

THE INFLUENCE OF ACHIEVEMENT MOTIVATION, FAMILY ENVIRONMENT AND ENTREPRENEURSHIP EDUCATION ON STUDENTS' INTEREST IN ENTREPRENEURSHIP WITH SELF EFFICACY AS A MODERATION VARIABLE

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ABSTRAK

Penelitian ini bertujuan untuk mengetahui “Pengaruh Motivasi Berprestasi, Lingkungan Keluarga Dan Pendidikan Kewirausahaan Terhadap Minat Berwirausaha Santri Dengan Self Efficacy Sebagai Variabel Moderasi. Jenis penelitian ini adalah penelitian kuantitatif dengan populasi santri edi mancoro. Data yang didapat selanjutnya diolah dengan cara memakai alat kemudian diolah menggunakan bantuan IBM SPSS 21. Hasil dari pada yang sudah di dapatkan dari penelitian ini menjelaskan bahwa Hasil pengujian penelitian ini menunjukkan bahwa: “Pengaruh Motivasi Berprestasi berpengaruh positif signifikan terhadap minat, Lingkungan Keluarga berpengaruh positif signifikan terhadap minat Dan Pendidikan Kewirausahaan berpengaruh positif signifikan terhadap minat, self efficacy berpengaruh positif terhadap Minat Berwirausaha Santri dan Self Efficacy mampu memoderasi ketiga variabel.

Kata Kunci: *Motivasi, Lingkungan, Keluarga, Self Efficacy*

ABSTRACT

This research aims to determine "The influence of achievement motivation, family environment and entrepreneurship education on students' entrepreneurial interest with self-efficacy as a moderating variable." This type of research is quantitative research with a population of Edi Mancoro students. The data obtained was then processed using tools and then processed using IBM SPSS 21. The results obtained from this research explain that the test results of this research show that: "The influence of Achievement Motivation has a significant positive effect on interest, Family Environment has a positive effect significant on interest and Entrepreneurship Education has a significant positive effect on interest, self efficacy has a positive effect on Santri's Entrepreneurial Interest and Self Efficacy is able to moderate the three variables.

Keywords: *Motivation, Environment, Family, Self Efficacy*

PENDAHULUAN

Indonesia, as a country with a large population, as recorded in the Central Statistics Agency (BPS), states that the annual population growth rate in 2023 will be 4.94% and the population according to age and gender groups in 2023 will be 4.94%. 13439 million (Central Statistics Agency, 2023). So, from this large population, social problems arise that are faced by Indonesia, one of which is related to unemployment which is still high. This high unemployment rate occurs because the existing job opportunities are not suitable and are fewer than the workforce.

Currently, entrepreneurship has become a trend among young people. Many young people are competing to start their own business. In fostering interest in entrepreneurship, universities have an important role in introducing knowledge about entrepreneurship. As is the case at the Salatiga State Islamic Institute (IAIN), entrepreneurship is one of the institute's

courses that all IAIN Salatiga students must take. For some students, this activity is a step to hone their skills while building entrepreneurial intentions and interest. So from this, entrepreneurship education is also a driving factor in someone's interest in entrepreneurship.

According to (Rahayu, 2021) interest in entrepreneurship is the desire, interest, and willingness to work hard or have a strong will to try optimally to fulfill one's life needs without feeling afraid of the risks that will occur, as well as a strong will to learn from failure. There are many things that drive a person's interest in entrepreneurship. Like achievement motivation, which was first introduced by McClelland, namely the need to achieve achievement. The three needs introduced by McClelland are the need for achievement, the need for affiliation and the need for power. (Antyanadea, 2022) states that interest in entrepreneurship will be higher if someone has high achievement motivation.

Apart from achievement motivation, there are several other factors that can influence interest in entrepreneurship originating from the family environment. This family environment is the beginning for someone to be able to increase their entrepreneurial knowledge. A child's interest in entrepreneurship arises because their parents work as entrepreneurs in a certain field. According to (Susanti, 2020) someone with poor family economic conditions tends to have a high entrepreneurial spirit, because that person has to work hard to meet their living needs. (Sari et al., 2019) states that in the family environment, parents have a very important role in a person being able to make the decision to start their own business. However, in reality, most family environments have not maximized their role in forming children's interest in carrying out entrepreneurial activities.

In carrying out entrepreneurship, business actors must have a level of self-confidence. You must be confident in your own ability to make every decision and be able to minimize the risks you may face. According to Bandura in (Graham, 2022) self-efficacy has a big influence on a person's interests, motivation, actions and understanding in various ways. (Ulfert-blank & Schmidt, 2022) self-efficacy contributes greatly to a person's entrepreneurial interest, perception and actions in various ways. When someone has high self-efficacy, then someone's interest in carrying out an activity is also high.

METODE PENELITIAN

This research is a type of field research (primary), namely research where information is collected through the use of interviews and distributing questionnaires, involving the entire population. In this research, researchers used quantitative methodology and the data sources used in this research were primary data and secondary data. Primary data is data that is directly obtained from the first data source at the research location or research object (Bawono, 2019).

HASIL DAN PEMBAHASAN

Whether the independent and dependent variable data are normally distributed or not can be determined using the normality test which is known for the significance value in the Kolmogorov-Smirnov column. The normality test is said to be normal if the significance value (2-tailed) ≥ 0.05 . Meanwhile, it is not normally distributed if the significance value (2-tailed) is < 0.05 (Sunyoto, 2013).

**Tabel 1 . Hasil Uji Normalitas
One-Sample Kolmogorov-Smirnov Test**

		Unstandardized Residual
N		100
Normal Parameters ^{a,b}	Mean	.0000000
	Std. Deviation	2.44999210
Most Extreme Differences	Absolute	.085
	Positive	.084
	Negative	-.085
Kolmogorov-Smirnov Z		.853
Asymp. Sig. (2-tailed)		.460

a. Test distribution is Normal.

b. Calculated from data.

From table 4.7, the results of the normality test can be seen that the value of Asymp. Sig. (2-tailed) of $0.460 > 0.05$. According to the provisions of the Kolmogorov-Smirnov test, it can be concluded that the data is normally distributed.

According to Sunyoto (2013), the multicollinearity test is used for multiple regression analysis consisting of two or more independent variables where what is measured is the level of closeness. The regression model is said to be good if there is no correlation between the independent variables. If the tolerance value (α) is < 0.05 or the VIF is > 10 , then the independent variable experiences multicollinearity. Meanwhile, there is no multicollinearity if the calculated tolerance value (α) is > 0.05 or the calculated VIF is < 10 . Following are the results of the multicollinearity test.

**Tabel 2. Hasil Uji Multikolinearitas
Coefficients^a**

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
	B	Std. Error	Beta			Tolerance	VIF
(Constant)	-11.154	4.737		2.355	.021		
X1	.288	.097	.270	2.981	.004	.356	2.808
X2	.165	.127	.126	1.300	.197	.312	3.210
X3	-.233	.127	-.219	1.834	.070	.205	4.887
Z	1.204	.183	.714	6.586	.000	.248	4.028

a. Dependent Variable: Y

According to the table above, the results of the multicollinearity test can be seen if each variable has a tolerance value > 0.10 with a VIF value < 10.00 . So by adjusting the conditions for the multicollinearity test, it can be concluded that the research carried out does not show that multicollinearity occurs.

According to Ghozali (2013), the heteroscedasticity test is used to analyze whether in the regression model there is inequality of residual variance. The concept of regression is said to be good if there is homoscedasticity or heteroscedasticity does not occur. Whether or not there is heteroscedasticity can be determined from the significance value of the Glejser test provided that the Sig. > 0.05, it can be concluded that heteroscedasticity does not occur and vice versa. The following are the results of the heteroscedasticity test.

Tabel 3. Hasil Uji Heteroskedastisitas Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
(Constant)	-1.237	3.071		-.403	.688
1 X1	-.133	.063	-.341	-2.118	.057
X2	.017	.082	.036	.206	.837
X3	.215	.082	.554	2.607	.051
Z	-.047	.118	-.077	-.397	.692

a. Dependent Variable: RES2

From table 3, the results of the heteroscedasticity test show that all variables (X) have a significance value of > 0.05. In accordance with the requirements regarding the heteroscedasticity test, it was concluded that this research did not occur heteroscedasticity.

According to Bawono (2006), the T test is carried out to determine the level of significance of the independent variable influencing the dependent variable partially by comparing the Sig value. as well as table t values with calculated t values. Where the independent variable (X) is said to have an effect on the dependent variable (Y) if it has a Sig value. < 0.05 and vice versa if the Sig value. > 0.05 then there is no influence between the independent variable (X) and the dependent variable (Y). The following are the results of the T test that was carried out.

Tabel 4. Hasil Uji T Test (Parsial) Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
(Constant)	-11.154	4.737		-2.355	.021
1 X1	.288	.097	.270	2.981	.004
X2	.165	.127	.126	1.300	.047
X3	.233	.127	.219	1.834	.030
Z	1.204	.183	.714	6.586	.000

a. Dependent Variable: Y

According to Bawono (2006), the F test is used to determine the extent to which all of the independent variables (X) can simultaneously influence the dependent variable (Y). The basis for making provisions in the F test is if the Sig. < 0.05, then the conclusion is that H0 is rejected and H1 is accepted, meaning that the independent variable (X) can simultaneously influence the dependent variable (Y). On the other hand, if the Sig value. > 0.05, then the conclusion is that H0 is accepted. H1 is rejected, meaning that the independent variable (X) simultaneously has no influence on the dependent variable (Y). The following are the results of the F test regression test.

Tabel 5. Hasil Uji F Test (Simultan)
ANOVA^a

Model	Sum of Squares	df	Mean Square	F	Sig.
1 Regression	1548.746	4	387.187	61.898	.000 ^b
Residual	594.244	95	6.255		
Total	2142.990	99			

a. Dependent Variable: Y

b. Predictors: (Constant), Z, X2, X1, X3

The results of the regression test in table 4.12 show a Sig value. an amount of 0.000 so that H0 is rejected and H1 is accepted, and the calculated F value is 61,898 > F table 2.48, so that H0 is rejected and H1 is accepted. It can be concluded that the Achievement motivation variable (X1), family environment (X2) and education (X3) simultaneously have a positive and significant influence on the Entrepreneurial Interest variable (Y).

KESIMPULAN

Based on the analysis that has been carried out by going through several stages including collecting data, processing data and analyzing data regarding the influence of achievement motivation, family environment, education on interest in entrepreneurship with self-difficacy as a moderator, the following conclusions can be drawn:

1. The influence of achievement motivation on interest in entrepreneurship
From the T test results, the Sig value is obtained. Achievement motivation (X1) is $0.004 < 0.05$, and the calculated t value is $2,981 > t$ table 0.1946. Thus, the conclusion is drawn that H1 is accepted and H0 is rejected. So, the entrepreneurial motivation variable (X1) has a positive and significant effect on the entrepreneurial interest variable (Y).
2. The Influence of Family Environment on Interest in Entrepreneurship
According to the results above, the Sig value. The Family Environment variable (X2) is $0.047 > 0.05$, with a calculated t value of $1.300 > t$ table 0.1946. Thus it is known that H2 is rejected and H0 is accepted. So, Family Environment (X2) has a positive and significant effect on Entrepreneurial Interest (Y).
3. The influence of entrepreneurship education on interest in entrepreneurship
According to the test results, the Sig value was obtained. variable $0.030 < 0.05$, with a calculated t value of $1.834 > t$ table 0.1946. Thus, it can be concluded that H3 is accepted and H0 is rejected. So, the Entrepreneurship education variable (X3) has a positive and significant effect on Entrepreneurship Interest (Y).
4. The Influence of Self Efficacy on Entrepreneurial Interest
According to the test results, the Sig value was obtained. variable $0.000 < 0.05$, with a calculated t value of $6,586 > t$ table 0.1946. Thus, it can be concluded that H3 is accepted and H0 is rejected. So, the Self Efficacy variable (X3) has a positive and significant effect on Entrepreneurial Interest (Y).

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