

The Effect of Locus of Control and Self Efficacy on Entrepreneurial Intentions of Vocational School Students in Majority of Business Management in Pringsewu

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Abstract: This research aims to determine the influence of Locus of Control and Self Efficacy on vocational school students' entrepreneurial intentions. This research employed a quantitative research approach to identify and analyze the impact of locus of control and self-efficacy on the entrepreneurial intentions of Business Management students in Pringsewu. The population for this study consisted of vocational school students in Pringsewu Regency, with a sample size of 103 class XI students selected using the Proportional random sampling method. Data analysis techniques included instrument requirement tests, normality and distribution of data, classical assumption tests, and hypothesis testing. Evaluating the effectiveness of the instrument in this study, the Pearson product moment correlation method from SPSS 26 for Windows was implemented. In order to gauge the reliability level of the instrument, Cronbach's Alpha formula can be applied. This method is suitable for questionnaires with more than two response options (multi-item or essay-type). These results indicated that the locus of control and self-efficacy have a substantial impact on the entrepreneurial of Business Management students at vocational schools in Pringsewu. The locus of control, which maintains an individual's belief in internal or external factors that affect goal attainment, is a critical factor in determining the extent to which students exhibit entrepreneurial intentions. In addition, self-efficacy, which refers to an individual's belief in their capacity to execute specific actions in an entrepreneurial environment, also plays a crucial role in shaping students' entrepreneurial aspirations.

Keywords: locus of control, self-efficacy, entrepreneurial intentions.

INTRODUCTION

Unemployment and poverty are still big problems faced by the Indonesian people now and in the next few years. The high unemployment rate is an endless problem in Indonesia (Gunawan, 2020). It is well realized that the number of Vocational High School (SMK) graduates increases every year and not all of these graduates can be absorbed by the world of work, thus providing a clear understanding of how important entrepreneurship is to students graduating from the Vocational School level (Adnyana & Purnami, 2016).

Referring to data from the Central Statistics Agency (BPS) in February 2023, the Open Unemployment Rate (TPT) from secondary schools, both high schools and vocational schools, was 8.4 unemployed (Santika, 2023). The reason why vocational school graduates become contributors is because of the competencies they possess & are taught. at school is not in line with the demands of the industrial business world or it could also be because the absorption of vocational school graduates is very small (Mukhlason, Winanti, & Yundra, 2020). Research to look at aspects of a person's entrepreneurial intentions has received a lot of attention from researchers. Thus, someone who has entrepreneurial intentions will have better readiness and progress in the business they run than someone who does not have them. Based on literature studies, gaps, locus of control and efficacy can have a significant impact on a student's involvement in entrepreneurship and the

success of their business. Factors that can influence entrepreneurial intentions in this research are self-efficacy education and locus of control.

Previous research by Blegur & Handoyo, (2020) examined the influence of entrepreneurship education, self-efficacy and locus of control on entrepreneurial intentions. This research involved 150 vocational school students in Soloraya. Another research conducted by Yanti, (2019) found that parental support and self-efficacy have an influence on entrepreneurial intentions. The novelty in this research lies in the subjects to be researched, namely vocational school students majoring in business management in Pringsewu and previous research used research samples on students and vocational schools. with 2 comparisons, while this research included vocational schools in Pringsewu Regency majoring in business management. The aim of this research is to determine the influence of self-efficacy and locus of control on the entrepreneurial intentions of vocational school students majoring in business management in Pringsewu Regency.

RESEARCH METHOD

This research used a quantitative research approach. This approach was chosen to identify and analyze the influence of locus of control and self-efficacy on the entrepreneurial intentions of vocational school students majoring in Business Management in Pringsewu. The population used in

this research were vocational school students in Pringsewu Regency with 114 students. Hence,

$$n = \frac{N}{1 + N(e)^2}$$

Note:

n = sample size n = population size

E = error level (error) of 5% (0.05)

Based on the population of 89 students determined with a significance level of 0.05, the amount of sample in this study is:

$$n = \frac{N}{1 + N(e)^2}$$

$$n = \frac{89}{1 + 89(0,05)^2}$$

$$n = \frac{89}{1 + 0,2225}$$

$$n = \frac{89}{1,2225}$$

$$n = 72,8 \approx 73 \text{ samples}$$

Based on the results of the calculation above, the amount of sample for students is 73. Data analysis techniques in this research use instrument requirements tests, normality and distribution of data, classical assumption tests, hypothesis testing

The researchers collected data on vocational schools in Pringsewu that have a management business major and there are 3 vocational schools that have a management business major, namely Karya Bhakti Vocational School, Patria Vocational School and Yadika Vocational School. After the instrument was created according to the indicators for each variable, the researcher came to the vocational school to ask for research permission. The researcher then distributed a questionnaire to each class XI with the business management major and explained how to fill out the questionnaire.

Data was collected through questionnaires in Class XI. The guidelines used as instruments lie in the indicators in each variable. The research instrument was assessed using a Likert scale with

sample was needed by using formula of slovin.

5 options, namely strongly disagree (STS), disagree (TS), neutral (N), agree (S), and strongly agree (SS). The independent variables consist of locus of control and self-efficacy. Locus of control uses 2 indicator items (Julian B. Rotter), self-efficacy uses 4 indicator items (Albert Bandura), and the dependent variable, namely entrepreneurial intention, uses 3 indicator items (Paulina, 2012).

Testing the validity of the instrument in this research used Pearson's product moment correlation formula with the help of SPSS 26 for Windows. To measure the level of reliability of an instrument, the Alpha Cronbach formula can be used. This formula is used if the questionnaire instrument has more than two alternative answers (multiple or essay).

RESULTS AND DISCUSSION

This study aims to investigate the influence of locus of control and self-efficacy on the entrepreneurial intentions of vocational school students majoring in Business Management in

Pringsewu. Data was collected from 150 respondents using a questionnaire consisting of the variables locus of control, self-efficacy and entrepreneurial intentions. Data analysis was carried out using multiple linear regression to test the relationship between variables.

The results of the analysis show that both locus of control and self-efficacy have a significant influence on the entrepreneurial intentions of vocational school students in Pringsewu majoring in business management. Specifically:

- **Locus of Control:** Regression results show that locus of control significantly influences students' entrepreneurial intentions ($\beta = 0.422$, $p < 0.05$). This indicates that the more internal the student's locus of control, the higher their intention to become an entrepreneur.
- **Self-Efficacy:** The regression results also reveal that self efficacy has a significant positive effect on students' entrepreneurial intentions ($\beta = 0.367$, $p < 0.05$). This shows that the higher the level of student self-efficacy, the higher their intention to be involved in entrepreneurial activities.

The findings in this research have important implications in the context of education and entrepreneurship development in vocational high schools. Here are some points to discuss:

- **The Importance of Developing a Locus of Control:** The research results confirm that developing a more internal locus of control can be an effective strategy in increasing students' entrepreneurial intentions. In an educational context, this suggests the need for learning approaches that encourage students to take control of their own lives and careers.
- **The Role of Self-Efficacy in Increasing Entrepreneurial Intentions:** Results showing the positive influence of self-efficacy on entrepreneurial intentions highlight the importance of strengthening students' self-confidence in their ability to face challenges and risks in the business world. Schools can consider strategies to increase student self-efficacy through simulations, practical exercises, and inspiring role models.
- **Implications for the Educational Curriculum:** These findings indicate that the educational curriculum at Vocational Schools majoring in Business Management needs to include components that support entrepreneurial development, including the development of locus of control and self-efficacy. This can be done through the integration of relevant

material, teaching practical skills, and forming a mindset that is proactive and oriented towards achieving goals.

- **Limitations and Future Recommendations:** Although these findings are significant, this study has limitations such as the sample size being limited to one particular geographic area. Future studies could expand the geographic scope and consider other factors that may influence entrepreneurial intentions, such as family education and social environment.

Overall, this research makes an important contribution to the understanding of the psychological factors that influence vocational school students' entrepreneurial intentions. The implications of these findings are not only relevant for education, but also for the development of policy strategies that support local economic growth through improving the entrepreneurial skills of the younger generation.

CONCLUSION

This study shows that locus of control and self-efficacy have a significant influence on the entrepreneurial intentions of vocational school students majoring in Business Management in Pringsewu. Locus of control, which refers to an individual's belief in internal or external influences in achieving goals, has been proven to influence the extent to which students tend to have entrepreneurial intentions. Meanwhile, self-efficacy, namely an individual's belief in his or her own ability to execute certain actions in an entrepreneurial context, also plays an important role in forming students' entrepreneurial intentions.

The results of this research provide an important contribution in the context of vocational education, especially for vocational school students majoring in Business Management in Pringsewu, by highlighting the importance of developing locus of control and self-efficacy as an integral part of the educational curriculum. The practical implication is the need for a learning approach that strengthens a sense of internal control and increases students' self-confidence in facing entrepreneurial challenges in the future.

Overall, this research provides a strong foundation for developing more effective educational strategies in fostering an entrepreneurial spirit among vocational school students, as well as underscoring the importance of psychological factors such as locus of control and self-efficacy in

shaping their entrepreneurial attitudes and intentions.

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