by the results of calculationwith significant levels of Intention Entrepreneurship (Y) worth of 0.200, Attitudes Entrepreneurship (X1) worth of 0.200, Locus of Control (X2) worth of 0.200. The level of significance of these three variables> 0.05. Thus, it can be concluded that the data are normally distributed and can be used in subsequent analyzes.

Table 1 Calculation of Normality Test  
One-Sample Kolmogorov-Smirnov Test

N		Entrepreneur ship	Entrepreneur ship	Locus of
		intention	Attitudes	Control
		139	139	139
Normal Parametersa, B	mean	55.40	67.74	64.65
	Std. deviation	4,770	6423	6,737
Most Extreme Differences	Absolute	.068	.068	.069
	positive	.056	.067	.069
	negative	-.068	-.068	-.065
Test Statistic		.068	.068	.069
Asymp. Sig. (2-tailed)		.200 <sup>c, d</sup>	.200 <sup>c, d</sup>	.200 <sup>c, d</sup>

- a. Test distribution is Normal.
- b. Calculated from data.
- c. Significance Lilliefors Correction.
- d. This is a lower bound of the true significance.

### Regression Analysis

The next step Analyzed multiple regression. The analysis resulted a regression formula, that is  $Y = 18.916 + 0.348 X1 + 0.200 X2$

Table 2 Calculation Regression equation  $y = a + bX_1 + cX_2$

Model		Coefficientsa		standardized Coefficients	t	Sig.
		unstandardized				
		B	Std. Error	beta		
1	(Constant)	<b>18 916</b>	3672		5,152	.000
	attitudes Entrepreneurship	<b>.348</b>	.055	.469	6356	.000
	Locus of Control	<b>.200</b>	.052	.282	3,821	.000

a. Dependent Variable: Intention Entrepreneurship

### Testing hypotheses

Testing hypotheses using the partially t-test and the coefficient of determination with the output Showed on table 3 and table 4.

Table 3 Calculation of Partial Significance Tests (t test) Y on  $X_1$  and  $X_2$

Model	t	Sig.
Attitudes Entrepreneurship	<b>6356</b>	.000
Locus of Control	<b>3,821</b>	.000

Table 4 Calculation of Coefficient of Determination Y on  $X_1$  and  $X_2$  Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.651a	<b>.424</b>	.415	3648

a. Predictors: (Constant), Locus of Control, Attitude Entrepreneurship

Based on calculations, the Obtained value of R Square ( $R^2$ ) of 0424, it shows the influence of the independent variable is attitudes and locus of control of the dependent variable is the intention of entrepreneurship by 42.4% And 57.6% influenced by other variables not included in the research models.

Based on the hypotehis testing, it can be summarized that ATT had a positively and Significantly impact on entrepreneurial intention (H1). The result supported the previous studies (Anggara Reza in 2015; and Mohammed 2017, Yudi Siswardi 2013, J. Krithika, B.Venkatachalam 2014, J. Krithika, B.Venkatachalam. 2014). LOC positively and had a Significantly impact on entrepreneurial intention (H2). The result was in line with the previous studies (Ni Made Purnami Anggara 2016 and 2009, L Hartiningtyas, P Purnomo 2016, I Kade Aris Friatnawan Dusak dan Ida Bagus Sudiksa 2016, VA Srimulyani,2013, Ni Gusti Putu Putri Wijayanti, dan Alit Suryani 2016).

### CONCLUSION

Citizens have the advantage of factors such as the encouragement of the closest, demeanor support to start a business, self-control is good, supported by the knowledge he would entrepreneurship good and thought patterns Themselves are structured will further enable for himself in initiating entrepreneurship. And whereas citizens who do not have the factors already mentioned it impossible for him to start entrepreneurship. Therefore by increasing the supporting factors will increase of the percentage to start entrepreneurship. The further research is expected to apply the models contained in this study with different respondents and research sites.

## LIMITATION AND STUDY FORWARD

There is no one perfect study, researchers hope that this will pave the way for further research on the topic of entrepreneurship, there are still many factors that can be examined about entrepreneurship such as cultural factors, academic knowledge factors and so forth. Researchers hope that more entrepreneurial research will increasingly open up opportunities for young people to see that the path of entrepreneurship is a path that will provide wider opportunities when compared to just looking for and becoming an employee

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