

## Antecedents and Consequences of Attitudes Student towards Entrepreneurial Intention

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### ABSTRACT

This research is a descriptive quantitative research by distributing questionnaires aimed at testing and analyzing the Effect of Business Motivation, *Self Efficiency*, and Family Environment on Entrepreneurial intention. The population of this study is students from four private campuses in West Jakarta (Esa Unggul University, Trisakti University, Tarumanagara University and Mercu Buana University) at the Faculty of Economics and Business. The sample size was 204 respondents. The analytical test tool used in this study is Smart-PLS ver. 3.3.2 with *the Structural Equation Model* (SEM) analysis method. The findings in this study show that: (1) Business Motivation has the highest value, it has a positive and significant effect on entrepreneurial intention. (2) *Self Efficacy* has the second highest value which has a positive and significant effect on entrepreneurial intention. While (3) The family environment in third place has a positive and significant effect on entrepreneurial intention.

**Keywords:** Effect of Business Motivation, *Self Efficacy*, and Family Environment Against Entrepreneurial intention

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### INTRODUCTION

Enjoying a decent life includes physical and spiritual needs, not only meeting the needs for food, clothing and housing but also opportunities for learning (education), health services (healthy environment), public services (electricity, transportation and clean water). In other words, employment opportunities or employment for every citizen is a source of income that will meet basic needs which include clothing, food and social welfare with sufficient sources of income. The decent living needs set by the government through (Presidential Regulation No. 78 of 2015) concerning Wages already cover 60 components, ranging from food and beverages (11 items), clothing (13 items), housing (26 items), education (2 items), health (5 items) and recreation and savings (2 items). In addition, the determination of the minimum wage also refers to the value of inflation and economic growth. Even so, a decent standard of living is still lacking. Population growth in developing countries tends to be high, thus exceeding capital growth. The demographic profile is younger so more of the population goes into the workforce. The industrial structure in developing countries tends to have low levels of diversified economic activity, as well as inadequate levels of population skills, making job creation efforts more complex.

The central statistics agency (BPS) recorded the number of open unemployed in February 2021 was 6.30% or recorded 3,913 members. The number of unemployed people increased in number compared to February 2020 by 3,843 people, a percentage decrease of 5.40%. The following is unemployment data based on the population aged 15 years and over according to the main types of activities in Indonesia.

Table 1. Unemployment Rate

State of Employment Status	February 2020	February 2021
	thousands of	thousands of
Working Age Population	3.843	3.913
Workforce	2.549	2.549
Work	2.411	2.388
Unemployment	136	161
Not the Labor Force	1.294	1.364

Source: bps.go.id

March 2020 there was a major event in the medical world, namely the *ongoing Covid-19* pandemic throughout the world. The Covid-19 pandemic is a severe acute respiratory syndrome 2 (*SARS-CoV-2*). A positive case of *Covid-19* in Indonesia was first detected on March 2, 2020, when two people were confirmed to have contracted it from a Japanese citizen. Until the end of July 2021, Indonesia has ranked first in Southeast Asia. In terms of mortality, Indonesia ranks third most in Asia. In response to the pandemic, several regions have imposed large-scale social restrictions (PSBB) in 2020 and then this policy was replaced by the implementation of restrictions on community activities (PPKM) in 2021. This resulted in a decline in the pace of the economy and made some offices or places where workers worked reduce the number of their workers, even to the point of closing their business locations which became mass layoffs. It is unfortunate that this large number allows there to be people who have potential in both *soft skills* and *hard skills*. This potential should be used for young people to create a job in order to avoid the difficulty of conditions like today.

Seeing these conditions, researchers conducted random sampling interviews on students of Esa Unggul University, Faculty of Economics and Business, majoring in management, that there was an interest in opening a business, and the results of the interview led to no interest in entrepreneurship. The following factors cause the low interest of students in entrepreneurship: (1) Prestige; (2) lack of confidence; (3) feeling unable to attract buyers (lazy); (4) absence of capital; (5) difficulty in saving time; (6) Fear of Failing to See from Other People's Experience.

Based on these results, students are influenced by internal and external factors, on internal factors, students feel prestige, not confident and feel unable to attract buyers (lazy). As for the external factors of students caused by the absence of capital, difficulty in dividing time and fear of failing to see from the experience of others. And from the results of the interview, students are also aware of the importance of entrepreneurship as from the expressions of the students themselves, some say that entrepreneurship can get many friends, experiences, especially seeing the current economic situation, at least there are side jobs such as entrepreneurship. Entrepreneurship can help in terms of daily life needs, entrepreneurship can make oneself independent, get many acquaintances and many other benefits, entrepreneurship can produce material, and help lecture needs.

Interest is needed for young people such as students who are entrepreneurial in order to be able to identify business opportunities, then utilize business opportunities to create new job opportunities. The interest of each student or female student to entrepreneurship is certainly different. Interest is not carried from birth but grows and develops according to the factors that influence it according to Soelton, *et al.*, (2017). Judging from the largest number, the factor that can influence the first entrepreneurial interest is business motivation, high motivation must exist in someone who wants to become a successful entrepreneur, because with high motivation can form a mentality to always be superior and do everything beyond existing standards according to Sintya, (2019).

The second factor is *Self-efficacy*. *Self-efficacy* according to Dewi (2019), is a person's belief in his ability to exercise control over one's functions and events in the environment, also describes as determining people feeling, thinking, motivating, and behaving. *Self-efficacy* in entrepreneurship is seen as a construction to determine goals and *control beliefs*. *Self-efficacy* reflects an individual's understanding of his or her abilities based on past experiences and attribution to performance and attention to effort according to Jailani, *et al.*, (2017).

The third factor is the family environment, the family environment is the first environment of a person in his life. The family environment consists of parents, siblings and other closest family. In a family environment, one of the parents will influence their children in determining their future, for example in terms of work. Being an entrepreneur cannot be separated from the support of parents or family, if the family provides support and a positive influence on entrepreneurial interest, then someone will have an interest in entrepreneurship, but if the family does not support someone to entrepreneurship, the interest in entrepreneurship will be smaller or have no interest in entrepreneurship and that interest will disappear. In Sintya's research (2019), Jailani *et al.*, (2017) stated that motivation variables have a significant effect on entrepreneurial interest. Meanwhile, according to Dewi (2019) stated that motivation has no effect on entrepreneurial interest.

The problem in this study is: Does business motivation, self-efficacy and family environment affect entrepreneurial interest? While the purpose of this study is to determine the influence of business motivation, self-efficacy and family environment on entrepreneurial interest.

## LITERATURE REVIEW

### 1. Entrepreneurial Intention

Intention is a sense of liking and interest in something or activity without anyone telling you to. Someone who has an interest in an activity will do the activity with pleasure, Sintya (2019). While Harwani (2018) expressed Intention, which is a statement of individual attitudes regarding how to behave in the future. While Khairani (2017) states that "Interest is different from talent, interest arises from familiarization with the environment and the results of interacting and learning with the environment". Interest can also be interpreted as a will, desire or liking.

When someone judges that something will be useful, it will become interested, then it will bring satisfaction. And when satisfaction decreases, then interest will also decrease. This explains that individual behavior towards something is

still strongly influenced by the size of interest in something. Interest encourages children to try harder than children who are less interested (Yanti, 2019). Based on this opinion, researchers concluded that interest is a great liking and interest in something that is seen as providing benefits and satisfaction to him so that it encourages individuals to participate in the activity without anyone telling them to.

An entrepreneur is someone who can create things and process new raw materials. In line with Sintya's opinion (2019), entrepreneurs are people who break the existing economic system by introducing new goods and services, by creating new organizational forms or processing new raw materials. Meanwhile, according to Lindiwatie (2017), entrepreneurship is someone who is able to produce or create added value through the maturation of his ideas and unite the resources he has and realize them.

Based on this description, it can be understood that entrepreneurs are people who are able to analyze conditions and see an opportunity accompanied by starting a new business with the courage to take risks and be able to generate added value through their ideas and resources. Simply said that entrepreneurs are people who have the ability to see and assess business opportunities or opportunities (Puspitowati, 2019). Entrepreneurship is a person or individual who carries out the process of creating welfare or added value, through tolerating or hatching ideas by combining resources and realizing them into reality. Then in simple terms the meaning of entrepreneurship (entrepreneur) is a person who has a brave spirit in taking risks to open a business on various occasions. Having the spirit to take risks means being mentally independent and daring to start a business, without being overwhelmed by fear or anxiety even in uncertain conditions, Melayani (2017). In Efendi's research, Yudhati (2017), defines an entrepreneur as someone who has the creativity of a new business by bravely bearing risks and uncertainties that aim to seek profit and business growth based on identifying opportunities and being able to utilize resources and respond to opportunities.

Setyaningsih, Sukardi (2020) said that the interest in entrepreneurship is a change in the attitudes and views of the younger generation of our nation's intellectual candidates and a change in the attitude of parents who like and allow their sons and daughters to go into the business field. Many teenagers say that they really like business activities, they prepare provisions, in the form of mental and supporting skills. Empress, *et al.*, (2020) states that entrepreneurial interest is an individual's strong desire for entrepreneurial activities through certain behaviors. So it can be concluded that the interest in entrepreneurship is the desire of interest and availability to work hard or to be strong-willed with the concentration of attention to try to meet the needs of life without having to be afraid of the risks that will be faced, always learn from the failures experienced, and develop the business it creates.

Empress, *et al.*, (2020) suggests that interest in entrepreneurship has several indicators, namely: (1) Strong will in achieving goals and necessities of life; (2) Confidence in one's own strength; (3) Responsible and honest behavior; (4) Physical and mental endurance; (5) Tenacity and perseverance in trying and working; (6) Think creatively; (7) Future-oriented thinking; (9) Dare to take risks

### **Business Motivation**

To motivate people, it is necessary to know how motivation works, Hafsari (2021). When humans will carry out activities, they will be influenced by a psychological condition that encourages them to carry out these activities. Entrepreneurial motivation is an encouragement that arises from a person to take or carry out activities related to the field of entrepreneurship, Sintya (2019). The role of motivation in entrepreneurship can be analogous to engine drive fuel. Adequate business motivation will encourage active behavior in entrepreneurship, Ardiyanti (2019). Someone continues to strive to be able to understand in more detail about entrepreneurship and with the need for someone to become a successful entrepreneur can encourage learning motivation, Jailani (2017). Motivation is a psychological process that can cause stimulation, persistence, and direction to activities carried out by someone voluntarily at a certain goal. With the aim of meeting the goals of these needs, motivational work will automatically be able to realize it, Setiawan (2019).

The influence of motivation on students' entrepreneurial intentions in carrying out the entrepreneurial process is influenced by motivation, because motivation spurs students' enthusiasm to continue running a business until they achieve their goals. Motivation according to Nurlian (2020) is a process that causes individual intensity, in an effort to march continuously to achieve goals. The motivation that encourages students in carrying out the entrepreneurial process is divided into two things, namely motivation that exists within oneself (*intrinsic*) and motivation from the surrounding environment (*extrinsic*). In accordance with research conducted by Wahyudi (2018) entitled "The Influence of Competence, Motivation and Internal Environment on Entrepreneurial Interest and Its Impact on the Aceh Export Import Entrepreneurs Association", it shows that variables from the *internal*, *external*, and business motivation have a positive and significant influence on entrepreneurial interest.

H1: Business motivation has a positive and significant effect on entrepreneurial interest

### **Self Efficacy**

*Self-efficacy* contributes greatly to a person's interests, perceptions and actions in a variety of ways. *Self efficacy* in entrepreneurship is seen to determine *Control Belief*. *Self-efficacy* reflects an individual's understanding

of his abilities, Jailani (2017). *Self-efficacy* is a person's belief so that they can master a situation and produce various positive and useful results, Sintya (2019). Meanwhile, according to Dewi (2019) Self-efficacy is a person's belief in his ability to exercise some form of control over the person's own functions and events in the environment, also describing it as a determinant of people feeling, thinking, motivating, and behaving.

Efficacy varies from one situation to another, depending on the competencies needed for different activities, Azwar (2019). Fatimah (2018) states that self-efficacy as a result of individual evaluation of self-ability and potential will be the basic behavior to face future tasks. The difference in *self-efficacy* in each individual lies in three components, *namely Magnitude, Strength, and Generality*, Sintya (2019). Each has important implications for performance which are more clearly described as follows:

- 1) *Task difficulty (Magnitude)* i.e. a problem related to the degree of difficulty of an individual task. This component has implications for the selection of behaviors that individuals will try based on expectations of efficacy at the level of task difficulty. The individual will attempt to perform a specific task that he can perform and will avoid situations or behaviors beyond his ability.
- 2) *Strength*, which relates to the strength of an individual's belief in his abilities. A strong and steady appreciation for individuals will encourage perseverance in striving to achieve goals, even though they may not have supporting experiences. Conversely, weak and doubtful appreciation of one's own abilities will be easily shaken by unsupportive experiences.
- 3) *Generality*, which is related to a wide range of areas of behavior in which individuals feel confident in their abilities. Individuals can feel confident in their abilities, depending on their limited understanding of their abilities in a broader and varied set of activities and situations.

The self-efficacy indicator refers to 3 dimensions of self-efficacy, namely the level dimension, the generality dimension, and the strength dimension. Hasanah, et al., (2019) formulates several self-efficacy indicators, namely: (1) Confident that they can complete certain tasks; (2) Confident that they can motivate themselves to take the necessary actions; (3) Confident that he is able to try hard, persistently and diligently; (4) Confident that oneself is able to face obstacles and difficulties; (5) Confident that you can complete tasks that have a wide range.

The relationship between self-efficacy and entrepreneurial interest. Self-efficacy is one of the supporting factors for success in making a business. Kusuma (2018) defines self-efficacy as difficulties by performing difficult tasks or overcoming difficulties with their abilities. Self-efficacy is also an individual's belief in being able to overcome and complete a task that may be embarrassing or failing or successful. Self-efficacy as a reference in using the ability to face difficulties, and memola thoughts and emotional reactions experienced. The exposure can be concluded that self-efficacy is the belief or ability of oneself to be able to control the situation and be able to overcome the condition wisely. The above statement shows that self-efficacy is not the same as the appreciation of results (outcome expectation), self-efficacy is the appreciation of excellence or self-mastery (personal mastery expectation).

H2: Self efficacy has a positive and significant effect on Entrepreneurial Interest.

### **Family Environment**

The family environment is a primary environment that has a strong influence on individuals compared to the secondary environment (society), Understanding the environment itself is a collection of all conditions and influences from outside on the life and development of an organization, Wiani, *et al.*, (2018). According to Serving (2017), the family environment is the smallest community group consisting of father, mother, and child, and other family members. Wiani, *et al.*, (2018) interpret in a broad sense, family is a life alliance established by affection between couples of two types of humans confirmed by marriage, which means perfecting each other. Just as Kurniawati (2018) said, the family environment is a supporter as well as a developer for oneself.

There are three things that affect a person's development. The indicators of the family environment according to Indriyani, Subowo (2019) are:

- 1) Family functioning. Along with the course of life that is colored by external factors (physical, psychic, and moral conditions of family members) and external factors (socio-cultural changes), each family experiences various changes. A *functional* (normal) family is a family that has been able to carry out its functions. The four principles of family roles are modeling, *mentoring, organizing, and teaching*.
- 2) Attitude and treatment of parents towards children. There are several patterns of attitudes or treatment of parents towards children, each of which has an influence on the child's personality. Parents' attitudes and behaviors towards children will basically be role models for children in undergoing their life processes which also affect their development, including entrepreneurial interests.
- 3) Economic status. Economic status is considered a factor that influences the growth and development and personality of adolescents. Parents who have low economic status, tend to emphasize more obedience to figures who have authority, while the economic status of the upper and middle classes tends to emphasize

the development of initiative, curiosity, and creativity of children. This will affect the process of the child's entrepreneurial interest.

The relationship between the family environment and entrepreneurial interest. In this case, it can be explained that the work of parents often seems to have the influence of parents who work alone and open their own businesses, so it tends that their children will become entrepreneurs (Wiani, *et al.*, 2018). The situation where you have your own business, then this is used as inspiration by children. Such parents tend to support their children's courage to make their own efforts after adulthood. Parents or families are also the foundation for the preparation of children so that in the future they can become effective workers.

H3: The family environment has a positive and significant effect on entrepreneurial interest.

## METHOD

The time of this study was carried out from May 2022 to January 2023. The process of data collection and data collection was carried out online through *google form* using questionnaires or questionnaires distributed to the association of students and students of Esa Unggul University, Trisakti University, Tarumanagara University and Universitas Mercu Buana through electronic messages, namely whatsapp, where the four universities were the population in this study. This study uses descriptive quantitative methods, where research that seeks to describe a symptom, event and occurrence that occurs at the present moment where researchers try to photograph events and events that are the center of attention to then be described as they are.

The sampling technique used in this study is *non probability sampling*. The sampling technique is a sampling technique. To determine the sample to be used in research, there are various sampling techniques used. Sampling techniques can basically be grouped into two, namely probability sampling *and* non-probability sampling, Sugiyono (2018). The type of *non probability sampling* used in this study is incidental sampling. This incidental sampling is a sampling technique based on chance, where anyone by chance / incidentally meets the researcher can be used as a sample, when it is considered that the person who happened to meet matches the data source.

The determination of the number of samples used by the authors in this study is based on the formula (J. F. Hair *et al.*, 2017), to be representative if the researcher wants to generalize his findings. So the sample in this study was 210 students

With the criteria they occupy the 5th semester.

## Data Collection Methods

According to Sugiyono (2018), there are three main things that affect the quality of research data, namely the quality of research *instruments*, the quality of data collection and data analysis. The quality of *research instruments is concerned with the validity and reliability* of the instruments *and* the quality of data collection is concerned with *the accuracy* of the methods used to collect data. To collect information about responses or responses in the entrepreneurial interest of students or students, this research uses questionnaire collection techniques in the form of *google forms*.

The data analysis method used in this study is the PLS (*Partial Least Square*) *Analysis method* with the help of SmartPLS application version 3.3.2 (Ghozali and Latan, 2014).

## RESULTS AND DISCUSSION

Based on the results of collecting questionnaire data sent to respondents as many as 210 students, but the answers that can be processed for data processing are only 204 samples. So it can be known a general description of the characteristics of respondents based on gender, age, status, and pocket money per month. For more details, below is presented one by one the general description of research respondents.

The characteristics of respondents based on gender can be seen that from 204 respondents there were 96 respondents or 47.1% were male, while the remaining 108 respondents or 52.9% were female. Based on the data above, it can be seen that most students at four universities in West Jakarta, especially the Faculty of Economics and Business, are male. The characteristics of respondents based on current age, show that of the 204 respondents who have the highest number are respondents with the current age between 20-25 years, which is 192 respondents or 94.1% and the lowest are respondents with the current age between <20 years, which is 2 respondents or 2%.

The characteristics of respondents based on status showed that from 204 respondents, the number of respondents with living status with parents was 85 respondents or 41.7%, while respondents with independent living status (boarding / contracting) were 119 respondents or 58.3%. The characteristics of respondents based on pocket money per month show that of the 204 respondents, the most respondents with pocket money per month >IDR 1,500,000 are 82 respondents or 40.2%, while the smallest respondents with pocket money per month <IDR 500,000 are 11 respondents or 5.4%.



## Descriptive Respondents' Answers

Descriptive statistics are used to interpret the mean magnitude, highest value, lowest value, and standard deviation of the study variables. From the statistics obtained in this study, it can be explained that from 30 items of instruments submitted to 204 respondents, it was obtained that:

### 1) Descriptive Results of Questionnaire Answers to Business Motivation Variables

The instrument for business motivation that has the highest mean value is found in the statement "I am not satisfied with my current income" which is 4.20 with a standard deviation value of 0.886, while for the lowest mean value there is in the statement "I am interested in entrepreneurship because I want to try challenges in the business world" which is 3.05 with a standard deviation value of 0.683.

### 2) Descriptive Results of Self Efficacy Variable Questionnaire Answers

The instrument for the self-efficacy variable that has the highest mean value is found in the statement "I am able to face obstacles and difficulties in learning and working" which is 4.56 with a standard deviation value of 0.589, while for the lowest mean value is found in the statement "I am confident in my own ability to complete the task" which is 3.56 with a standard deviation value of 0.830.

### 3) Descriptive Results of Family Environment Variable Questionnaire Answers

The instrument for the family environment variable that has the highest mean value is found in the statement "My parents strongly support me to become an entrepreneur" which is 4.34 with a standard deviation value of 0.661, while for the lowest mean value there is in the statement "My parents always teach me to be honest in entrepreneurship" which is 3.72 with a standard deviation value of 0.678.

### 4) Descriptive Results of Answers to the Entrepreneurial Interest Variable Questionnaire

The instrument for the variable of entrepreneurial interest that has the highest mean value is found in the statement "I have a very large entrepreneurial opportunity" which is 4.53 with a standard deviation value of 0.556, while for the lowest mean value is found in the statement "I have a sense of responsibility and honest attitude to become an entrepreneur" which is 3.51 with a standard deviation value of 0.700.

## Evaluation of Measurement (Outer) Model

### a. Convergent Validity Test Results

Convergent Validity testing of measurement models with reflexive indicators is assessed based on the correlation between item score or component score with construct score calculated with PLS. An individual indicator is considered valid if it has a correlation value above 0.70. By looking at the results of the correlation output between the indicator and its construct, it can be seen that the indicators M1, M6, M11, M14, SE1, and MB4 have a loading factor value of less than 0.70. Therefore, such indicators will be eliminated from the model.

b. Discriminant Validity Test Results. Discriminant validity testing, namely reflective indicators, can be seen in cross loading between indicators and their constructs. An indicator can be declared valid if it has the highest loading factor to the intended construct compared.

## 2. Test the Hypothesis (Inner Model)

Inner model *testing* is the development of concepts and theory-based models in order to analyze the relationship between exogenous and endogenous variables that have been described in a conceptual framework.

### c. Results of Hypothesis Testing (Estimation of Path Coefficients)

The estimated value for path relationships in the structural model should be significant. The significance value of this hypothesis can be obtained by *the bootstrapping procedure*. See the significance of the hypothesis by looking at the value of the parameter coefficient and the significance value of *T-statistics* in the *bootstrapping report algorithm*. To find out the significant or insignificant seen from the T-table at  $\alpha 0.05 (5\%) = 1.96$ , then the T-table is compared with *the T-count (T-statistical)*.

Table 2. Hypothesis Testing Results

	<i>Original Sample</i>	<i>Standard Deviation</i>	<i>T-Statistics</i>	<i>P Values</i>	Information
Business Motivation → entrepreneurial intention	0.619	0.084	7.420	0.000	Positive - Significant
<i>Self Efficacy</i> → entrepreneurial intention	0.259	0.077	3.382	0.001	Positive - Significant
Milieu Family → entrepreneurial intention	0.248	0.088	2.811	0.001	Positive - Significant

Source: PLS Output

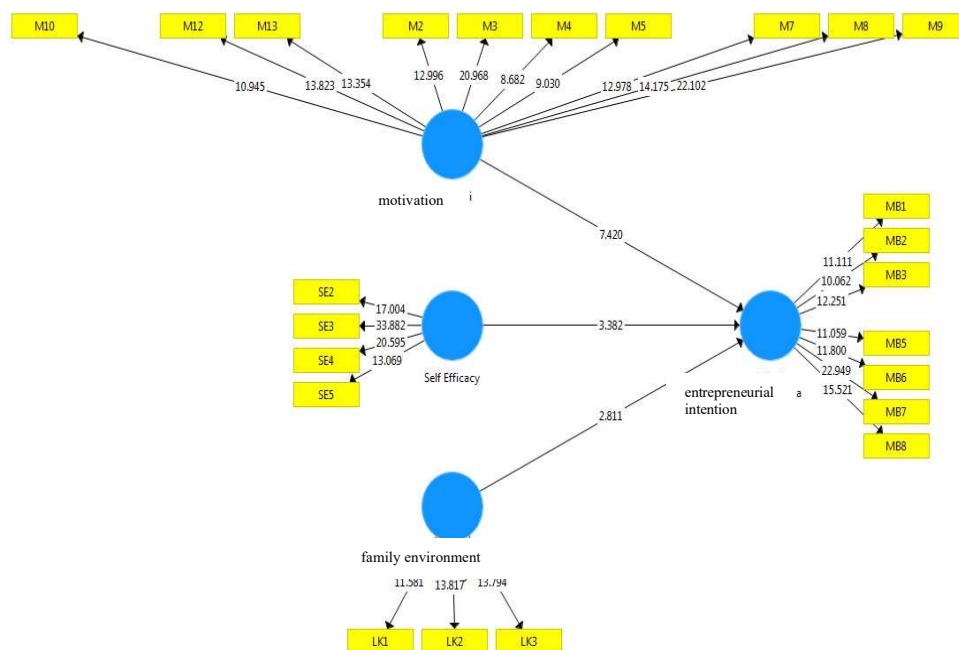


Figure 1. Bootstrapping Test Results  
 Source: PLS Output

### Discussion of Research Results

#### 1. The Influence of Business Motivation on Entrepreneurial Intention

Based on the hypothesis test in this study, the results of T-statistic values of 7,420, original sample values of 0.619, and P Values of 0,000 were obtained. The T-statistic value is greater than the T-table value of 1.96, the original sample value shows a positive value, and the P Values value shows less than 0.05, this result shows that business motivation has a positive and significant effect on entrepreneurial intention.

From the results of the study, it can be concluded that students' entrepreneurial intentions in carrying out the entrepreneurial process are influenced by motivation, because motivation spurs students' enthusiasm to continue running a business until they achieve their goals. Motivation according to Nurlian (2020) is a process that causes individual intensity, in an effort to march continuously to achieve goals. The motivation that encourages students in carrying out the entrepreneurial process is divided into two things, namely motivation that exists within oneself

(intrinsic) and motivation from the surrounding environment (extrinsic). This research is supported by research by Sintya (2019), Dewi (2019), and Wahyudi (2018) which found that motivational variables have a positive and significant influence on entrepreneurial interest.

## 2. The Effect of Self Efficacy on Entrepreneurial Intention

Based on the hypothesis test in this study, the results of T-statistic values were obtained of 3,382, original sample values of 0.259, and P Values of 0.001. The T-statistic value is greater than the T-table value of 1.96, the original sample value shows a positive value, and the P Values value shows less than 0.05, this result shows that self-efficacy has a positive and significant effect on entrepreneurial intention.

This is because self-efficacy for the success of a business in making a business is needed. Where, self-efficacy is one of the supporting factors in order to successfully create a business. Kusuma (2018) defines self-efficacy as difficulties by performing difficult tasks or overcoming difficulties with their abilities. This is one of the factors that affect a person's performance in achieving a certain goal. Self-confidence has the value of confidence, optimism, individuality, and independence. A person who has trust tends to have confidence in his ability to achieve success. So if individuals have a high level of self-confidence, the result will increase interest in doing entrepreneurship. The results of this study support research conducted by Jailani (2017), Yanti (2019) and Dewi (2019) which explains that there is a significant influence of self-efficacy on entrepreneurial intention.

## 3. The Influence of the Family Environment on Entrepreneurial Intention

Based on the hypothesis test in this study, the results of the T-statistic value of 2,811, the original sample value of 0.248, and the P Values of 0.001 were obtained. The T-statistic value is greater than the T-table value of 1.96, the original sample value shows a positive value, and the P Values value shows less than 0.05, this result shows that the family environment has a positive and significant effect on entrepreneurial intention.

In this study, it was found that the family environment affects the intention in entrepreneurship where the more conducive the family environment around, the more encouraging someone will be to become an entrepreneur. Students whose family background or siblings own businesses have a greater level of entrepreneurial intention than students whose families or siblings do not have businesses. In this case, parental experience is an encouragement in the form of opinions on things based on the knowledge and experience they have which is useful for providing input so as to ultimately influence the decisions to be taken. There are often cases in society, where the influence of parents who work alone and have their own businesses tends to result in their children becoming entrepreneurs as well. Another thing, the work of parents can have a significant effect on entrepreneurial intentions. This research is supported by research by Agusmiati (2018), Melayani (2017), and Wiani, *et al.* (2018) which concludes that the family environment affects entrepreneurial intention.

## CONCLUSION

This study tried to analyze variables related to motivation, self-efficacy, family environment, and entrepreneurial intention. The results of this study obtained conclusions:

1. Business motivation has a significant positive effect on the interest in entrepreneurship in students of four private universities in West Jakarta. This means that the higher the level of motivation of an individual, the intention in entrepreneurship for each individual will also increase.
2. Self-efficacy has a significant positive effect on the intention in entrepreneurship in students of four private universities in West Jakarta. This means that if a student's self-confidence (self-efficacy) is high, it will result in increased student interest in doing entrepreneurship.
3. The family environment has a significant positive effect on the intention in entrepreneurship in students of four private universities in West Jakarta. This means that the more supportive one's family environment is in entrepreneurship, the result will increase interest in entrepreneurial intentions.

## Suggestion

- 1) Education providers, especially four private campuses in West Jakarta, are expected to provide support by making a concept challenge, such as creating a campus bazaar event for entrepreneurial practice for students and can also create an entrepreneur or business incubator.
- 2) Students are expected to have high confidence in realizing entrepreneurial intention. The campus should support the realization of students' self-efficacy attitudes, for example by holding competition events to design business concepts between campuses.
- 3) As a family, it is expected to really support and give direction to their children, such as providing education about life after graduation and if you want to be entrepreneurial, you can apply an honest attitude.

Suggestions for future researchers should be that prospective researchers can redevelop variables that have not been used in this study, researchers can then use variables of emotional intelligence, character, skills, attitude and so on.



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