

## The Influence of Beliefs, Attitudes, Subjective Norms, and Behavioral Control Perceptions of the Entrepreneurial Intentions of Students of SMK Negeri 1 Slawi

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### Abstract

The purpose of this study was to determine a) the influence of beliefs, attitudes, subjective norms and perceptions of behavioral control on entrepreneurial intentions; b) the influence of trust on attitudes, subjective norms and perceptions of behavioral control; c) the influence of trust on entrepreneurial intentions through entrepreneurship attitudes, the influence of trust on entrepreneurial intentions through subjective norms, and the influence of trust on entrepreneurial intentions through the perception of behavioral control of students of SMK Negeri 1 Slawi. The results of this study are a) trust has no effect on student entrepreneurial intentions, entrepreneurial attitudes, subjective norms, behavioral control perceptions, have a positive and significant effect on entrepreneurial intentions. b) trust has a positive and significant effect on entrepreneurship attitudes, subjective norms, and perception of control c) trust influences entrepreneurial intentions through entrepreneurship attitudes, trust influences entrepreneurial intentions through subjective norms and trust influences entrepreneurial intentions through behavioral control perceptions.

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## INTRODUCTION

Entrepreneurship is a very appropriate means to support the development of a country's economy, because entrepreneurship is one of the essential factors in developing the country's economy. The increasing number of people who are entrepreneurial will directly encourage the development of the country's economy towards the aspired era of development. The entrepreneurial community will be faced with a variety of choices of types of businesses that they are able to run based on skills and interests. In addition, the public will also be faced with so many considerations, such as the choice of business types that have a profound influence on future careers, such as business prospects, turnover, social values, and so forth.

There are several factors that inhibit Indonesia to become a developed country, one of which is caused by the lack of citizen's interest to try and work. Minister of Cooperation SMEs (Small and Medium Enterprise), Syarief Hasan said that in theory, a country can be categorized as developed if it has a minimum of 2% entrepreneurs from the total population. While in Indonesia, only 1.56% of the total population. This figure is still far compared to the percentage of developed countries, such as the United States with 12%, Japan with 10%, and Singapore with 7%. According to Jihad based on Sakernas data (National Labor Force Survey) 2007-2017 vocational high school (SMK) graduates who immediately worked in the graduation year are on 43.4 percent in 2007 and increased considerably to 61.3 percent in 2017 and based on 2015 SMK basic data sent via sample of 1224 SMK from 10.735 SMK throughout Indonesia recorded worked graduates reached 69.59 percent with details of 53.99 percent working in industry and 15.6 percent entrepreneurship; 28.3 percent went to college and 2.12 percent were unemployed.

Slawi 1 Vocational High School (SMK) offers special expertise programs to students, the programs include office administration, accounting and marketing. With the vision to carry out education and training that enable to produce graduates in accordance with the demands of the business or the industrial world in

the present and the future. It is also the mission of the school that is, first is to carry out education and training that give students competencies based on their study program. To have adequate basic skills, resilience, honesty and discipline. The second mission is to foster the entrepreneurial spirit. The third mission is to establish cooperation with the world of business or the industry in implementing the dual education system, practice and absorption or distribution of graduates. Slawi 1 Vocational High School as an educational institution that produces workforce and middle-level entrepreneurs, is required to be able to prepare work ready graduates based on Competence (office administration, accounting and marketing) and strive to be independent with a high level of entrepreneurial intents in accordance with the vision and mission of the Slawi 1 Vocational high School. All three study programs provide entrepreneurship subjects in developing entrepreneurial intents. Data of the last three years in Slawi 1 Vocational High School, shows that Graduates tend to prefer becoming employees and workers rather than continuing to college or entrepreneurship, as shown in the following table:

**Table 1.** 1 Slawi 1 Vocational High school Graduates Line of Work

Line of Work	Number of Graduates		
	2014	2015	2016
College	39	44	35
Employee and worker	162	162	165
Entrepreneur	2	2	2
Others	0	0	22

Based on Table 1.1 the number of graduates in Slawi 1 Vocational High school who chose to continue their studies in 2014 were 39 students, in 2015 there were 44 students and in 2016 there were 35 students. Slawi 1 Vocational High school Graduates who chose to become employees and worker in 2014 were 162 students, in 2015 there were 162 students and in 2016 there were 165 students. Slawi 1 Vocational High school Graduates who chose to become entrepreneurs in 2014 were 2 students, in 2015 there were 2 students and in 2016 there were 2 students. While those who chose the other (married and unemployed) were 22 students in 2016.

In Table 1.1 we can conclude that there is a gap between the numbers of graduates who become entrepreneurs with other professions. The problem at hand is the lack of students' intent to become entrepreneurs after graduating from school, this is indicated by the number of entrepreneurs who graduated from Slawi 1 Vocational High school in 2014 as many as 2 students, in 2015 as many as 2 students and in 2016 as many as 2 students. Students are more interested in being employees and workers rather than starting a business or being an entrepreneur. This is in accordance with Tony Wijaya's research (2007) that several things causes vocational students lack of interest in entrepreneurship after graduation, because they do not dare to take risks, fear of failure, lack of confidence, lack of capital, lack of motivation, and do not wish to become independent.

Entrepreneurship is a creative and innovative skill in creating something new and different that is used as a basis, tips on business or life improvement. According to Eddy Soeryanto Soegoto (2009) "entrepreneurship is a creative business that is built based on innovation to produce something new, has added value, provides employment benefits, and the results are useful for others". Entrepreneurship is closely related to innovation and something new and brings benefits to welfare. Zimerer in Suryana (2003) defines entrepreneurship as "applying creativity and innovation to solve the problems and exploit opportunities that people face every day." Entrepreneurship is the spirit, attitude, behavior and skills of a person in handling businesses and or activities that lead to an efforts to find, create, implement work methods, technologies and new products by increasing efficiency in order to provide better services and or obtain greater profits (Inpres No. 4 of 1995).

Tubbs & Ekeberg (1991) states that entrepreneurship intents are representations of actions planned to carry out entrepreneurial behavior. Before a person starts a business (entrepreneurship) it takes a strong commitment to start it. Linan (2008) also believes that entrepreneurial intents are defined as awareness and belief by an individual that they intend to establish a new business venture and plan to do so in the future. Entrepreneurial intent can be

measured based on the scale of entrepreneurial attitudes with indicators of intention to prepare their own business which is a representation of the actions planned to prepare their own business (Linan, 2008).

Belief plays a central role in the theory of planned action. Belief measurement get a cognitive groundwork, namely why respondents choose attitudes, subjective norms, perceived behavioral control, and with that basis, the theory can be used as an intervention to change behavior in the organization or research population. The beliefs used are the latest beliefs that are readiness in the respondents' memories, important beliefs are related to the variables studied, which can also be identified from the initial survey before making a measurement tool. The structure of the theory can be seen in the following picture. The strength of beliefs and evaluation of behavioral results for the measurement of beliefs, are substantive information regarding attitudes, which guide the decision to take action, or not to take certain actions, as a reflection of attitude.

In his description of beliefs in relation with attitudes, Ajzen states that attitudes towards behavior are determined by beliefs concerning the behavior consequences, outcomes, and costs in relation to the object of attitude (Ajzen, 2005). The power of belief and evaluation of the expected/cognitive outcomes are included in the questionnaire.

Attitude is a factor in a person who is studied to give a positive or negative response to the assessment of something given. Jogiyanto (2007) defines attitude as "evaluation of belief or positive or negative feelings of someone if they have to do a predetermined action". Another opinion expressed by Mowen and Minor (2002) "attitude is the essence of the likes and dislikes towards people, groups, situations, objects and certain intangible ideas". Peter and Olson (1999) also define "attitude as an overall concept of evaluation carried out by someone". According to Toni Wijaya (citing Gadaam's 2008 statement) that entrepreneurial attitudes are measured based on the scale of entrepreneurial attitudes with indicators of being interested in business opportunities, a positive outlook on business failure and love to face risks in business (2008).

According to Simamora (2005) explains "only the main beliefs that cause or create a person's attitude towards certain objects." Therefore, key to understanding consumer attitudes is to identify and understand what underlies the main beliefs. The main belief is something that is activated at any given moment. Main beliefs are obtained through various experiences. Consumers get various beliefs about products, brands, and other objects. This study examines beliefs, attitudes, subjective norms and perceived behavioral controls of students' entrepreneurial intents. In order to facilitate the understanding and analysis of problems, a framework is needed to describe endogenous and exogenous variables that will be used. In this study, researchers adopted the framework from Ajzen's Theory of Planned Behavior (1991). Based on this framework, it can be explained that a one's entrepreneurial behavior is determined by his intent, and that one's intent is rooted in the attitudes, subjective norms and perceived behavioral controls.

Based on this, firstly researcher wanted to find out whether the factors of entrepreneurial skills influence the attitude of entrepreneurship, subjective norms and perceived behavioral controls. Secondly researchers wanted to find out whether attitudes affected students' entrepreneurial intents. Third, whether subjective norms affect student entrepreneurial intents and finally researchers want to find out whether perceived behavioral controls affect student entrepreneurship intents at Slawi 1 Vocational High school. According to Sugiyono (2010), the hypothesis is a temporary answer to the research problem formulation.

Hypothesis proposed in the study is as follows; H1: Confidence has a positive and significant influence on entrepreneurial intent; H2: Attitude positively and significantly influences the entrepreneurial intent; H3: Subjective norms have a positive and significant influence on entrepreneurial intents; H4: perceived behavioral control has a positive and significant influence on entrepreneurial intent; H5: Confidence has a positive and significant influence on attitude, H6: Confidence has a positive and significant influence on subjective norms; H7: Confidence has a positive and significant influence on

perceived behavioral control; H8: Confidence has a positive and significant influence on entrepreneurial intents through attitude; H9: Confidence has a positive and significant influence on entrepreneurial intents through subjective norms; H10 : Confidence has a positive and significant influence on entrepreneurial intents through perceived behavioral controls.

## RESEARCH METHODS

This research uses quantitative research methods. According to Sugiyono (2012) it is named quantitative method because the research data are in the form of numbers and analysis using statistics. Quantitative methods are used if the problem is a deviation between what should be and what happens, between the rules and the implementation, between theory and practice, between the plan and the implementation of this research, this research starts from the process of collecting data in the form of a questionnaire filled out by respondents. The first step is to calculate the validity of the data obtained from respondents using the validity and reliability tests. The construct validity test is performed with a confirmatory factor analysis (CFA) using the version 22.0 SPSS (Statistical Product and Service Solutions) program for windows. While the construct reliability test is using the Composite reliability and Cronbach S Alpha parameters uses the version 22.0 SPSS (Statistical Product and Service Solutions) for windows.

In this study there are five variables, which consists of entrepreneurial skills, attitudes, subjective norms, perceived behavioral control and entrepreneurial intents. These variables are further grouped into two types, namely: 1). Exogenous Variables, According to Ghazali I. (2009), exogenous variables (independent) are variables that are not influenced by the previous variable ". In this study there are four exogenous variables which include entrepreneurial skills, attitudes, subjective norms, perceived behavioral controls; 2). Endogenous Variables, According to Ghazali I. (2009), endogenous variables are variables that are influenced by previous variables ". In this study there is one endogenous variable, namely entrepreneurial intent. The variables examined in this study are entrepreneurial intents

as the dependent variable, while the independent variables used are confidence, entrepreneurial attitudes, subjective norms, and perceived behavioral controls. These variables are operationally defined as follows: 1). Confidence (X1); 2). Attitude (X2); 3). Subjective Norms (X3); 4). Perceived behavioral control (X4); 5). Entrepreneurial Intent (Y)

Data analysis is an activity carried out to process and analyze data that has been collected. Data analysis in this study was carried out with the help of the version 22.0 SPSS (Statistical Product and Service Solutions) program for windows. To examine the influence of intervening variables, the Path Analysis method is used. Path analysis is the innovation of multiple linear regression analysis, path analysis is the use of regression analysis to estimate the relationships Causality between predetermined variables (causal models) based on the theoretical basis.

## RESULTS AND DISCUSSION

The influence of confidence on Entrepreneurial Intents, can be seen the value of the beta results for the confidence variable is on 0.123 and the tcount is on 1.329 with a sig of 0.189. Because  $\text{sig} \geq 0.05$  ( $0.189 \geq 0.05$ ) then  $H_{01}$  is accepted and  $H_{a1}$  is rejected, based the results of these calculations it can be concluded that confidence does not affect entrepreneurial intents as evidenced by the tcount of 1.329 which is not significant ( $0.189 \geq 0.05$ ) and the given magnitude of influence shown in the beta column is on 0.123 or 12.3%.

The Influence of Entrepreneurial Attitudes on Entrepreneurial Intents. Based on the results shown in the coefficient table, it can be seen that the value of the beta results for the entrepreneurial attitudes variable is on 0.209 and tcount is on 2.025 with a sig of 0.047. Because  $\text{sig} \leq 0.05$  ( $0.047 \leq 0.05$ ) then  $H_{a2}$  is accepted and  $H_{02}$  is rejected.

Based on the results of these calculations it can be concluded that the entrepreneurial attitude has a positive and significant influence on entrepreneurial intents as evidenced by the t-value of 2.025 which is significant ( $0.047 \leq 0.05$ ) and the given magnitude of influence shown in the beta column is on 0.209 or 20.9%.

Influence of Subjective Norms on Entrepreneurial Intent. Based on the results seen in the coefficient table, it can be seen that the value of the beta results for subjective norm variables is on 0.415 and tcount is on 4.038 with sig of 0.000. Because  $\text{sig} \leq 0.05$  ( $0.000 \leq 0.05$ ) then  $H_{a3}$  is accepted and  $H_{03}$  is rejected. Based on the results of these calculations it can be concluded that subjective norms have a positive and significant influence on entrepreneurial intents as evidenced by a significant tcount of 4.038 ( $0.000 \leq 0.05$ ) and the given magnitude of influence shown in the beta column is on 0.415 or 41.5%.

The influence of Perceived behavioral control on Entrepreneurial Intents. From the results seen in the coefficient table, it can be seen that the value of the beta results for perceived behavioral control variables is on 0.235 and tcount is on 2.587 with a sig of 0.012. Because  $\text{sig} \leq 0.05$  ( $0.012 \leq 0.05$ ) then  $H_{a4}$  is accepted and  $H_{04}$  is rejected.

From the results of these calculations it can be concluded that the perceived behavioral control has a positive and significant influence on entrepreneurial intents as evidenced by the tcount of 2.587 which is significant ( $0.012 \leq 0.05$ ) and the given magnitude of influence shown in the beta column is on 0.235 or 23.5%.

Seeking for the Influence of Entrepreneurial Attitudes, Subjective Norms, Perceived Behavioral Control and confidence on Entrepreneurial Intent Simultaneously. To simultaneously observe the magnitude of the influence of entrepreneurial attitudes, subjective norms, perceived behavioral control and confidence in entrepreneurial intent can be seen from the summary and anova table calculation on the SPSS v. 22 results.

If the probability value of 0.05 is smaller or equal to the probability value of sig or ( $0.05 \leq \text{sig}$ ), then  $H_0$  is accepted and  $H_a$  is rejected, meaning that it is not significant. If the probability value of 0.05 is greater or equal to the probability value of sig or ( $0.05 \geq \text{sig}$ ), then  $H_a$  is accepted and  $H_0$  is rejected, meaning that it is significant. The summary model obtained by the value of R square = 0.644, then the ANOVA table obtained an F value of 28,900 with a probability value (sig) of

0,000. Because the sig value  $\leq 0.05$  then  $H_a$  is accepted and  $H_o$  is rejected.

From the significance calculation of table F shows that there is an influence between entrepreneurial attitudes, subjective norms, perceived behavioral control and confidence towards entrepreneurial intents, the results obtained in the R square value can be said that the magnitude of the influence of entrepreneurial attitudes, subjective norms, perceived behavioral control and confidence towards Entrepreneurial intent is 0.644 or 64.4%, the rest is  $1 - 0.644 = 0.356$  or 35.6% that can be explained by other factors outside the model.

The result Analysis of the research on the variables used in this study are the variables of entrepreneurial attitudes, subjective norms, perceived behavioral control, confidence, and entrepreneurial intents are reviewed in depth both in the description and inferential techniques in the previous chapter. The results of the analysis reflect a variety of things that can be discussed in more detail manner based on empirical studies and theoretical studies. In this section, we will examine the facts of the results of calculations and their relation to the theory and empirical conditions that occur singly or for each relationship between variables in accordance with the formulated hypothesis.

The influence of confidence in entrepreneurial intents on the third year students of Slawi 1 Vocational High school. From the results seen in the coefficient table, it can be seen the value of the beta results for the confidence variable is on 0.123 and the tcount is on 1.329 with a sig of 0.189. Because sig  $\geq 0.05$  ( $0.189 \geq 0.05$ ) then  $H_o1$  is accepted and  $H_a1$  is rejected. From the results of these calculations it can be concluded that confidence does not affect entrepreneurial intents as evidenced by a tcount of 1.329 which is insignificant ( $0.189 \geq 0.05$ ) and the given magnitude of influence shown in the beta column that is on 0.123 or 12.3%.

The results of the study are irrelevant or contrary to the findings of research conducted by Jaya Andinata Kenny and Ni Nyoman Kerti Yasa (2018) with the title Influence of Confidence, Price Perception, and Attitudes Toward Repurchase Intent on the Lazada Site. In his

research, researchers found that beliefs, perceptions, and attitudes had a positive and significant influence on repurchase intents on Lazada's website. This research proves that online shopping requires a high level of confidence to obtain consumers who will purchase repeatedly, on the other hand confidence needs to pay attention to price perceptions and attitudes in making online shopping transactions so that consumers can confidently make repeat purchases on the Lazada website especially in Denpasar City.

The influence of entrepreneurial attitude on entrepreneurial intents in the third year students of Slawi 1 Vocational High school. From the results shown in the coefficient table, it can be seen that the value of the beta results for the entrepreneurship attitudes variable is on 0.209 and tcount is on 2.025 with a sig of 0.047. Because sig  $\leq 0.05$  ( $0.047 \leq 0.05$ ) then  $H_a2$  is accepted and  $H_o2$  is rejected. From the results of these calculations it can be concluded that the attitude of entrepreneurship has a positive and significant influence on entrepreneurial intents as evidenced by the t-value of 2.025 which is significant ( $0.047 \leq 0.05$ ) and the given magnitude of influence shown in the beta column that is on 0.209 or 20.9%.

The results of this study are relevant to the findings of research conducted by Fini, Grimaldi, Marzocchi, and Sobrero (2009) entitled The Foundation of Entrepreneurial Intent. In his research, researchers used a conceptual framework in the form of Theory of Planned Behavior (TPB) to determine entrepreneurial intents. With the TPB theory approach and using SEM analysis tools it is known that the attitude variable has a positive and significant influence on entrepreneurial intents.

The influence of subjective norms on entrepreneurial intents in the third year students of Slawi 1 Vocational High school. From the results seen in the coefficient table, it can be seen that the value of the beta results for subjective norm variables is on 0.415 and tcount is on 4.038 with sig of 0.000. Because sig  $\leq 0.05$  ( $0.000 \leq 0.05$ ) then  $H_a3$  is accepted and  $H_o3$  is rejected. From the results of these calculations it can be concluded that subjective norms have a positive and significant influence on entrepreneurial

intents as evidenced by a significant tcount of 4.038 ( $0,000 \leq 0.05$ ) and the given magnitude of influence shown in the beta column that is on 0.415 or 41.5%.

The results of this study are relevant to the findings of a study conducted by Tony Wijaya (2008) with the title Study of Empirical Behavior Entrepreneurship Model for DIY and Central Java SMEs. In his research, researchers used a conceptual framework in the form of Theory of Planned Behavior (TPB) to determine entrepreneurial intents. With the TPB theory approach it is known that the variables of entrepreneurial attitudes, subjective norms and self-efficacy simultaneously have a positive influence on entrepreneurial behavior through entrepreneurial intents. While the entrepreneurial attitude, subjective norms variables partially affect entrepreneurial intents.

The influence of perceived behavioral control on entrepreneurial intents in the third year students of Slawi 1 Vocational High school. From the results shown in the coefficient table, it can be seen that the value of the beta result for the perceived behavioral control variable is on 0.235 and the tcount is on 2.587 with a sig of 0.012. Because  $\text{sig} \leq 0.05$  ( $0.012 \leq 0.05$ ) then Ha4 is accepted and Ho4 is rejected.

From the results of these calculations it can be concluded that the perceived behavioral control has a positive and significant influence on entrepreneurial intents as evidenced by the tcount of 2.587 which is significant ( $0.012 \leq 0.05$ ) and the given magnitude of influence shown in the beta column that is on 0.235 or 23.5%.

The results of this study are relevant to the findings of research conducted by Erkkö Autio, Robert H. Keeley, Magnus Klofsten, George GC PWM!) Ma'alhael Hay (2001) entitled Entrepreneurial Intent among Students in Scandinavia and in the USA. In his research, researchers used a conceptual framework in the form of Theory of Planned Behavior to determine for entrepreneurial intent. Using the TPB theory approach, it is known that attitudes, subjective norms and perceived behavioral controls influence entrepreneurial intents, while it is also known that perceived behavioral controls variable are most influential on entrepreneurial intent.

The influence of confidence in entrepreneurial attitudes on the third year students of Slawi 1 Vocational High school. From the results seen in the coefficient table, it can be seen the value of the beta results for the confidence variable is on 0.497 and the tcount is on 4.687 with a sig of 0.000. Because  $\text{sig} \leq 0.05$  ( $0,000 \leq 0.05$ ) then Ha5 is accepted and Ho5 is rejected.

From the results of these calculations it can be concluded that confidence has a positive and significant influence on entrepreneurial attitudes as evidenced by a significant tcount of 4.687 ( $0.000 \leq 0.05$ ) and the given magnitude of influence shown in the beta column is on 0.497 or 49.7%.

The results of this study are relevant to the findings of a study conducted by Ifdil, et.al (2018) stating that confidence in adolescents appears in attitudes that accept themselves as they are. The confidence in a person will affect the attitude that will be carried out by the individual. Ajzen (2002) also argues that attitudes toward behavior are influenced by belief concerning the consequences of a certain behavior or briefly called behavioral beliefs.

The influence of confidence in subjective norms on the third year students of Slawi 1 Vocational High school. From the results seen in the coefficient table, it shows that the value of the beta results for the confidence variable is on 0.536 and the tcount is on 5.197 with a sig of 0.000. Because  $\text{sig} \leq 0.05$  ( $0,000 \leq 0.05$ ) then Ha6 is accepted and Ho6 is rejected. From the results of these calculations it can be concluded that confidence has a positive and significant influence on subjective norms evidenced by a tcount of 5.197 which is significant ( $0.000 \leq 0.05$ ) and the given magnitude of influence shown in the beta column is on 0.536 or 53.6%.

The results of this study are relevant to the findings of research conducted by Ramdhani (2011) stating that subjective norms are influenced by confidence. This means that the confidence that exists in a person will affect individual perceptions of the expectations of the significant others regarding certain behaviors.

Influence of confidence in perceived behavioral control in the third year students of Slawi 1 Vocational High school. The results seen in the coefficient table, it shows that the value of

the beta results for the confidence variable is on 0.428 and the tcount is on 3.874 with a sig of 0.000. Because  $\text{sig} \leq 0.05$  ( $0.000 \leq 0.05$ )  $H_0$  is accepted and  $H_a$  is rejected. From the results of these calculations it can be concluded that confidence has a positive and significant influence on perceived behavioral controls as evidenced by a tcount of 3.874 which is significant ( $0.000 \leq 0.05$ ) and the given magnitude of influence shown in the beta column is on 0.428 or 42.8%.

The results of this study are relevant to the findings of research conducted by Ajzen (2002), he suggested that the perceived behavioral control is influenced by individual confidence concerning the availability of resources in the form of equipment, compatibility, competence, and opportunity (control belief strength) that support or inhibit the predicted behavior and the magnitude of the role of these resources (power of control factor) in realizing this behavior. Rotter (1975) also explains that the control center of the perception of control is related to the Confidence or beliefs of individuals who are relatively stable in all situations. Perceived behavioral control can change depending on the situation and type of performed behavior. The control center is related to an individual's beliefs about his success in doing everything, whether it depends on his own efforts or other factors outside him.

The Influence of confidence towards entrepreneurial intent through entrepreneurship attitudes in the third year students of Slawi 1 Vocational High school. Based on Figure 4.2 above, it is known that the Standardized Coefficient (beta) value of each variable. The direct influence of confidence on entrepreneurial intents is 0.123 (H1), while the indirect influence is  $0.497 \text{ (H5)} \times 0.209 \text{ (H2)} = 0.104$ . From these results it can be seen that the total influence of confidence on entrepreneurial intent through entrepreneurship attitudes is on  $0.123 + 0.104 = 0.227$ . This means that the total influence of confidence on entrepreneurial intent through entrepreneurial attitudes is 22.7% and the rest ( $100\% - 22.7\% = 77.3\%$ ) is influenced by other factors.

The results of this study are relevant to the findings of a study conducted by Sarwoko (2011), he found that self-confidence has a positive influence on entrepreneurial intent. In this case

confidence also influences individual attitudes, the results of this study are relevant to the results of research conducted by Ajzen (2002), he argued that the attitudes towards behavior are influenced by confidence concerning the consequences of a certain behavior or behavioral beliefs. Jianfeng (2013) states that entrepreneurial attitudes have a positive influence on student and student entrepreneurial intent in China. Malebana (2014) describes entrepreneurial attitudes have a positive influence on student entrepreneurial intent in South Africa.

The influence of Confidence on entrepreneurial intent through subjective norms in the third year students of Slawi 1 Vocational High school. The direct influence of confidence on entrepreneurial intents is on 0.123 (H1), while the indirect influence is on  $0.536 \text{ (H6)} \times 0.415 \text{ (H3)} = 0.222$ . These results shows that the total influence of confidence on entrepreneurial intent through subjective norms is on  $0.123 + 0.222 = 0.345$ . This means that the total influence of confidence on entrepreneurial intent through subjective norms is 34.5% and the rest ( $100\% - 34.5\% = 65.5\%$ ) is influenced by other factors.

The results of this study are relevant to the findings of the study conducted by Peng et al. (2012), he stated that there is a positive and significant influence on the variable of self-confidence on entrepreneurial intent. In this case confidence also affects subjective norms, the results of this study are also relevant to the results of research conducted by Ramdhani (2011), he stated that subjective norms are influenced by confidence. In this case subjective norms also affect entrepreneurial intent, the results of this study are relevant to the results of research conducted by Santi, et.al (2017), she stated that the attitude of behavior in Kuningan University students shows that the attitude variable has a positive and significant influence on the entrepreneurial intent at the University of Kuningan.

Influence of confidence towards entrepreneurial intent through perception of control in the third year students of Slawi 1 Vocational High school. Based on Figure 4.2 above, it is known that the Standardized Coefficient (beta) value of each variable. The direct influence of confidence on entrepreneurial



intent is 0.123 (H1), while the indirect influence is  $0.428 \text{ (H7)} \times 0.235 \text{ (H4)} = 0.101$ . From these results it shown that the total influence of confidence on entrepreneurial intent through perceived behavioral controls is on  $0.123 + 0.101 = 0.224$ . This means that the magnitude of the total influence of confidence on entrepreneurial intent through perceived behavioral controls is 22.4% and the rest ( $100\% - 22.4\% = 77.6\%$ ) is influenced by other factors.

The results of this study are relevant to the findings of Indarti and rokhima (2008) self-confidence proven to influence the entrepreneurial intent of Indonesian and Norwegian students. In this case confidence also influences the perception of control, the results of this study are also relevant to the results of research conducted by Ajzen (2002), he suggested that the perceived behavioral control is influenced by individual beliefs about the availability of resources in the form of equipment, compatibility, competence, and opportunity (control belief strength) which supports or inhibits the behavior to be predicted and the magnitude of the role of these resources (power of control factor) in realizing that behavior. In this case the perception of control also affects entrepreneurial intent, the results of this study are relevant to the results of research conducted by Santi, et.al (2017), she stated that the perception of control in Kuningan University students has a positive and significant influence on the entrepreneurial intent of Kuningan University students.

## CONCLUSION

Based on the results of the analysis and hypotheses testing that have been conducted, and the purpose of the research, the conclusions is as follows: The confidence does not significantly affect the entrepreneurial intent of the third year students of Slawi 1 Vocational High school, so that when confidence is high/rising the entrepreneurial intent will be low/falling and vice versa if confidence is low/falling then entrepreneurial intent will be high/rising. Entrepreneurial attitude significantly influences entrepreneurial intent in the third year students of Slawi 1 Vocational High school, so that if entrepreneurship attitudes are high/rising,

entrepreneurial intent will be high/rising and vice versa if entrepreneurship attitudes are low/falling then entrepreneurial intents will be low/ falling. Subjective norms have a significant influence on entrepreneurial intents in the third year students of Slawi 1 Vocational High school, so that if subjective norms are high/rising then entrepreneurial intents will also be high/rising and vice versa if subjective norms are low/falling then entrepreneurial intents will also be low/ falling. Perceived behavioral controls significantly influence entrepreneurial intents in the third year students of Slawi 1 Vocational High school, so that if perceived behavioral controls are high/rising then entrepreneurial intents will also be high/rising and vice versa if perceived behavioral control is low/falling then entrepreneurial intents will also low/falling. Confidence significantly influences the attitude of entrepreneurship in the third year students of Slawi 1 Vocational High school, so that if confidence is high/rising then entrepreneurial attitudes will also be high/rising and vice versa if confidence is low/falling then entrepreneurial attitudes will also low/falling.

Confidence significantly influences subjective norms in the third year students of Slawi 1 Vocational High school, so that if confidence is high/rising then subjective norms will also be high/rising and vice versa if confidence is low/faling then subjective norms will also be low/falling. Confidence significantly influences the perceived behavioral control in the third year students of Slawi 1 Vocational High school, so that if confidence is high/rising then the perception of behavior control will also be high/rising and vice versa if confidence is low/falling then the perception of behavior control will also be low/falling. The magnitude of the influence of confidence on entrepreneurial intent through entrepreneurial attitudes attitudes is 22.7% which is obtained from the sum of the direct influences between confidence towards entrepreneurial intent and the sum of indirect influences between confidence towards entrepreneurial attitudes and entrepreneurial attitudes towards entrepreneurial intent. The magnitude of the influence of confidence on entrepreneurial intent through subjective norms through entrepreneurial attitudes is equal to 34.5%

which is obtained from the sum of the direct influences between confidence towards entrepreneurial intents and the sum of indirect influences between confidence towards subjective norms and subjective norms towards entrepreneurial intent. The magnitude of the influence of confidence on entrepreneurial intent through perceived behavioral control through entrepreneurial attitudes is 22.4% which is obtained from the sum of the direct influences between confidence towards entrepreneurial intent and the sum of the indirect influences between confidence in perceived behavioral control and perceived behavioral control towards entrepreneurial intent.

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