

The Role Of Self-Efficacy, Entrepreneurship Education, Income Expectations, Family Environment On Interest In Entrepreneurship In Muhammadiyah Jember University Students

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Abstract. The purpose of this research is to determine the impact of self-efficacy, entrepreneurship education, income expectations, and family environment on entrepreneurship interest in FEB students classes at Muhammadiyah University Jember in 2019. The sample in this study was drawn using proportional sampling, with a total population of 354 students and a sample size of 188 students. This study utilizes quantitative data, and its data source consists of primary data obtained from the responses to questionnaires disseminated via Google form to respondents. This study's data analysis method was multiple linear regression with the IBM SPSS Statistics tool. The findings revealed that self-efficacy and income expectations had no effect on FEB students class of 2019 Muhammadiyah University of Jember's interest in entrepreneurship, entrepreneurship education had an effect but in a negative way, and family environment had an effect on FEB students class of 2019 Muhammadiyah University of Jember's interest in entrepreneurship.

Keywords: Self-efficacy, entrepreneurship education, income expectations, family environment, and interest in entrepreneurship.

1 Introduction

Students are agents of change, or a group of people who will become future leaders of the country. Students are one of the most important tools in developing problems in this country. Bearing in mind that students are intellectuals who are highly knowledgeable and bring changes in a more advanced direction to help the country's development. \. absorb all of the available future workforce. Unemployment is not a result of choosing not to work, but because it is difficult to find work, especially in big cities. 2022 was 5.86 percent. This ratio is equivalent to 8.42 million people from more than 143 million Indonesian workforce in that period . On average, ources from the United Nations (United Nations) say that a country will be able to develop if it has a number of entrepreneurs of at least 2% of its population. According to the

minister of BUMN (2021) Erick Thohir, said that currently Indonesia already has 3.47% entrepreneurs from the total population and has exceeded the minimum limit of 2% as a minimum requirement for a society to prosper, but this ratio is still much lower compared to other countries. -other countries.

In Indonesian society is still the way to foster an entrepreneurial spirit is to spread entrepreneurial values that can foster interest in entrepreneurship among students. Interesting in the entrepreneur can be seen from the willingness to work hard and diligently to achieve the progress of the business, the willingness to bear kinds of risks related to the entrepreneurship is a person's attempt his job himself. Entrepreneurship education is the tertiary institutions' programs to equip students in order to prepare graduate students as prospective young entrepreneurs. According to research explains that encouraging can for reducing unemployment rates. This is because students are expected to mature into educated young businessmen. This is due to the fact that the current and future business world will place more emphasis on knowledge and intellectual capital. Intellectual youth who are able to compete.

Faculty of Economics Business, Muhammadiyah University of Jember has held entrepreneurship courses.

With the entrepreneurship course, an entrepreneurial spirit in students. Entrepreneurship courses can help students gain entrepreneurial knowledge. Entrepreneurship courses are theoretical in nature to increase knowledge about entrepreneurship, but are also practical in nature enabling students to produce creativity and innovation that can lead to the development of new concepts or business opportunities. In addition to entrepreneurship education, several influence entrepreneurial, namely self-efficacy, entrepreneurship certainly requires self-efficacy, namely one's belief in one's capacity to carry out a set of predetermined behaviors when faced with certain challenges. in their abilities so that they can get motivation in entrepreneurship so that they can achieve success in entrepreneurship. Someone a fairly high will try harder to realize his goal of becoming a successful entrepreneur.

The term self-efficacy belief in extent he or she evaluates their own ability to perform a task or carry out the task required to achieve a given result. The results of research variable self-efficacy the interest in entrepreneurship individual in his decision to become an entrepreneur or even decide not to become an entrepreneur.

With the expectation of income or someone's expectation of the income that will be obtained from the results of their business if someone hopes to get a higher income. At generated tends to be uncertain, even though the results of entrepreneurship depend on how one's efforts to generate high income. According to research (Peppy, 2017) states income variable Will bring in large and unlimited income, but the income from entrepreneurship cannot be predicted, sometimes it can be above the expected income, sometimes it can also be beyond the expected income. Income expectations, will arise from their immediate environment, namely the family, first environment for someone to learn and acquire new knowledge [2]. The family environment has a role in influencing a person's interest in achieving the life goals they want, including one's interest in entrepreneurship. If the family gives full support to someone by providing innovative ideas, fostering an attitude of never giving up on individuals to start a business that they will develop will certainly spur one's interest in entrepreneurship even higher, so that the entrepreneurial activities they carry out can go well in the future. The role of universities in

disseminating contributing to the expansion of activity in a nation. Therefore, it can be seen that entrepreneurship education greatly influences students' motivation in entrepreneurship. One of the efforts of the Muhammadiyah University of Jember, apart from the theory and practice given in entrepreneurship education courses, also provides a forum for students to be more motivated in entrepreneurship, one of the efforts that given by supporting entrepreneurial activities.

Many off them are less interested in entrepreneurship because of a lack of motivation and confidence to open their own business because they are afraid of the risks that will exist later, they tend to choose to look for jobs where they get a definite income every month. In fact, it is very unfortunate f or that very few participated in the selection or submitted proposals. Even though as students of the economics and business faculties they have received entrepreneurship education and field practice which is also hoped that in addition to being good educa tors, students of the economics and business faculties are also able to create jobs. To form an entrepreneurial spirit, apart from the importance for students to understand and explore the concept of entrepreneurship education, of course, students must also have a strong interest in convincing themselves because interest in entrepreneurship cannot simply appear without the presence of triggering factors in entrepreneurship itself and it is also impossible without interest.

2 Literature Review And Hypothesis Development

2.1 Theory of Planned Behavior (TPB)

Usually called this theory is a development. According to Ajzen (1991) Theory of Plan Behiores is that explains what cases make a person carry out certain actions. Usually the Theory of Planned Behavior is used to describe a person's desires or interests and not only that, but to explain a person's attitude as wel. According to Ajzen (1991),: Attitude towards the behavior Behavior towards a person's attitude refers to the formation of evaluations that have positive or negative results and this behavior influences the decision - making process properly.

1. That arises to carry out or not to carry out tha t attitude. Such as one's motivation, one's knowledge, and one's area of influence.
2. For experienced attitude assumption that is capable of carrying out certain attitudes. This manifests a person's desire and attention to carry out the action.

The Theorytis off Plan Behavioris proposededing byig Ajzenting and Fishta is about specificky behavioisr from withinning onthe humansk. The theorying explainsning to an behaviorismn will bee carr outting if some basicallying he there for desireli orly planing too doo it. TPB is verry suitablelate to bee useded too explainling variously behaviorsem in entrepreneurshipling. TPB is suitablelee to explainly anytime behaviorem whichk requiresly planing, suchk as. The TPB theoryem is suitablee forr expl[2]nglig entrepreneurialty interestem, thisis argumenting iss supportedly by Ajzent's explanationtining(1991) that therefor theoryly off planneded behaviorem is suitablee forr expl[2]ngtining behaviorem that requiresting planninging suchk ass entrepreneurship lyng (Sintya, 2019). From some of the explanations above, it can be concluded that the Theory kli of Planneded Behaviorem is a theory which states that to carry

out a behavior that requires planning, such as entrepreneurial behavior, there needs to be interest first.

2.2 Interest in Entrepreneurship

1. Definition of Interest in Entrepreneurship

The easier it is to get business capital, it will make someone have an interest in entrepreneurship because the ease of getting business capital will make it easier for someone to open a business, but conversely if you don't have capital it will make it more difficult to channel. According to ([7] & Erawati, 2021) interest in entrepreneurship is a tendency as well as being able to manage existing opportunities high enthusiasm interest in setting up a business.[20].

2. Factors Influencing

According to Kardashian, et al. (2013: 8) factors that can influence students' interest in entrepreneurship are:

1. Self-efficacy factors, ideals, enthusiasm for work, as well as perseverance and tenacity are included in self-efficacy.
2. The visionary factor of a hard worker who also has the ability to make decisions is the image of someone who thinks far ahead. This factor is called visionary because a visionary has a goal that underlies every action.
3. Expertise factor This factor is called expertise because expertise has a broad field, in which there is expertise in seeking opportunities, expertise in the form of skills, and expertise in managing money. Someone's ability to find business opportunities will trigger someone to start a new business.
4. Availability of capital and social environmental factors These social environmental factors include the work of the community around where they live and the profession of friends who motivate the emergence of an interest in entrepreneurship. The social environment where the majority are entrepreneurs will greatly influence a person's interest in entrepreneurship, because this social environment will lead a person to build a network that can help him in the process of starting a business.
5. Contextual factors These factors are called contextual because they contain statements relating to the true meaning of entrepreneurship. This factor is related to the living environment, academic support through entrepreneurship courses, as well as government and private support through entrepreneurship programs.

3. Entrepreneurial Interest Indicator

According to [8] the indicators used to measure interest in entrepreneurship include:

1. Feelings of pleasure, someone who has a feeling of pleasure or liking for a business activity. Then that person will learn business, there is no compulsion and motivation to continue entrepreneurship. Feeling happy will motivate someone to continue entrepreneurship.
2. Interest to tend to feel interested in entrepreneurship or can be in the form of an

effective experience that fosters entrepreneurial activity itself. Usually a person is interested in doing business activities due to several factors including experience and hobbies.

3. Someone who has an interest in certain business activities with attention will foster a sense of wanting to do business.
4. Involvement, is an effort activities, and understand matters related to entrepreneurial activities and always be effective and willing to do entrepreneurship and always follow developments in the field of entrepreneurship.

2.3 Self-Efficacy

1. Self-Efficacy

In social cognitive theory, one of the most important internal or personal factors or self-efficacy influencing and influencing each other so that students continue to the next level of education according to their choice and their hopes of success in getting a job after graduation. According to (Sintya, 2019) ent. Rahayu & Kurniawan, 2022) his capacity to carry out a set of predetermined behaviors when faced with certain challenges. If someone wants to open a particular business, it is necessary to have self-confidence (self-efficacy) in their abilities so that they can get motivation in entrepreneurship so that they can achieve success in entrepreneurship. Someone who has a fairly high level of self-efficacy will try harder to realize his goal of becoming a successful entrepreneur. The term self-efficacy belief in the extent evaluates their own ability to perform a task or carry out the task required to achieve a given result. Based on this description, it can be said that is a which refers to one's self-belief of being able to do something one wants, can be used as a predictor of behavior.

2. Self-Efficacy Function

How a person feels about themselves and whether or not they are successful in achieving their life goals. Self - Efficacy has the following functions:

1. Cognitive Function, self-efficacy in human cognitive processes varies greatly, so that strong self -efficacy affects personal goals. The stronger the self-efficacy, the higher the goals that individual sets for himself and which consolidate and strengthen the goals of the individual, ie.
2. The role of motivation, self-efficacy relation. Most of human motivation grows cognitively. A person motivates himself and directs his actions by thinking about the future to form beliefs about what he can do. Individuals also predict the results of future actions, set goals and plan some activities to achieve the desired future.
3. The affective function, self-efficacy has individual coping skills to determine and depression experienced in difficult and stressful situations, and also affects individual motivation levels. The stronger the self - efficacy, the more courageous a person is in facing stressful and threatening actions.

3. Self-Efficacy Indicator

According to (Hattu, 2021) indicators of Self-Efficacy include:

1. The greater the confidence the better the resulting action.
2. Human resource leadership, the ability to convince finding, creating, and implementing new ways of working and products in increasing efficiency in providing.
3. Mental maturity in business, entrepreneurship is not just knowledge, technique or skill, but rather a matter

of mental attitude through a self-process with practice and encouragement from self -motivation. Therefore, in the formation of an entrepreneurial spirit, it is necessary to avoid attitudes that hinder the mentality so that an unwanted failure does not occur.

4. Feeling able to start a business that person is able to start a .

2.4 Entrepreneurship Education

1. Definition of Entrepreneurship Education

Entrepreneurship has penetrated into the world of education, integrated into the curriculum in schools and universities. The term entrepreneurship education is increasingly popular among the public. According to [5] science that teaches values and abilities, in dealing with various life challenges, and entrepreneurship is a discipline that has complete and existing knowledge. In the context of entrepreneurship, there are two terminologies that differ conceptually but have similarities in practice. The two terms are entrepreneurship and intropreneurship. Entrepreneurship is defined as the ability to manage one's own business, while intropreneurship is defined as the ability to apply entrepreneurial concepts in managing other people's businesses. Entrepreneurship student interest in entrepreneurship. [5] states that education of Through education someone will easily get information and can overcome the risk of failure entrepreneurship education is guidance given to someone to change a person's attitude and m indset so that he is interested in becoming an entrepreneur. Students learning about entrepreneurship is a provision to gain theoretical or practical

knowledge

2. Purpose and Benefits of Entrepreneurship Education

In every implementation of an activity there must always be a goal to be achieved which will lead to benefits from the results of the activity. Likewise in the implementation of entrepreneurship education carried out by educational institutions.

1. Growing have a job creation mindset.
2. Encouraging of institutions (units/centers) for managing entrepreneurship programs in tertiary institutions.

3. Encouraging the formation of a model

3 Research Methods

This which using research instruments, analyze data statistically, which aims to describe and test the hypotheses that have been expected. Where correlation Then this study used an associative survey type. The 2019 from the Management and Accounting study program at the Muhammadiyah University of Jember, totaling 354 students, of which the number of Management students was 270 and Accounting students 84 Economics and Business class of 2019, students who are currently or have ever run a business and students who have taken entrepreneurship education courses to determine the number of samples, so this study uses the Slovin formula with an error tolerance limit of 5%.

4 Results And Discussion

Family environment FEB 2019 Muhammadiyah University of Jember. environment variable has a coefficient value of 0.151 value of 0.010 which is less than 0.05 and t count (2.617) < t table (1.97301) which means that the family environment influence FEB students class of 2019 Muhammadiyah University Jember. So that H4 is accepted. The family environment can be linked to the Theory of Planned Behavior (TPB). The stronger the support from the family, a person tends to foster an interest in entrepreneurship. This corresponds to the subjective norm of a social pressure that arises to do or not to do the behavior. Therefore the family environment can be associated with the Theory of Planned Behavior (TPB).

5 Conclusion

1. This is because students do not have high.. Low confidence in entrepreneurship to also decrease.
2. Knowledge about entrepreneurship, students already know how an entrepreneur will grow.

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